

# **Results by Firm Revenue Range**

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## Table of contents

Q2. What are your firm’s fields of practice? Check all that apply. Totals may not equal 100%.....	5
Q3. If 50% or more of your firm’s gross revenue comes from one field of practice, check that field below. ....	6
Q5. How has your firm’s annual gross revenue changed in the past year? .....	7
Q6. Who has the primary responsibility for risk management in your firm? .....	8
Q7. Does your firm carry professional liability insurance (PLI)?.....	9
Q8. Who is your primary professional liability insurance carrier? .....	10
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).....	11
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.).....	12
Q11. Rate your satisfaction with your professional liability insurance CARRIER’S RISK MANAGEMENT PROGRAMS.....	13
Q12. Did you change PLI carriers during your most recently completed fiscal year?.....	14
Q13. Please explain why you changed PLI carriers. Check all that apply. Totals may not equal 100%.....	15
Q14.1 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier. Broker Recommendation. ....	16
Q14.2 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier. Claim Handling Expertise / Reputation of Carrier.....	17
Q14.3 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier. Financial Strength of Carrier.....	18
Q14.4 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier. Length of time Carrier has been writing PLI for Design Professionals.....	19
Q14.5 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier. Price.....	20
Q14.6 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier. Risk Management Services Offered by Carrier (e.g.contract review, education, etc.).....	21
Q14.7 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier. Sponsorship / Endorsement of Carrier by a Professional Organization.....	22
Q14.8 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier. Other (please specify).....	23
Q15. Rate your satisfaction with your professional liability insurance BROKER.....	24
Q16. Did you change your PLI broker during your most recent completed fiscal year?.....	25
Q17. Please explain why you changed PLI brokers. Check all that apply. Totals may not equal 100%.....	26
Q18. At the last renewal of your PLI did your broker present you with options from more than one carrier?.....	27
Q19. Did you request that your broker obtain quotes from other carriers?.....	28
Q20a. What was your firm's gross revenue for 2019?.....	29

Q20a (2019). What was your firm's gross revenue for 2019 and 2020? FY 2019 gross revenue.....	30
Q20a. What was your firm's gross revenue for 2020?.....	31
Q20a (2020). What was your firm's gross revenue for 2019 and 2020? FY 2020 gross revenue.....	32
Q20b. What was your yearly PLI premium for 2019?.....	33
Q20b (2019). What were your yearly PLI premiums for 2019 and 2020? FY 2019.....	34
Q20b. What was your yearly PLI premium for 2020?.....	35
Q20b (2020). What were your yearly PLI premiums for 2019 and 2020? FY 2020.....	36
Q20_2019. PLI premium as a percentage of gross revenue (2019).....	37
Q20_2019. PLI premium as a percentage of gross revenue (2019).....	38
Q20_2020. PLI premium as a percentage of gross revenue (2020).....	39
Q20_2020. PLI premium as a percentage of gross revenue (2020).....	40
Q20_Difference. PLI premium shift (2019 to 2020).....	41
Q20_Difference. PLI premium shift (2019 to 2020).....	42
Q21. What is your coverage limit per claim? .....	43
Q22. Are your per-claim and aggregate limits the same?.....	44
Q23. What is your deductible? .....	45
Q24. How does your deductible compare with the previous year? .....	46
Q25. Has your firm purchased a stand-alone Cyber Liability Policy?.....	47
Q26. What aggregate dollar limits did you purchase? .....	48
Q27. Did your firm have any outstanding claims?.....	49
Q28. What was the number of outstanding claims against your firm? .....	50
Q29. How does the number of claims made against your firm compare with the prior year?.....	51
Q30.1 What was the number of claims made by client type? Public Sector Clients / Owners.....	52
Q30.2 What was the number of claims made by client type? Private Sector Clients / Owners.....	53
Q30.3 What was the number of claims made by client type? Non Project-Owners (Prime A/Es, Contractors, etc.).....	54
Q31.1 What was the number of claims made by non-clients? Construction / Contractors.....	55
Q31.2 What was the number of claims made by non-clients? Construction Workers (e.g. Due to injury or death).....	56
Q31.3 What was the number of claims made by non-clients? Non-Construction Workers (e.g. Due to injury or death).....	57
Q31.4 What was the number of claims made by non-clients? Others.....	58
Q32. How many of your firm's outstanding claims (including claims from prior years) were resolved in your most recently completed fiscal year?.....	59
Q33. How many claims were settled within your deductible (including costs of outside attorneys, experts, etc.)?.....	60
Q34.1 How many claims were resolved by each of the following METHODS? Negotiation.....	61
Q34.2 How many claims were resolved by each of the following METHODS? Mediation.....	62
Q34.3 How many claims were resolved by each of the following METHODS? Arbitration.....	63
Q34.4 How many claims were resolved by each of the following METHODS? Trial.....	64
Q34.5 How many claims were resolved by each of the following METHODS? Other Method.....	65
Q35.1 How many claims were resolved during each of the following PERIODS? Before Trial.....	66
Q35.2 How many claims were resolved during each of the following PERIODS? During Trial.....	67

Q35.3 How many claims were resolved during each of the following PERIODS? By Court Judgment. . . . .	68
Q36. What was the total number of claims resolved WITHOUT any payment by your firm to the claimant? . . . . .	69
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)? Defense costs YOU paid lawyers, experts, etc. . . . .	70
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)? Defense costs YOU paid lawyers, experts, etc. . . . .	71
Q37.2 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. . . . .	72
Q37.2 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. . . . .	73
Q37.3 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) . .	74
Q37.3 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) . .	75
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)? Amount of award or settlement paid by the PROFESSIONAL LIABILITY INSURER. . . . .	76
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)? Amount of award or settlement paid by the PROFESSIONAL LIABILITY INSURER. . . . .	77
Q38. Have you made a payment to a claimant during your most recently completed fiscal year to resolve a case when you believed the claim to be frivolous? . . . . .	78
Q39. What was the total number of personnel hours expended by your firm in defending ALL claims (including claims from prior years)? . . . . .	79
Q40. Please indicate any possible or alleged causes that could have contributed to the claims that your firm experienced. Check all that apply. Totals may not equal 100%. . . . .	80
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. . . . .	81
Q42. Has your firm reduced, dropped, or modified any service offerings due to high claims activity or other risk issues? . . . . .	82
Q43. How often has your firm not pursued or has turned down work, due to concern about potential risk issues? . . . . .	83
Q44. Why specifically did your firm not pursue or turn the work down? Check all that apply. Totals may not equal 100%. . . . .	84
Q45. During your last fiscal year, what is your best estimate of the potential total fee value of the work that your firm declined? . . . . .	85
Q46. In your opinion, to what extent does the threat of claims stifle innovation in the profession at this time? . . . . .	86
Q47. Please indicate whether the threat of claims is hurting your firm's ability to do the following. Check all that apply. Totals may not equal 100%. . . . .	87

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Q2. What are your firm's fields of practice? Check all that apply. Totals may not equal 100%.

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Valid Cases	423	37	38	83	64	50	34	52	29	18	18
<b>Architectural</b>											
Mentions	40	2	1	1	2	6	1	2	7	8	10
% Valid Cases	9%	5%	3%	1%	3%	12%	3%	4%	24%	44%	56%
<b>Building Commissioning</b>											
Mentions	25	1	0	3	1	1	3	5	5	2	4
% Valid Cases	6%	3%	0%	4%	2%	2%	9%	10%	17%	11%	22%
<b>Civil / General (Including Transportation)</b>											
Mentions	264	20	22	39	37	36	22	37	23	15	13
% Valid Cases	62%	54%	58%	47%	58%	72%	65%	71%	79%	83%	72%
<b>Construction Engineering &amp; Inspection</b>											
Mentions	171	7	9	16	23	24	13	31	20	15	13
% Valid Cases	40%	19%	24%	19%	36%	48%	38%	60%	69%	83%	72%
<b>Construction Management</b>											
Mentions	105	7	4	11	15	7	10	19	11	8	13
% Valid Cases	25%	19%	11%	13%	23%	14%	29%	37%	38%	44%	72%
<b>Electrical</b>											
Mentions	86	5	3	20	9	8	6	7	9	8	11
% Valid Cases	20%	14%	8%	24%	14%	16%	18%	13%	31%	44%	61%
<b>Energy / Industrial</b>											
Mentions	35	1	3	2	2	0	1	3	8	5	10
% Valid Cases	8%	3%	8%	2%	3%	0%	3%	6%	28%	28%	56%
<b>Environmental</b>											
Mentions	109	3	3	6	9	13	12	20	14	14	15
% Valid Cases	26%	8%	8%	7%	14%	26%	35%	38%	48%	78%	83%
<b>Geotechnical</b>											
Mentions	68	4	5	8	5	8	6	13	6	3	10
% Valid Cases	16%	11%	13%	10%	8%	16%	18%	25%	21%	17%	56%
<b>Lab Testing</b>											
Mentions	42	0	2	4	7	6	2	8	3	4	6
% Valid Cases	10%	0%	5%	5%	11%	12%	6%	15%	10%	22%	33%
<b>Landscape Architecture</b>											
Mentions	47	1	1	2	2	3	3	9	10	7	9
% Valid Cases	11%	3%	3%	2%	3%	6%	9%	17%	34%	39%	50%
<b>Mechanical / HVAC</b>											
Mentions	67	4	1	10	7	7	8	4	8	8	10
% Valid Cases	16%	11%	3%	12%	11%	14%	24%	8%	28%	44%	56%
<b>Planning</b>											
Mentions	109	6	5	11	16	11	8	14	17	9	12
% Valid Cases	26%	16%	13%	13%	25%	22%	24%	27%	59%	50%	67%

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Q2. What are your firm’s fields of practice? Check all that apply. Totals may not equal 100%.

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
<b>Process</b>											
Mentions	19	0	0	2	1	2	2	0	5	2	5
% Valid Cases	4%	0%	0%	2%	2%	4%	6%	0%	17%	11%	28%
<b>Structural</b>											
Mentions	154	7	17	19	16	13	12	22	23	13	12
% Valid Cases	36%	19%	45%	23%	25%	26%	35%	42%	79%	72%	67%
<b>SUE-Subsurface Utility Locating</b>											
Mentions	20	0	1	3	3	1	2	3	0	1	6
% Valid Cases	5%	0%	3%	4%	5%	2%	6%	6%	0%	6%	33%
<b>Surveying</b>											
Mentions	128	6	3	12	20	15	14	21	14	12	11
% Valid Cases	30%	16%	8%	14%	31%	30%	41%	40%	48%	67%	61%
<b>Water / Wastewater</b>											
Mentions	131	3	5	17	17	14	10	26	16	11	12
% Valid Cases	31%	8%	13%	20%	27%	28%	29%	50%	55%	61%	67%
<b>Other (please specify)</b>											
Mentions	36	3	4	7	4	7	1	4	4	0	2
% Valid Cases	9%	8%	11%	8%	6%	14%	3%	8%	14%	0%	11%

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	423	37	38	83	64	50	34	52	29	18	18
<b>Architectural</b>											
Count	2	0	0	0	0	2	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	4%	0%	0%	0%	0%	0%
<b>Building Commissioning</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Civil / General (Including Transportation)</b>											
Count	124	11	8	21	21	20	7	18	7	7	4
Column %	29%	30%	21%	25%	33%	40%	21%	35%	24%	39%	22%
<b>Construction Engineering &amp; Inspection</b>											
Count	22	2	1	1	6	4	1	3	1	1	2
Column %	5%	5%	3%	1%	9%	8%	3%	6%	3%	6%	11%
<b>Construction Management</b>											
Count	9	2	1	3	1	0	1	1	0	0	0
Column %	2%	5%	3%	4%	2%	0%	3%	2%	0%	0%	0%
<b>Electrical</b>											
Count	19	2	3	9	2	1	0	2	0	0	0
Column %	4%	5%	8%	11%	3%	2%	0%	4%	0%	0%	0%
<b>Energy / Industrial</b>											
Count	5	0	0	1	1	0	0	0	1	0	2
Column %	1%	0%	0%	1%	2%	0%	0%	0%	3%	0%	11%
<b>Environmental</b>											
Count	14	2	1	3	2	0	2	1	0	1	2
Column %	3%	5%	3%	4%	3%	0%	6%	2%	0%	6%	11%
<b>Geotechnical</b>											
Count	18	2	4	4	1	3	1	1	1	1	0
Column %	4%	5%	11%	5%	2%	6%	3%	2%	3%	6%	0%
<b>Lab Testing</b>											
Count	2	0	0	0	0	0	1	1	0	0	0
Column %	0%	0%	0%	0%	0%	0%	3%	2%	0%	0%	0%
<b>Landscape Architecture</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Mechanical / HVAC</b>											
Count	16	4	0	4	3	1	2	2	0	0	0
Column %	4%	11%	0%	5%	5%	2%	6%	4%	0%	0%	0%
<b>Planning</b>											
Count	2	1	0	1	0	0	0	0	0	0	0
Column %	0%	3%	0%	1%	0%	0%	0%	0%	0%	0%	0%

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

	Total	Q4. What is the annual gross revenue of your firm?										
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more	
<b>Process</b>												
Count	2	0	0	0	0	1	1	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	2%	3%	0%	0%	0%	0%	0%
<b>Structural</b>												
Count	52	4	15	12	8	3	3	2	4	1	0	
Column %	12%	11%	39%	14%	13%	6%	9%	4%	14%	6%	0%	
<b>SUE-Subsurface Utility Locating</b>												
Count	1	0	1	0	0	0	0	0	0	0	0	
Column %	0%	0%	3%	0%	0%	0%	0%	0%	0%	0%	0%	
<b>Surveying</b>												
Count	14	2	1	3	3	0	3	2	0	0	0	
Column %	3%	5%	3%	4%	5%	0%	9%	4%	0%	0%	0%	
<b>Water / Wastewater</b>												
Count	27	1	1	5	5	4	5	3	2	0	1	
Column %	6%	3%	3%	6%	8%	8%	15%	6%	7%	0%	6%	
<b>Other (please specify)</b>												
Count	11	2	1	5	2	1	0	0	0	0	0	
Column %	3%	5%	3%	6%	3%	2%	0%	0%	0%	0%	0%	
<b>My firm does not reach 50% in any field</b>												
Count	83	2	1	11	9	10	7	16	13	7	7	
Column %	20%	5%	3%	13%	14%	20%	21%	31%	45%	39%	39%	



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

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	423	37	38	83	64	50	34	52	29	18	18
<b>NET INCREASED</b>											
Count	226	16	19	46	29	31	20	25	17	9	14
Column %	53%	43%	50%	55%	45%	62%	59%	48%	59%	50%	78%
<b>Up more than 50%</b>											
Count	19	7	3	5	1	2	0	1	0	0	0
Column %	4%	19%	8%	6%	2%	4%	0%	2%	0%	0%	0%
<b>Up 30% - 50%</b>											
Count	20	0	1	11	3	2	1	2	0	0	0
Column %	5%	0%	3%	13%	5%	4%	3%	4%	0%	0%	0%
<b>Up 20% - 29%</b>											
Count	33	2	4	6	8	4	4	4	0	1	0
Column %	8%	5%	11%	7%	13%	8%	12%	8%	0%	6%	0%
<b>Up 10% - 19%</b>											
Count	67	4	6	11	8	8	9	9	5	2	5
Column %	16%	11%	16%	13%	13%	16%	26%	17%	17%	11%	28%
<b>Up 5% - 9%</b>											
Count	51	3	4	7	5	8	4	5	5	4	6
Column %	12%	8%	11%	8%	8%	16%	12%	10%	17%	22%	33%
<b>Up 1% - 4%</b>											
Count	36	0	1	6	4	7	2	4	7	2	3
Column %	9%	0%	3%	7%	6%	14%	6%	8%	24%	11%	17%
<b>Little or no change from last year</b>											
Count	81	11	8	11	11	7	7	16	5	5	0
Column %	19%	30%	21%	13%	17%	14%	21%	31%	17%	28%	0%
<b>Down 1% - 4%</b>											
Count	20	1	1	2	1	2	2	4	2	3	2
Column %	5%	3%	3%	2%	2%	4%	6%	8%	7%	17%	11%
<b>Down 5% - 9%</b>											
Count	20	1	2	3	5	2	0	3	2	0	2
Column %	5%	3%	5%	4%	8%	4%	0%	6%	7%	0%	11%
<b>Down 10% - 19%</b>											
Count	34	0	3	9	9	5	3	2	2	1	0
Column %	8%	0%	8%	11%	14%	10%	9%	4%	7%	6%	0%
<b>Down 20% - 29%</b>											
Count	25	2	2	7	7	3	2	2	0	0	0
Column %	6%	5%	5%	8%	11%	6%	6%	4%	0%	0%	0%
<b>Down 30% - 50%</b>											
Count	16	6	3	4	2	0	0	0	1	0	0
Column %	4%	16%	8%	5%	3%	0%	0%	0%	3%	0%	0%

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

	Total	Q4. What is the annual gross revenue of your firm?										
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more	
<b>Down more than 50%</b>												
Count	1	0	0	1	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%
<b>NET DECREASED</b>												
Count	116	10	11	26	24	12	7	11	7	4	4	4
Column %	27%	27%	29%	31%	38%	24%	21%	21%	24%	22%	22%	22%

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Q6. Who has the primary responsibility for risk management in your firm?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	423	37	38	83	64	50	34	52	29	18	18
<b>In-House Counsel</b>											
Count	22	2	1	1	1	0	0	0	2	6	9
Column %	5%	5%	3%	1%	2%	0%	0%	0%	7%	33%	50%
<b>Full Time Risk Manager</b>											
Count	8	0	0	1	0	0	0	0	0	2	5
Column %	2%	0%	0%	1%	0%	0%	0%	0%	0%	11%	28%
<b>Principal(s) tasked with this responsibility as needed (less than full time)</b>											
Count	180	17	19	36	33	19	17	23	12	3	1
Column %	43%	46%	50%	43%	52%	38%	50%	44%	41%	17%	6%
<b>CEO / President / COO</b>											
Count	181	18	17	42	25	28	14	21	11	4	1
Column %	43%	49%	45%	51%	39%	56%	41%	40%	38%	22%	6%
<b>CFO / Controller</b>											
Count	24	0	0	2	4	2	3	7	3	2	1
Column %	6%	0%	0%	2%	6%	4%	9%	13%	10%	11%	6%
<b>Other (please specify)</b>											
Count	8	0	1	1	1	1	0	1	1	1	1
Column %	2%	0%	3%	1%	2%	2%	0%	2%	3%	6%	6%

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Q7. Does your firm carry professional liability insurance (PLI)?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	423	37	38	83	64	50	34	52	29	18	18
<b>Yes</b>											
Count	420	35	38	83	64	49	34	52	29	18	18
Column %	99%	95%	100%	100%	100%	98%	100%	100%	100%	100%	100%
<b>No</b>											
Count	3	2	0	0	0	1	0	0	0	0	0
Column %	1%	5%	0%	0%	0%	2%	0%	0%	0%	0%	0%

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Q8. Who is your primary professional liability insurance carrier?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	420	35	38	83	64	49	34	52	29	18	18
<b>AIG / Lexington New Hampshire Insurance</b>											
Count	15	1	0	1	2	2	1	4	1	2	1
Column %	4%	3%	0%	1%	3%	4%	3%	8%	3%	11%	6%
<b>Arch / PUA</b>											
Count	3	0	1	0	1	0	0	0	1	0	0
Column %	1%	0%	3%	0%	2%	0%	0%	0%	3%	0%	0%
<b>Argo Pro</b>											
Count	7	1	1	2	1	0	1	1	0	0	0
Column %	2%	3%	3%	2%	2%	0%	3%	2%	0%	0%	0%
<b>Arrowhead / American Alternative Insurance Co.</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>AXA XL</b>											
Count	71	3	6	12	10	8	6	11	8	2	5
Column %	17%	9%	16%	14%	16%	16%	18%	21%	28%	11%	28%
<b>AXIS</b>											
Count	4	0	1	2	1	0	0	0	0	0	0
Column %	1%	0%	3%	2%	2%	0%	0%	0%	0%	0%	0%
<b>Beazley</b>											
Count	18	2	0	3	2	3	2	3	0	1	2
Column %	4%	6%	0%	4%	3%	6%	6%	6%	0%	6%	11%
<b>Berkley</b>											
Count	36	1	2	4	9	8	2	2	2	4	2
Column %	9%	3%	5%	5%	14%	16%	6%	4%	7%	22%	11%
<b>Chubb / ACE American Insurance Co.</b>											
Count	5	2	0	1	0	1	0	1	0	0	0
Column %	1%	6%	0%	1%	0%	2%	0%	2%	0%	0%	0%
<b>CNA / Schinnerer; Continental Casualty; Columbia Casualty</b>											
Count	63	9	3	10	3	3	9	11	5	7	3
Column %	15%	26%	8%	12%	5%	6%	26%	21%	17%	39%	17%
<b>Endurance American</b>											
Count	3	0	0	0	0	1	0	2	0	0	0
Column %	1%	0%	0%	0%	0%	2%	0%	4%	0%	0%	0%
<b>Great American</b>											
Count	4	1	1	0	0	1	1	0	0	0	0
Column %	1%	3%	3%	0%	0%	2%	3%	0%	0%	0%	0%

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Q8. Who is your primary professional liability insurance carrier?

	Total	Q4. What is the annual gross revenue of your firm?										
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more	
<b>Hanover</b>												
Count	7	0	0	1	6	0	0	0	0	0	0	0
Column %	2%	0%	0%	1%	9%	0%	0%	0%	0%	0%	0%	0%
<b>HCC; Houston Casualty; US Specialty Insurance</b>												
Count	5	0	0	2	0	1	1	1	0	0	0	0
Column %	1%	0%	0%	2%	0%	2%	3%	2%	0%	0%	0%	0%
<b>Hiscox</b>												
Count	3	0	1	1	0	1	0	0	0	0	0	0
Column %	1%	0%	3%	1%	0%	2%	0%	0%	0%	0%	0%	0%
<b>Liberty Underwriters / Ironshore</b>												
Count	4	0	1	2	1	0	0	0	0	0	0	0
Column %	1%	0%	3%	2%	2%	0%	0%	0%	0%	0%	0%	0%
<b>Lloyds of London</b>												
Count	16	2	2	3	2	3	1	0	1	1	1	1
Column %	4%	6%	5%	4%	3%	6%	3%	0%	3%	6%	6%	6%
<b>Markel / Evanston / Alterra</b>												
Count	2	0	0	1	0	0	0	0	0	1	0	0
Column %	0%	0%	0%	1%	0%	0%	0%	0%	0%	6%	0%	0%
<b>Navigators / The Hartford</b>												
Count	12	0	0	7	2	1	2	0	0	0	0	0
Column %	3%	0%	0%	8%	3%	2%	6%	0%	0%	0%	0%	0%
<b>One Beacon</b>												
Count	1	0	0	1	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%
<b>RLI</b>												
Count	27	2	4	6	6	5	0	3	1	0	0	0
Column %	6%	6%	11%	7%	9%	10%	0%	6%	3%	0%	0%	0%
<b>Starr</b>												
Count	0	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Terra Insurance</b>												
Count	3	0	0	1	0	0	0	2	0	0	0	0
Column %	1%	0%	0%	1%	0%	0%	0%	4%	0%	0%	0%	0%
<b>Travelers</b>												
Count	43	4	8	10	5	6	4	4	2	0	0	0
Column %	10%	11%	21%	12%	8%	12%	12%	8%	7%	0%	0%	0%
<b>Zurich / Steadfast Insurance</b>												
Count	0	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

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Q8. Who is your primary professional liability insurance carrier?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
<b>Other (please specify)</b>											
Count	68	7	7	13	13	5	4	7	8	0	4
Column %	16%	20%	18%	16%	20%	10%	12%	13%	28%	0%	22%

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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).

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	304	19	23	53	37	40	29	44	28	16	15
<b>NET TOP 2</b>											
Count	278	18	18	47	36	38	27	40	23	16	15
Column %	91%	95%	78%	89%	97%	95%	93%	91%	82%	100%	100%
<b>Very Satisfied</b>											
Count	177	11	11	29	26	27	10	22	19	10	12
Column %	58%	58%	48%	55%	70%	68%	34%	50%	68%	63%	80%
<b>Satisfied</b>											
Count	101	7	7	18	10	11	17	18	4	6	3
Column %	33%	37%	30%	34%	27%	28%	59%	41%	14%	38%	20%
<b>Somewhat Satisfied</b>											
Count	21	1	2	5	1	1	2	4	5	0	0
Column %	7%	5%	9%	9%	3%	3%	7%	9%	18%	0%	0%
<b>Not Very Satisfied</b>											
Count	5	0	3	1	0	1	0	0	0	0	0
Column %	2%	0%	13%	2%	0%	3%	0%	0%	0%	0%	0%
<b>Very unsatisfied</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 2</b>											
Count	5	0	3	1	0	1	0	0	0	0	0
Column %	2%	0%	13%	2%	0%	3%	0%	0%	0%	0%	0%



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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	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	238	10	13	41	30	34	16	38	24	17	15
<b>NET TOP 2</b>											
Count	216	10	9	39	27	33	12	34	20	17	15
Column %	91%	100%	69%	95%	90%	97%	75%	89%	83%	100%	100%
<b>Very Satisfied</b>											
Count	130	3	3	24	16	24	6	18	17	10	9
Column %	55%	30%	23%	59%	53%	71%	38%	47%	71%	59%	60%
<b>Satisfied</b>											
Count	86	7	6	15	11	9	6	16	3	7	6
Column %	36%	70%	46%	37%	37%	26%	38%	42%	13%	41%	40%
<b>Somewhat Satisfied</b>											
Count	16	0	2	1	2	0	4	4	3	0	0
Column %	7%	0%	15%	2%	7%	0%	25%	11%	13%	0%	0%
<b>Not Very Satisfied</b>											
Count	5	0	2	1	0	1	0	0	1	0	0
Column %	2%	0%	15%	2%	0%	3%	0%	0%	4%	0%	0%
<b>Very unsatisfied</b>											
Count	1	0	0	0	1	0	0	0	0	0	0
Column %	0%	0%	0%	0%	3%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 2</b>											
Count	6	0	2	1	1	1	0	0	1	0	0
Column %	3%	0%	15%	2%	3%	3%	0%	0%	4%	0%	0%

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

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	296	13	25	56	39	41	28	38	26	16	14
<b>NET TOP 2</b>											
Count	254	12	21	50	35	36	23	32	20	13	12
Column %	86%	92%	84%	89%	90%	88%	82%	84%	77%	81%	86%
<b>Very Satisfied</b>											
Count	110	4	5	18	16	21	8	16	10	6	6
Column %	37%	31%	20%	32%	41%	51%	29%	42%	38%	38%	43%
<b>Satisfied</b>											
Count	144	8	16	32	19	15	15	16	10	7	6
Column %	49%	62%	64%	57%	49%	37%	54%	42%	38%	44%	43%
<b>Somewhat Satisfied</b>											
Count	36	1	3	6	3	3	5	5	6	2	2
Column %	12%	8%	12%	11%	8%	7%	18%	13%	23%	13%	14%
<b>Not Very Satisfied</b>											
Count	6	0	1	0	1	2	0	1	0	1	0
Column %	2%	0%	4%	0%	3%	5%	0%	3%	0%	6%	0%
<b>Very unsatisfied</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 2</b>											
Count	6	0	1	0	1	2	0	1	0	1	0
Column %	2%	0%	4%	0%	3%	5%	0%	3%	0%	6%	0%

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	414	34	37	83	62	49	33	52	29	18	17
<b>Yes</b>											
Count	48	3	8	8	10	5	3	5	5	1	0
Column %	12%	9%	22%	10%	16%	10%	9%	10%	17%	6%	0%
<b>No</b>											
Count	366	31	29	75	52	44	30	47	24	17	17
Column %	88%	91%	78%	90%	84%	90%	91%	90%	83%	94%	100%

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Q13. Please explain why you changed PLI carriers. Check all that apply. Totals may not equal 100%.

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Valid Cases	48	3	8	8	10	5	3	5	5	1	-
<b>Lower premium</b>											
Mentions	38	2	6	8	7	2	3	5	4	1	-
% Valid Cases	79%	67%	75%	100%	70%	40%	100%	100%	80%	100%	-
<b>Better policy terms</b>											
Mentions	12	0	1	2	4	1	0	3	1	0	-
% Valid Cases	25%	0%	13%	25%	40%	20%	0%	60%	20%	0%	-
<b>Not satisfied with pre-claims assistance</b>											
Mentions	2	0	0	0	0	0	0	2	0	0	-
% Valid Cases	4%	0%	0%	0%	0%	0%	0%	40%	0%	0%	-
<b>Not satisfied with claims handling</b>											
Mentions	3	0	0	0	0	1	0	2	0	0	-
% Valid Cases	6%	0%	0%	0%	0%	20%	0%	40%	0%	0%	-
<b>Not satisfied with risk management programs</b>											
Mentions	2	0	0	0	0	0	0	2	0	0	-
% Valid Cases	4%	0%	0%	0%	0%	0%	0%	40%	0%	0%	-
<b>Needed higher limits than existing carrier could provide</b>											
Mentions	5	0	1	0	1	1	0	1	1	0	-
% Valid Cases	10%	0%	13%	0%	10%	20%	0%	20%	20%	0%	-
<b>Could not renew with existing PLI carrier</b>											
Mentions	3	1	2	0	0	0	0	0	0	0	-
% Valid Cases	6%	33%	25%	0%	0%	0%	0%	0%	0%	0%	-
<b>Changed carrier based on advice of Broker</b>											
Mentions	10	2	1	1	2	1	1	1	0	1	-
% Valid Cases	21%	67%	13%	13%	20%	20%	33%	20%	0%	100%	-
<b>Other (please specify)</b>											
Mentions	1	0	0	0	1	0	0	0	0	0	-
% Valid Cases	2%	0%	0%	0%	10%	0%	0%	0%	0%	0%	-

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Q14.1 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier.  
Broker Recommendation

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	371	30	33	76	53	45	32	48	22	16	16
<b>NET TOP 3</b>											
Count	257	17	26	51	39	33	23	33	16	12	7
Column %	69%	57%	79%	67%	74%	73%	72%	69%	73%	75%	44%
<b>1</b>											
Count	158	8	17	29	24	22	16	21	10	8	3
Column %	43%	27%	52%	38%	45%	49%	50%	44%	45%	50%	19%
<b>2</b>											
Count	64	7	5	17	11	7	4	6	4	1	2
Column %	17%	23%	15%	22%	21%	16%	13%	13%	18%	6%	13%
<b>3</b>											
Count	35	2	4	5	4	4	3	6	2	3	2
Column %	9%	7%	12%	7%	8%	9%	9%	13%	9%	19%	13%
<b>4</b>											
Count	30	2	2	4	4	4	4	5	3	1	1
Column %	8%	7%	6%	5%	8%	9%	13%	10%	14%	6%	6%
<b>5</b>											
Count	22	2	0	3	1	4	1	5	1	1	4
Column %	6%	7%	0%	4%	2%	9%	3%	10%	5%	6%	25%
<b>6</b>											
Count	40	6	2	11	9	3	3	2	1	1	2
Column %	11%	20%	6%	14%	17%	7%	9%	4%	5%	6%	13%
<b>7</b>											
Count	21	3	3	7	0	1	1	3	1	1	1
Column %	6%	10%	9%	9%	0%	2%	3%	6%	5%	6%	6%
<b>8</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	6%
<b>NET BOTTOM 3</b>											
Count	62	9	5	18	9	4	4	5	2	2	4
Column %	17%	30%	15%	24%	17%	9%	13%	10%	9%	13%	25%

Auto Generated

Q14.2 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier.  
Claim Handling Expertise / Reputation of Carrier

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	371	30	33	76	53	45	32	48	22	16	16
<b>NET TOP 3</b>											
Count	283	22	28	55	38	33	25	35	19	16	12
Column %	76%	73%	85%	72%	72%	73%	78%	73%	86%	100%	75%
<b>1</b>											
Count	84	4	6	15	11	11	7	10	7	7	6
Column %	23%	13%	18%	20%	21%	24%	22%	21%	32%	44%	38%
<b>2</b>											
Count	94	7	8	22	8	10	9	15	7	4	4
Column %	25%	23%	24%	29%	15%	22%	28%	31%	32%	25%	25%
<b>3</b>											
Count	105	11	14	18	19	12	9	10	5	5	2
Column %	28%	37%	42%	24%	36%	27%	28%	21%	23%	31%	13%
<b>4</b>											
Count	51	6	4	14	6	5	3	7	3	0	3
Column %	14%	20%	12%	18%	11%	11%	9%	15%	14%	0%	19%
<b>5</b>											
Count	20	0	1	4	5	2	3	4	0	0	1
Column %	5%	0%	3%	5%	9%	4%	9%	8%	0%	0%	6%
<b>6</b>											
Count	14	1	0	2	3	5	1	2	0	0	0
Column %	4%	3%	0%	3%	6%	11%	3%	4%	0%	0%	0%
<b>7</b>											
Count	3	1	0	1	1	0	0	0	0	0	0
Column %	1%	3%	0%	1%	2%	0%	0%	0%	0%	0%	0%
<b>8</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 3</b>											
Count	17	2	0	3	4	5	1	2	0	0	0
Column %	5%	7%	0%	4%	8%	11%	3%	4%	0%	0%	0%

Auto Generated

Q14.3 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier.  
Financial Strength of Carrier

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	371	30	33	76	53	45	32	48	22	16	16
<b>NET TOP 3</b>											
Count	125	10	10	25	18	13	6	19	8	7	9
Column %	34%	33%	30%	33%	34%	29%	19%	40%	36%	44%	56%
<b>1</b>											
Count	13	2	0	2	2	2	1	3	0	0	1
Column %	4%	7%	0%	3%	4%	4%	3%	6%	0%	0%	6%
<b>2</b>											
Count	40	4	4	6	5	5	2	5	3	4	2
Column %	11%	13%	12%	8%	9%	11%	6%	10%	14%	25%	13%
<b>3</b>											
Count	72	4	6	17	11	6	3	11	5	3	6
Column %	19%	13%	18%	22%	21%	13%	9%	23%	23%	19%	38%
<b>4</b>											
Count	94	5	10	29	11	10	7	8	3	6	5
Column %	25%	17%	30%	38%	21%	22%	22%	17%	14%	38%	31%
<b>5</b>											
Count	94	9	8	12	10	15	13	16	7	2	2
Column %	25%	30%	24%	16%	19%	33%	41%	33%	32%	13%	13%
<b>6</b>											
Count	39	3	2	8	7	6	5	4	3	1	0
Column %	11%	10%	6%	11%	13%	13%	16%	8%	14%	6%	0%
<b>7</b>											
Count	17	2	3	2	6	1	1	1	1	0	0
Column %	5%	7%	9%	3%	11%	2%	3%	2%	5%	0%	0%
<b>8</b>											
Count	2	1	0	0	1	0	0	0	0	0	0
Column %	1%	3%	0%	0%	2%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 3</b>											
Count	58	6	5	10	14	7	6	5	4	1	0
Column %	16%	20%	15%	13%	26%	16%	19%	10%	18%	6%	0%

Auto Generated

Q14.4 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier.  
Length of time Carrier has been writing PLI for Design Professionals

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	371	30	33	76	53	45	32	48	22	16	16
<b>NET TOP 3</b>											
Count	76	6	3	15	11	8	7	13	5	3	5
Column %	20%	20%	9%	20%	21%	18%	22%	27%	23%	19%	31%
<b>1</b>											
Count	12	2	1	2	2	2	0	0	0	0	3
Column %	3%	7%	3%	3%	4%	4%	0%	0%	0%	0%	19%
<b>2</b>											
Count	28	1	1	6	5	2	2	5	3	1	2
Column %	8%	3%	3%	8%	9%	4%	6%	10%	14%	6%	13%
<b>3</b>											
Count	36	3	1	7	4	4	5	8	2	2	0
Column %	10%	10%	3%	9%	8%	9%	16%	17%	9%	13%	0%
<b>4</b>											
Count	73	5	5	15	9	10	6	13	4	2	4
Column %	20%	17%	15%	20%	17%	22%	19%	27%	18%	13%	25%
<b>5</b>											
Count	123	10	14	30	18	17	7	12	5	8	2
Column %	33%	33%	42%	39%	34%	38%	22%	25%	23%	50%	13%
<b>6</b>											
Count	83	5	11	15	11	7	11	9	8	2	4
Column %	22%	17%	33%	20%	21%	16%	34%	19%	36%	13%	25%
<b>7</b>											
Count	16	4	0	1	4	3	1	1	0	1	1
Column %	4%	13%	0%	1%	8%	7%	3%	2%	0%	6%	6%
<b>8</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 3</b>											
Count	99	9	11	16	15	10	12	10	8	3	5
Column %	27%	30%	33%	21%	28%	22%	38%	21%	36%	19%	31%



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Q14.5 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier.  
Price

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	371	30	33	76	53	45	32	48	22	16	16
<b>NET TOP 3</b>											
Count	254	22	24	56	37	31	23	29	13	8	11
Column %	68%	73%	73%	74%	70%	69%	72%	60%	59%	50%	69%
<b>1</b>											
Count	79	9	7	23	13	6	7	6	4	1	3
Column %	21%	30%	21%	30%	25%	13%	22%	13%	18%	6%	19%
<b>2</b>											
Count	105	9	12	19	13	16	8	15	3	6	4
Column %	28%	30%	36%	25%	25%	36%	25%	31%	14%	38%	25%
<b>3</b>											
Count	70	4	5	14	11	9	8	8	6	1	4
Column %	19%	13%	15%	18%	21%	20%	25%	17%	27%	6%	25%
<b>4</b>											
Count	44	4	4	6	5	5	5	6	5	2	2
Column %	12%	13%	12%	8%	9%	11%	16%	13%	23%	13%	13%
<b>5</b>											
Count	41	3	3	11	6	3	4	5	2	2	2
Column %	11%	10%	9%	14%	11%	7%	13%	10%	9%	13%	13%
<b>6</b>											
Count	31	1	2	3	4	6	0	8	2	4	1
Column %	8%	3%	6%	4%	8%	13%	0%	17%	9%	25%	6%
<b>7</b>											
Count	1	0	0	0	1	0	0	0	0	0	0
Column %	0%	0%	0%	0%	2%	0%	0%	0%	0%	0%	0%
<b>8</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 3</b>											
Count	32	1	2	3	5	6	0	8	2	4	1
Column %	9%	3%	6%	4%	9%	13%	0%	17%	9%	25%	6%

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Q14.6 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier.  
Risk Management Services Offered by Carrier (e.g.contract review, education, etc.)

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	371	30	33	76	53	45	32	48	22	16	16
<b>NET TOP 3</b>											
Count	94	7	6	19	12	17	9	14	5	2	3
Column %	25%	23%	18%	25%	23%	38%	28%	29%	23%	13%	19%
<b>1</b>											
Count	18	1	1	4	0	2	1	8	1	0	0
Column %	5%	3%	3%	5%	0%	4%	3%	17%	5%	0%	0%
<b>2</b>											
Count	29	1	2	3	8	5	5	2	2	0	1
Column %	8%	3%	6%	4%	15%	11%	16%	4%	9%	0%	6%
<b>3</b>											
Count	47	5	3	12	4	10	3	4	2	2	2
Column %	13%	17%	9%	16%	8%	22%	9%	8%	9%	13%	13%
<b>4</b>											
Count	60	4	7	8	10	8	6	7	4	5	1
Column %	16%	13%	21%	11%	19%	18%	19%	15%	18%	31%	6%
<b>5</b>											
Count	51	4	6	9	9	2	3	3	7	3	5
Column %	14%	13%	18%	12%	17%	4%	9%	6%	32%	19%	31%
<b>6</b>											
Count	139	11	13	33	17	17	11	20	6	5	6
Column %	37%	37%	39%	43%	32%	38%	34%	42%	27%	31%	38%
<b>7</b>											
Count	26	4	1	7	4	1	3	4	0	1	1
Column %	7%	13%	3%	9%	8%	2%	9%	8%	0%	6%	6%
<b>8</b>											
Count	1	0	0	0	1	0	0	0	0	0	0
Column %	0%	0%	0%	0%	2%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 3</b>											
Count	166	15	14	40	22	18	14	24	6	6	7
Column %	45%	50%	42%	53%	42%	40%	44%	50%	27%	38%	44%

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Q14.7 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier.  
Sponsorship / Endorsement of Carrier by a Professional Organization

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	371	30	33	76	53	45	32	48	22	16	16
<b>NET TOP 3</b>											
Count	17	4	1	7	2	0	3	0	0	0	0
Column %	5%	13%	3%	9%	4%	0%	9%	0%	0%	0%	0%
<b>1</b>											
Count	4	3	0	1	0	0	0	0	0	0	0
Column %	1%	10%	0%	1%	0%	0%	0%	0%	0%	0%	0%
<b>2</b>											
Count	8	0	1	3	2	0	2	0	0	0	0
Column %	2%	0%	3%	4%	4%	0%	6%	0%	0%	0%	0%
<b>3</b>											
Count	5	1	0	3	0	0	1	0	0	0	0
Column %	1%	3%	0%	4%	0%	0%	3%	0%	0%	0%	0%
<b>4</b>											
Count	17	4	1	0	7	3	1	1	0	0	0
Column %	5%	13%	3%	0%	13%	7%	3%	2%	0%	0%	0%
<b>5</b>											
Count	20	2	1	7	4	2	1	3	0	0	0
Column %	5%	7%	3%	9%	8%	4%	3%	6%	0%	0%	0%
<b>6</b>											
Count	24	3	3	4	2	1	1	3	2	3	2
Column %	6%	10%	9%	5%	4%	2%	3%	6%	9%	19%	13%
<b>7</b>											
Count	285	16	25	58	37	39	25	39	20	13	13
Column %	77%	53%	76%	76%	70%	87%	78%	81%	91%	81%	81%
<b>8</b>											
Count	8	1	2	0	1	0	1	2	0	0	1
Column %	2%	3%	6%	0%	2%	0%	3%	4%	0%	0%	6%
<b>NET BOTTOM 3</b>											
Count	317	20	30	62	40	40	27	44	22	16	16
Column %	85%	67%	91%	82%	75%	89%	84%	92%	100%	100%	100%

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Q14.8 Please rank from 1 through 8 (with 1-Most Important to 8-Least Important) the following factors that you consider when selecting your PLI carrier. Other (please specify)

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	371	30	33	76	53	45	32	48	22	16	16
<b>NET TOP 3</b>											
Count	7	2	1	0	2	0	0	1	0	0	1
Column %	2%	7%	3%	0%	4%	0%	0%	2%	0%	0%	6%
<b>1</b>											
Count	3	1	1	0	1	0	0	0	0	0	0
Column %	1%	3%	3%	0%	2%	0%	0%	0%	0%	0%	0%
<b>2</b>											
Count	3	1	0	0	1	0	0	0	0	0	1
Column %	1%	3%	0%	0%	2%	0%	0%	0%	0%	0%	6%
<b>3</b>											
Count	1	0	0	0	0	0	0	1	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	2%	0%	0%	0%
<b>4</b>											
Count	2	0	0	0	1	0	0	1	0	0	0
Column %	1%	0%	0%	0%	2%	0%	0%	2%	0%	0%	0%
<b>5</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>6</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	6%
<b>7</b>											
Count	2	0	1	0	0	0	1	0	0	0	0
Column %	1%	0%	3%	0%	0%	0%	3%	0%	0%	0%	0%
<b>8</b>											
Count	359	28	31	76	50	45	31	46	22	16	14
Column %	97%	93%	94%	100%	94%	100%	97%	96%	100%	100%	88%
<b>NET BOTTOM 3</b>											
Count	362	28	32	76	50	45	32	46	22	16	15
Column %	98%	93%	97%	100%	94%	100%	100%	96%	100%	100%	94%

Auto Generated

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	393	33	34	80	60	48	31	47	25	18	17
<b>NET TOP 2</b>											
Count	371	31	29	76	58	47	28	45	25	16	16
Column %	94%	94%	85%	95%	97%	98%	90%	96%	100%	89%	94%
<b>Very Satisfied</b>											
Count	249	18	19	49	39	35	18	30	19	10	12
Column %	63%	55%	56%	61%	65%	73%	58%	64%	76%	56%	71%
<b>Satisfied</b>											
Count	122	13	10	27	19	12	10	15	6	6	4
Column %	31%	39%	29%	34%	32%	25%	32%	32%	24%	33%	24%
<b>Somewhat Satisfied</b>											
Count	17	2	3	3	1	1	2	2	0	2	1
Column %	4%	6%	9%	4%	2%	2%	6%	4%	0%	11%	6%
<b>Not Very Satisfied</b>											
Count	4	0	2	0	1	0	1	0	0	0	0
Column %	1%	0%	6%	0%	2%	0%	3%	0%	0%	0%	0%
<b>Very unsatisfied</b>											
Count	1	0	0	1	0	0	0	0	0	0	0
Column %	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 2</b>											
Count	5	0	2	1	1	0	1	0	0	0	0
Column %	1%	0%	6%	1%	2%	0%	3%	0%	0%	0%	0%

Auto Generated

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	393	33	34	80	60	48	31	47	25	18	17
<b>Yes</b>											
Count	16	0	1	3	2	1	3	2	2	0	2
Column %	4%	0%	3%	4%	3%	2%	10%	4%	8%	0%	12%
<b>No</b>											
Count	377	33	33	77	58	47	28	45	23	18	15
Column %	96%	100%	97%	96%	97%	98%	90%	96%	92%	100%	88%

Auto Generated

Q17. Please explain why you changed PLI brokers. Check all that apply. Totals may not equal 100%.

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Valid Cases	16	-	1	3	2	1	3	2	2	-	2
<b>Not satisfied with Broker</b>											
Mentions	11	-	1	2	1	1	2	2	1	-	1
% Valid Cases	69%	-	100%	67%	50%	100%	67%	100%	50%	-	50%
<b>Broker couldn't access desired carrier</b>											
Mentions	1	-	0	0	0	0	0	0	1	-	0
% Valid Cases	6%	-	0%	0%	0%	0%	0%	0%	50%	-	0%
<b>New Broker offered additional services</b>											
Mentions	3	-	0	0	0	0	1	0	1	-	1
% Valid Cases	19%	-	0%	0%	0%	0%	33%	0%	50%	-	50%
<b>New Broker consolidated PLI and other business insurance</b>											
Mentions	1	-	0	0	0	0	0	1	0	-	0
% Valid Cases	6%	-	0%	0%	0%	0%	0%	50%	0%	-	0%
<b>Other (please specify)</b>											
Mentions	3	-	0	1	1	0	0	0	0	-	1
% Valid Cases	19%	-	0%	33%	50%	0%	0%	0%	0%	-	50%

Auto Generated

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	391	32	34	80	60	48	31	46	25	18	17
<b>Yes</b>											
Count	264	14	22	54	39	38	22	34	17	14	10
Column %	68%	44%	65%	68%	65%	79%	71%	74%	68%	78%	59%
<b>No</b>											
Count	127	18	12	26	21	10	9	12	8	4	7
Column %	32%	56%	35%	33%	35%	21%	29%	26%	32%	22%	41%



Auto Generated

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	261	14	22	52	38	38	22	34	17	14	10
<b>Yes</b>											
Count	161	8	11	31	20	19	15	25	14	10	8
Column %	62%	57%	50%	60%	53%	50%	68%	74%	82%	71%	80%
<b>No</b>											
Count	100	6	11	21	18	19	7	9	3	4	2
Column %	38%	43%	50%	40%	47%	50%	32%	26%	18%	29%	20%

Auto Generated

Q20a. What was your firm's gross revenue for 2019?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	357	24	28	71	56	45	29	48	24	15	17
<b>Less than \$1 million</b>											
Count	64	24	23	14	1	0	0	1	0	0	1
Column %	18%	100%	82%	20%	2%	0%	0%	2%	0%	0%	6%
<b>\$1 million to LT \$5 million</b>											
Count	120	0	3	54	52	9	1	1	0	0	0
Column %	34%	0%	11%	76%	93%	20%	3%	2%	0%	0%	0%
<b>\$5 million to LT \$10 million</b>											
Count	73	0	2	1	3	35	27	4	0	1	0
Column %	20%	0%	7%	1%	5%	78%	93%	8%	0%	7%	0%
<b>\$10 million or more</b>											
Count	100	0	0	2	0	1	1	42	24	14	16
Column %	28%	0%	0%	3%	0%	2%	3%	88%	100%	93%	94%

Auto Generated

Q20a (2019). What was your firm's gross revenue for 2019 and 2020? FY 2019 gross revenue

	<b>Q4. What is the annual gross revenue of your firm?</b>										
	<b>Total</b>	<b>Less than \$500,000</b>	<b>\$500,000 to \$0.99 million</b>	<b>\$1 million to \$2.49 million</b>	<b>\$2.5 million to \$4.99 million</b>	<b>\$5.0 million to \$7.49 million</b>	<b>\$7.5 million to \$9.99 million</b>	<b>\$10 million to \$19.99 million</b>	<b>\$20 million to \$49.99 million</b>	<b>\$50 million to \$99.99 million</b>	<b>\$100 million or more</b>
Sample Size	357	24	28	71	56	45	29	48	24	15	17
Mean	18,662,614.35	270,136.29	1,215,359.57	1,869,729.92	3,446,486.27	6,665,996.04	7,867,369.24	15,215,928.02	37,160,334.04	61,675,879.40	189,459,508.65
Median	4,600,000.00	300,000.00	708,391.50	1,400,000.00	3,500,000.00	5,600,000.00	8,181,000.00	13,647,983.00	27,050,000.00	65,000,000.00	165,000,000.00
Min	330.00	27,000.00	2,500.00	40,000.00	968,059.00	1,000,000.00	1,000,000.00	985,000.00	18,500,000.00	5,441,691.00	330.00
Max	470,900,000.00	525,000.00	8,900,000.00	14,980,000.00	5,022,000.00	45,000,000.00	10,200,000.00	109,000,000.00	196,083,640.00	86,000,000.00	470,900,000.00

Auto Generated

Q20a. What was your firm's gross revenue for 2020?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	362	27	30	71	56	45	29	48	24	15	17
<b>Less than \$1 million</b>											
Count	60	27	27	5	0	0	0	0	0	0	1
Column %	17%	100%	90%	7%	0%	0%	0%	0%	0%	0%	6%
<b>\$1 million to LT \$5 million</b>											
Count	129	0	2	66	56	3	0	2	0	0	0
Column %	36%	0%	7%	93%	100%	7%	0%	4%	0%	0%	0%
<b>\$5 million to LT \$10 million</b>											
Count	68	0	0	0	0	41	26	1	0	0	0
Column %	19%	0%	0%	0%	0%	91%	90%	2%	0%	0%	0%
<b>\$10 million or more</b>											
Count	105	0	1	0	0	1	3	45	24	15	16
Column %	29%	0%	3%	0%	0%	2%	10%	94%	100%	100%	94%

Auto Generated

Q20a (2020). What was your firm's gross revenue for 2019 and 2020? FY 2020 gross revenue

	<b>Q4. What is the annual gross revenue of your firm?</b>										
	<b>Total</b>	<b>Less than \$500,000</b>	<b>\$500,000 to \$0.99 million</b>	<b>\$1 million to \$2.49 million</b>	<b>\$2.5 million to \$4.99 million</b>	<b>\$5.0 million to \$7.49 million</b>	<b>\$7.5 million to \$9.99 million</b>	<b>\$10 million to \$19.99 million</b>	<b>\$20 million to \$49.99 million</b>	<b>\$50 million to \$99.99 million</b>	<b>\$100 million or more</b>
Sample Size	362	27	30	71	56	45	29	48	24	15	17
Mean	22,475,462.40	243,415.67	973,239.83	1,519,649.00	3,505,885.43	7,077,050.13	8,861,225.76	18,897,768.21	36,867,869.83	66,432,170.47	260,722,129.18
Median	4,500,000.00	221,000.00	714,500.00	1,500,000.00	3,543,000.00	6,200,000.00	8,500,000.00	14,173,727.50	28,690,750.00	63,000,000.00	160,000,000.00
Min	350.00	12,000.00	125,000.00	110,000.00	1,864,738.00	3,000,000.00	6,000,000.00	1,410,000.00	20,000,000.00	50,000,000.00	350.00
Max	1,113,926,351.00	450,000.00	10,000,000.00	2,422,000.00	4,800,000.00	50,000,000.00	14,700,000.00	171,000,000.00	180,000,000.00	90,500,000.00	1,113,926,351.00

Auto Generated

Q20b. What was your yearly PLI premium for 2019?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	312	21	24	57	54	38	28	41	23	14	12
<b>Less than \$20,000</b>											
Count	87	21	17	29	14	4	1	1	0	0	0
Column %	28%	100%	71%	51%	26%	11%	4%	2%	0%	0%	0%
<b>\$20,000 to LT \$50,000</b>											
Count	97	0	6	22	33	17	12	7	0	0	0
Column %	31%	0%	25%	39%	61%	45%	43%	17%	0%	0%	0%
<b>\$50,000 to LT \$100,000</b>											
Count	54	0	0	3	5	11	12	18	5	0	0
Column %	17%	0%	0%	5%	9%	29%	43%	44%	22%	0%	0%
<b>\$100,000 or more</b>											
Count	74	0	1	3	2	6	3	15	18	14	12
Column %	24%	0%	4%	5%	4%	16%	11%	37%	78%	100%	100%

Auto Generated

Q20b (2019). What were your yearly PLI premiums for 2019 and 2020? FY 2019

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	312	21	24	57	54	38	28	41	23	14	12
Mean	179,581.60	5,649.33	20,166.10	34,317.54	38,197.94	62,591.29	71,538.89	128,659.39	269,243.48	463,721.00	2,422,230.08
Median	40,000.00	4,733.00	10,442.00	18,000.00	25,309.50	46,000.00	50,000.00	85,000.00	204,957.00	299,700.00	871,350.00
Min	1,700.00	1,700.00	2,139.00	5,000.00	2,000.00	10,000.00	13,000.00	15,594.00	65,000.00	157,000.00	434,000.00
Max	17,541,129.00	13,174.00	150,000.00	451,600.00	480,000.00	225,000.00	433,270.00	900,000.00	1,010,000.00	2,000,000.00	17,541,129.00

Auto Generated

Q20b. What was your yearly PLI premium for 2020?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	317	23	26	57	54	38	28	41	23	14	13
<b>Less than \$20,000</b>											
Count	86	23	18	25	15	3	1	1	0	0	0
Column %	27%	100%	69%	44%	28%	8%	4%	2%	0%	0%	0%
<b>\$20,000 to LT \$50,000</b>											
Count	94	0	8	24	30	16	12	4	0	0	0
Column %	30%	0%	31%	42%	56%	42%	43%	10%	0%	0%	0%
<b>\$50,000 to LT \$100,000</b>											
Count	59	0	0	5	7	15	11	17	4	0	0
Column %	19%	0%	0%	9%	13%	39%	39%	41%	17%	0%	0%
<b>\$100,000 or more</b>											
Count	78	0	0	3	2	4	4	19	19	14	13
Column %	25%	0%	0%	5%	4%	11%	14%	46%	83%	100%	100%



Auto Generated

Q20b (2020). What were your yearly PLI premiums for 2019 and 2020? FY 2020

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	317	23	26	57	54	38	28	41	23	14	13
Mean	146,715.12	5,744.13	16,152.08	38,166.40	41,975.50	66,104.66	65,276.18	126,038.76	441,115.70	481,213.14	1,163,424.38
Median	42,000.00	4,768.00	12,292.00	20,986.00	28,334.50	51,205.00	50,000.00	93,100.00	199,801.00	362,407.00	856,082.00
Min	1,700.00	1,700.00	2,876.00	5,700.00	2,500.00	12,909.00	15,000.00	17,380.00	73,000.00	165,000.00	472,500.00
Max	4,370,000.00	13,174.00	47,000.00	511,000.00	480,000.00	250,000.00	225,000.00	1,100,000.00	4,370,000.00	2,000,500.00	2,616,162.00

Auto Generated

Q20\_2019. PLI premium as a percentage of gross revenue (2019)

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	310	21	23	57	53	38	28	41	23	14	12
<b>Less than 0.5%</b>											
Count	70	0	2	5	11	8	8	14	8	7	7
Column %	23%	0%	9%	9%	21%	21%	29%	34%	35%	50%	58%
<b>0.5% to less than 1%</b>											
Count	101	5	2	12	25	14	13	15	7	4	4
Column %	33%	24%	9%	21%	47%	37%	46%	37%	30%	29%	33%
<b>1% to less than 2%</b>											
Count	83	5	8	24	15	13	4	7	6	1	0
Column %	27%	24%	35%	42%	28%	34%	14%	17%	26%	7%	0%
<b>2% or more</b>											
Count	56	11	11	16	2	3	3	5	2	2	1
Column %	18%	52%	48%	28%	4%	8%	11%	12%	9%	14%	8%

Auto Generated

Q20\_2019. PLI premium as a percentage of gross revenue (2019)

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	310	21	23	57	53	38	28	41	23	14	12
Mean	1.62	3.05	2.87	2.60	0.87	1.04	1.04	1.22	0.92	1.16	1.81
Median	0.87	3.40	1.88	1.34	0.68	0.85	0.65	0.72	0.56	0.48	0.45
Min	0.06	0.54	0.10	0.07	0.13	0.22	0.22	0.12	0.06	0.22	0.29
Max	34.21	6.30	21.43	34.21	2.31	3.21	5.17	8.95	4.21	6.05	16.58

Auto Generated

Q20\_2020. PLI premium as a percentage of gross revenue (2020)

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	316	23	26	57	53	38	28	41	23	14	13
<b>Less than 0.5%</b>											
Count	69	0	1	4	10	8	8	14	8	6	10
Column %	22%	0%	4%	7%	19%	21%	29%	34%	35%	43%	77%
<b>0.5% to less than 1%</b>											
Count	114	5	4	20	23	14	15	14	10	6	3
Column %	36%	22%	15%	35%	43%	37%	54%	34%	43%	43%	23%
<b>1% to less than 2%</b>											
Count	72	4	6	17	15	14	4	9	2	1	0
Column %	23%	17%	23%	30%	28%	37%	14%	22%	9%	7%	0%
<b>2% or more</b>											
Count	61	14	15	16	5	2	1	4	3	1	0
Column %	19%	61%	58%	28%	9%	5%	4%	10%	13%	7%	0%

Auto Generated

Q20\_2020. PLI premium as a percentage of gross revenue (2020)

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	316	23	26	57	53	38	28	41	23	14	13
Mean	1.58	3.64	2.70	2.58	1.01	1.01	0.75	1.00	1.23	0.79	0.45
Median	0.85	2.53	2.50	1.40	0.77	0.88	0.60	0.71	0.59	0.53	0.45
Min	0.05	0.78	0.42	0.33	0.10	0.23	0.19	0.05	0.27	0.21	0.16
Max	34.30	15.85	6.71	34.30	3.79	3.73	2.71	6.29	10.93	4.00	0.81

Auto Generated

Q20\_Difference. PLI premium shift (2019 to 2020)

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	309	21	23	57	52	38	28	41	23	14	12
<b>NET INCREASED</b>											
Count	164	11	15	30	28	17	16	21	14	7	5
Column %	53%	52%	65%	53%	54%	45%	57%	51%	61%	50%	42%
<b>Increased 0.10% or more</b>											
Count	92	10	14	23	17	8	3	10	6	0	1
Column %	30%	48%	61%	40%	33%	21%	11%	24%	26%	0%	8%
<b>Increased 0.01% to less than 0.10%</b>											
Count	72	1	1	7	11	9	13	11	8	7	4
Column %	23%	5%	4%	12%	21%	24%	46%	27%	35%	50%	33%
<b>Stayed the Same</b>											
Count	8	3	1	0	2	0	0	1	0	1	0
Column %	3%	14%	4%	0%	4%	0%	0%	2%	0%	7%	0%
<b>Decreased 0.01% to less than 0.10%</b>											
Count	65	2	2	6	12	11	5	11	5	5	6
Column %	21%	10%	9%	11%	23%	29%	18%	27%	22%	36%	50%
<b>Decreased 0.10% or more</b>											
Count	72	5	5	21	10	10	7	8	4	1	1
Column %	23%	24%	22%	37%	19%	26%	25%	20%	17%	7%	8%
<b>NET DECREASED</b>											
Count	137	7	7	27	22	21	12	19	9	6	7
Column %	44%	33%	30%	47%	42%	55%	43%	46%	39%	43%	58%

Auto Generated

Q20\_Difference. PLI premium shift (2019 to 2020)

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	309	21	23	57	52	38	28	41	23	14	12
Mean	-0.12	-0.03	-0.34	-0.03	0.12	-0.02	-0.29	-0.22	0.31	-0.37	-1.37
Median	0.01	0.03	0.22	0.03	0.01	-0.03	0.02	0.00	0.02	0.00	-0.01
Min	-19.38	-3.38	-18.34	-19.38	-0.61	-0.53	-4.59	-8.08	-3.65	-5.31	-16.42
Max	9.91	3.06	3.55	8.84	2.15	0.52	0.63	3.18	9.91	0.08	0.12

Auto Generated

Q21. What is your coverage limit per claim?

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	355	27	28	68	58	43	31	45	25	15	15
<b>\$100,000</b>											
Count	1	0	0	0	0	0	0	1	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	2%	0%	0%	0%
<b>\$250,000</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>\$500,000</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>\$1,000,000</b>											
Count	92	22	15	24	13	6	8	2	1	1	0
Column %	26%	81%	54%	35%	22%	14%	26%	4%	4%	7%	0%
<b>\$2,000,000</b>											
Count	143	2	11	38	36	21	14	19	2	0	0
Column %	40%	7%	39%	56%	62%	49%	45%	42%	8%	0%	0%
<b>\$3,000,000</b>											
Count	30	1	2	2	4	6	2	11	1	1	0
Column %	8%	4%	7%	3%	7%	14%	6%	24%	4%	7%	0%
<b>\$4,000,000</b>											
Count	1	0	0	0	1	0	0	0	0	0	0
Column %	0%	0%	0%	0%	2%	0%	0%	0%	0%	0%	0%
<b>\$5,000,000</b>											
Count	72	2	0	4	4	10	7	12	19	9	5
Column %	20%	7%	0%	6%	7%	23%	23%	27%	76%	60%	33%
<b>\$6,000,000</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>\$7,000,000</b>											
Count	1	0	0	0	0	0	0	0	0	1	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%	0%
<b>\$8,000,000</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%
<b>\$9,000,000</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>\$10,000,000 or more</b>											
Count	14	0	0	0	0	0	0	0	2	3	9
Column %	4%	0%	0%	0%	0%	0%	0%	0%	8%	20%	60%



Auto Generated

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	352	26	28	68	57	43	30	45	25	15	15
<b>Yes</b>											
Count	223	18	18	42	42	29	13	32	17	5	7
Column %	63%	69%	64%	62%	74%	67%	43%	71%	68%	33%	47%
<b>No</b>											
Count	129	8	10	26	15	14	17	13	8	10	8
Column %	37%	31%	36%	38%	26%	33%	57%	29%	32%	67%	53%

Auto Generated

Q23. What is your deductible?

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	343	26	26	65	54	42	30	45	25	15	15
<b>\$0 or No Deductible</b>											
Count	12	8	1	0	1	2	0	0	0	0	0
Column %	3%	31%	4%	0%	2%	5%	0%	0%	0%	0%	0%
<b>\$2,500</b>											
Count	10	6	1	2	1	0	0	0	0	0	0
Column %	3%	23%	4%	3%	2%	0%	0%	0%	0%	0%	0%
<b>\$5,000</b>											
Count	41	6	10	16	5	3	1	0	0	0	0
Column %	12%	23%	38%	25%	9%	7%	3%	0%	0%	0%	0%
<b>\$10,000</b>											
Count	51	5	8	24	9	3	0	1	1	0	0
Column %	15%	19%	31%	37%	17%	7%	0%	2%	4%	0%	0%
<b>\$15,000</b>											
Count	21	0	4	7	8	2	0	0	0	0	0
Column %	6%	0%	15%	11%	15%	5%	0%	0%	0%	0%	0%
<b>\$20,000</b>											
Count	10	0	0	2	4	1	2	1	0	0	0
Column %	3%	0%	0%	3%	7%	2%	7%	2%	0%	0%	0%
<b>\$25,000</b>											
Count	59	0	2	8	13	11	12	12	1	0	0
Column %	17%	0%	8%	12%	24%	26%	40%	27%	4%	0%	0%
<b>\$50,000</b>											
Count	55	1	0	4	9	13	11	11	5	1	0
Column %	16%	4%	0%	6%	17%	31%	37%	24%	20%	7%	0%
<b>\$75,000</b>											
Count	10	0	0	0	3	2	1	4	0	0	0
Column %	3%	0%	0%	0%	6%	5%	3%	9%	0%	0%	0%
<b>\$100,000</b>											
Count	25	0	0	1	0	5	3	10	5	1	0
Column %	7%	0%	0%	2%	0%	12%	10%	22%	20%	7%	0%
<b>\$150,000</b>											
Count	7	0	0	0	0	0	0	3	2	1	1
Column %	2%	0%	0%	0%	0%	0%	0%	7%	8%	7%	7%
<b>\$200,000</b>											
Count	13	0	0	1	0	0	0	2	5	4	1
Column %	4%	0%	0%	2%	0%	0%	0%	4%	20%	27%	7%
<b>\$250,000</b>											
Count	12	0	0	0	0	0	0	0	5	3	4
Column %	3%	0%	0%	0%	0%	0%	0%	0%	20%	20%	27%

Auto Generated

Q23. What is your deductible?

		Q4. What is the annual gross revenue of your firm?										
		Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
<b>\$300,000</b>												
Count	3	0	0	0	0	0	0	0	0	1	2	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	4%	13%	0%
<b>\$350,000</b>												
Count	2	0	0	0	0	0	0	0	0	0	1	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%	7%
<b>\$400,000</b>												
Count	0	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>\$450,000</b>												
Count	0	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>\$500,000</b>												
Count	6	0	0	0	0	0	0	0	1	0	1	4
Column %	2%	0%	0%	0%	0%	0%	0%	0%	2%	0%	7%	27%
<b>More than \$500,000</b>												
Count	6	0	0	0	0	1	0	0	0	0	1	4
Column %	2%	0%	0%	0%	0%	2%	0%	0%	0%	0%	7%	27%

Auto Generated

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

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	345	26	26	66	54	43	30	45	25	15	15
<b>Increased</b>											
Count	31	2	1	6	3	4	2	4	1	4	4
Column %	9%	8%	4%	9%	6%	9%	7%	9%	4%	27%	27%
<b>Stayed the Same</b>											
Count	311	24	25	60	50	38	28	41	23	11	11
Column %	90%	92%	96%	91%	93%	88%	93%	91%	92%	73%	73%
<b>Decreased</b>											
Count	3	0	0	0	1	1	0	0	1	0	0
Column %	1%	0%	0%	0%	2%	2%	0%	0%	4%	0%	0%

Auto Generated

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	348	26	27	66	56	43	30	45	25	15	15
<b>Yes</b>											
Count	154	1	4	15	19	27	16	24	20	14	14
Column %	44%	4%	15%	23%	34%	63%	53%	53%	80%	93%	93%
<b>No</b>											
Count	194	25	23	51	37	16	14	21	5	1	1
Column %	56%	96%	85%	77%	66%	37%	47%	47%	20%	7%	7%

Auto Generated

Q26. What aggregate dollar limits did you purchase?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	153	1	4	15	19	27	16	24	20	14	13
<b>\$1,000,000</b>											
Count	102	1	4	14	16	21	13	19	10	3	1
Column %	67%	100%	100%	93%	84%	78%	81%	79%	50%	21%	8%
<b>\$2,000,000</b>											
Count	32	0	0	1	2	5	3	4	7	6	4
Column %	21%	0%	0%	7%	11%	19%	19%	17%	35%	43%	31%
<b>\$3,000,000</b>											
Count	7	0	0	0	1	0	0	1	1	3	1
Column %	5%	0%	0%	0%	5%	0%	0%	4%	5%	21%	8%
<b>More than \$3,000,000</b>											
Count	12	0	0	0	0	1	0	0	2	2	7
Column %	8%	0%	0%	0%	0%	4%	0%	0%	10%	14%	54%

Auto Generated

Q27. Did your firm have any outstanding claims?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	351	28	27	66	56	44	30	45	25	15	15
<b>Yes</b>											
Count	86	1	5	4	9	10	3	12	16	12	14
Column %	25%	4%	19%	6%	16%	23%	10%	27%	64%	80%	93%
<b>No</b>											
Count	265	27	22	62	47	34	27	33	9	3	1
Column %	75%	96%	81%	94%	84%	77%	90%	73%	36%	20%	7%

Auto Generated

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	85	1	5	4	9	10	3	12	15	12	14
<b>1</b>											
Count	48	1	4	4	8	9	1	9	4	5	3
Column %	56%	100%	80%	100%	89%	90%	33%	75%	27%	42%	21%
<b>2</b>											
Count	16	0	0	0	1	0	2	1	8	3	1
Column %	19%	0%	0%	0%	11%	0%	67%	8%	53%	25%	7%
<b>3</b>											
Count	9	0	1	0	0	1	0	2	2	2	1
Column %	11%	0%	20%	0%	0%	10%	0%	17%	13%	17%	7%
<b>4</b>											
Count	1	0	0	0	0	0	0	0	1	0	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	7%	0%	0%
<b>5</b>											
Count	2	0	0	0	0	0	0	0	0	1	1
Column %	2%	0%	0%	0%	0%	0%	0%	0%	0%	8%	7%
<b>6</b>											
Count	3	0	0	0	0	0	0	0	0	1	2
Column %	4%	0%	0%	0%	0%	0%	0%	0%	0%	8%	14%
<b>7 or more</b>											
Count	6	0	0	0	0	0	0	0	0	0	6
Column %	7%	0%	0%	0%	0%	0%	0%	0%	0%	0%	43%



Auto Generated

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	85	1	5	4	9	10	3	12	15	12	14
<b>More than the prior year</b>											
Count	31	1	4	3	4	4	0	4	4	3	4
Column %	36%	100%	80%	75%	44%	40%	0%	33%	27%	25%	29%
<b>The same as the prior year</b>											
Count	41	0	1	1	3	5	3	7	8	5	8
Column %	48%	0%	20%	25%	33%	50%	100%	58%	53%	42%	57%
<b>Fewer than the prior year</b>											
Count	13	0	0	0	2	1	0	1	3	4	2
Column %	15%	0%	0%	0%	22%	10%	0%	8%	20%	33%	14%

Auto Generated

Q30.1 What was the number of claims made by client type? Public Sector Clients / Owners

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	85	1	5	4	9	10	3	12	15	12	14
<b>0</b>											
Count	55	1	4	3	6	8	2	6	12	7	6
Column %	65%	100%	80%	75%	67%	80%	67%	50%	80%	58%	43%
<b>1</b>											
Count	17	0	1	1	3	2	0	4	2	3	1
Column %	20%	0%	20%	25%	33%	20%	0%	33%	13%	25%	7%
<b>2</b>											
Count	8	0	0	0	0	0	1	2	1	1	3
Column %	9%	0%	0%	0%	0%	0%	33%	17%	7%	8%	21%
<b>3</b>											
Count	2	0	0	0	0	0	0	0	0	0	2
Column %	2%	0%	0%	0%	0%	0%	0%	0%	0%	0%	14%
<b>4</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%
<b>5</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%
<b>6</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>7</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>8</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>											
Count	1	0	0	0	0	0	0	0	0	1	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	8%	0%
<b>10</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Auto Generated

Q30.2 What was the number of claims made by client type? Private Sector Clients / Owners

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	85	1	5	4	9	10	3	12	15	12	14
<b>0</b>											
Count	46	1	2	2	4	4	3	7	12	6	5
Column %	54%	100%	40%	50%	44%	40%	100%	58%	80%	50%	36%
<b>1</b>											
Count	23	0	2	2	4	4	0	3	3	3	2
Column %	27%	0%	40%	50%	44%	40%	0%	25%	20%	25%	14%
<b>2</b>											
Count	5	0	0	0	1	1	0	2	0	0	1
Column %	6%	0%	0%	0%	11%	10%	0%	17%	0%	0%	7%
<b>3</b>											
Count	5	0	1	0	0	1	0	0	0	2	1
Column %	6%	0%	20%	0%	0%	10%	0%	0%	0%	17%	7%
<b>4</b>											
Count	2	0	0	0	0	0	0	0	0	0	2
Column %	2%	0%	0%	0%	0%	0%	0%	0%	0%	0%	14%
<b>5</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>6</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%
<b>7</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%
<b>8</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>10</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%
<b>Don't know</b>											
Count	1	0	0	0	0	0	0	0	0	1	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	8%	0%

Auto Generated

Q30.3 What was the number of claims made by client type? Non Project-Owners (Prime A/Es, Contractors, etc.)

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	85	1	5	4	9	10	3	12	15	12	14
<b>0</b>											
Count	51	0	4	3	9	9	2	9	5	5	5
Column %	60%	0%	80%	75%	100%	90%	67%	75%	33%	42%	36%
<b>1</b>											
Count	22	1	1	1	0	1	1	2	7	5	3
Column %	26%	100%	20%	25%	0%	10%	33%	17%	47%	42%	21%
<b>2</b>											
Count	5	0	0	0	0	0	0	0	2	1	2
Column %	6%	0%	0%	0%	0%	0%	0%	0%	13%	8%	14%
<b>3</b>											
Count	3	0	0	0	0	0	0	1	1	0	1
Column %	4%	0%	0%	0%	0%	0%	0%	8%	7%	0%	7%
<b>4</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>5</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%
<b>6</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%
<b>7</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%
<b>8</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>10</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>											
Count	1	0	0	0	0	0	0	0	0	1	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	8%	0%

Auto Generated

Q31.1 What was the number of claims made by non-clients? Construction / Contractors

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	85	1	5	4	9	10	3	12	15	12	14
<b>0</b>											
Count	65	1	4	4	7	9	2	10	12	5	11
Column %	76%	100%	80%	100%	78%	90%	67%	83%	80%	42%	79%
<b>1</b>											
Count	12	0	1	0	1	1	1	1	2	5	0
Column %	14%	0%	20%	0%	11%	10%	33%	8%	13%	42%	0%
<b>2</b>											
Count	4	0	0	0	1	0	0	1	0	1	1
Column %	5%	0%	0%	0%	11%	0%	0%	8%	0%	8%	7%
<b>3</b>											
Count	3	0	0	0	0	0	0	0	1	0	2
Column %	4%	0%	0%	0%	0%	0%	0%	0%	7%	0%	14%
<b>4</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>5</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>6</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>7</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>8</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>10</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>											
Count	1	0	0	0	0	0	0	0	0	1	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	8%	0%

Auto Generated

Q31.2 What was the number of claims made by non-clients? Construction Workers (e.g. Due to injury or death)

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	85	1	5	4	9	10	3	12	15	12	14
<b>0</b>											
Count	77	1	5	4	8	10	2	12	13	10	12
Column %	91%	100%	100%	100%	89%	100%	67%	100%	87%	83%	86%
<b>1</b>											
Count	6	0	0	0	1	0	1	0	2	1	1
Column %	7%	0%	0%	0%	11%	0%	33%	0%	13%	8%	7%
<b>2</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%
<b>3</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>4</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>5</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>6</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>7</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>8</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>10</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>											
Count	1	0	0	0	0	0	0	0	0	1	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	8%	0%

Auto Generated

Q31.3 What was the number of claims made by non-clients? Non-Construction Workers (e.g. Due to injury or death)

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	85	1	5	4	9	10	3	12	15	12	14
<b>0</b>											
Count	69	1	5	4	9	10	2	12	10	9	7
Column %	81%	100%	100%	100%	100%	100%	67%	100%	67%	75%	50%
<b>1</b>											
Count	13	0	0	0	0	0	1	0	4	2	6
Column %	15%	0%	0%	0%	0%	0%	33%	0%	27%	17%	43%
<b>2</b>											
Count	1	0	0	0	0	0	0	0	1	0	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	7%	0%	0%
<b>3</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>4</b>											
Count	1	0	0	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	7%
<b>5</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>6</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>7</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>8</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>10</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>											
Count	1	0	0	0	0	0	0	0	0	1	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	8%	0%

Auto Generated

Q31.4 What was the number of claims made by non-clients? Others

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	85	1	5	4	9	10	3	12	15	12	14
<b>0</b>											
Count	69	0	5	3	8	6	3	12	11	7	14
Column %	81%	0%	100%	75%	89%	60%	100%	100%	73%	58%	100%
<b>1</b>											
Count	11	1	0	1	1	3	0	0	2	3	0
Column %	13%	100%	0%	25%	11%	30%	0%	0%	13%	25%	0%
<b>2</b>											
Count	3	0	0	0	0	1	0	0	2	0	0
Column %	4%	0%	0%	0%	0%	10%	0%	0%	13%	0%	0%
<b>3</b>											
Count	1	0	0	0	0	0	0	0	0	1	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	8%	0%
<b>4</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>5</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>6</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>7</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>8</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>10</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>											
Count	1	0	0	0	0	0	0	0	0	1	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%	8%	0%



Auto Generated

Q32. How many of your firm’s outstanding claims (including claims from prior years) were resolved in your most recently completed fiscal year?

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	84	1	5	4	9	10	3	12	15	12	13
<b>0</b>											
Count	37	0	4	4	6	8	1	5	6	3	0
Column %	44%	0%	80%	100%	67%	80%	33%	42%	40%	25%	0%
<b>1</b>											
Count	29	1	1	0	3	1	2	6	7	5	3
Column %	35%	100%	20%	0%	33%	10%	67%	50%	47%	42%	23%
<b>2</b>											
Count	6	0	0	0	0	0	0	0	2	2	2
Column %	7%	0%	0%	0%	0%	0%	0%	0%	13%	17%	15%
<b>3</b>											
Count	7	0	0	0	0	1	0	0	0	1	5
Column %	8%	0%	0%	0%	0%	10%	0%	0%	0%	8%	38%
<b>4</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>5</b>											
Count	1	0	0	0	0	0	0	1	0	0	0
Column %	1%	0%	0%	0%	0%	0%	0%	8%	0%	0%	0%
<b>More than 5</b>											
Count	4	0	0	0	0	0	0	0	0	1	3
Column %	5%	0%	0%	0%	0%	0%	0%	0%	0%	8%	23%

Auto Generated

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	46	1	1	-	3	1	2	7	9	9	13
<b>0</b>											
Count	10	1	0	-	0	0	1	3	2	3	0
Column %	22%	100%	0%	-	0%	0%	50%	43%	22%	33%	0%
<b>1</b>											
Count	21	0	1	-	3	0	1	3	6	3	4
Column %	46%	0%	100%	-	100%	0%	50%	43%	67%	33%	31%
<b>2</b>											
Count	5	0	0	-	0	1	0	0	1	1	2
Column %	11%	0%	0%	-	0%	100%	0%	0%	11%	11%	15%
<b>3</b>											
Count	5	0	0	-	0	0	0	0	0	1	4
Column %	11%	0%	0%	-	0%	0%	0%	0%	0%	11%	31%
<b>4</b>											
Count	1	0	0	-	0	0	0	1	0	0	0
Column %	2%	0%	0%	-	0%	0%	0%	14%	0%	0%	0%
<b>5</b>											
Count	1	0	0	-	0	0	0	0	0	1	0
Column %	2%	0%	0%	-	0%	0%	0%	0%	0%	11%	0%
<b>More than 5</b>											
Count	3	0	0	-	0	0	0	0	0	0	3
Column %	7%	0%	0%	-	0%	0%	0%	0%	0%	0%	23%

Auto Generated

Q34.1 How many claims were resolved by each of the following METHODS? Negotiation

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	46	1	1	-	3	2	2	7	9	9	12
<b>0</b>											
Count	18	1	1	-	1	1	1	3	4	3	3
Column %	39%	100%	100%	-	33%	50%	50%	43%	44%	33%	25%
<b>1</b>											
Count	17	0	0	-	2	0	1	3	5	3	3
Column %	37%	0%	0%	-	67%	0%	50%	43%	56%	33%	25%
<b>2</b>											
Count	3	0	0	-	0	0	0	0	0	2	1
Column %	7%	0%	0%	-	0%	0%	0%	0%	0%	22%	8%
<b>3</b>											
Count	4	0	0	-	0	1	0	0	0	1	2
Column %	9%	0%	0%	-	0%	50%	0%	0%	0%	11%	17%
<b>4</b>											
Count	1	0	0	-	0	0	0	1	0	0	0
Column %	2%	0%	0%	-	0%	0%	0%	14%	0%	0%	0%
<b>5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>More than 5</b>											
Count	3	0	0	-	0	0	0	0	0	0	3
Column %	7%	0%	0%	-	0%	0%	0%	0%	0%	0%	25%

Auto Generated

Q34.2 How many claims were resolved by each of the following METHODS? Mediation

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	46	1	1	-	3	2	2	7	9	9	12
<b>0</b>											
Count	24	0	1	-	2	2	1	2	5	6	5
Column %	52%	0%	100%	-	67%	100%	50%	29%	56%	67%	42%
<b>1</b>											
Count	18	1	0	-	1	0	1	5	3	2	5
Column %	39%	100%	0%	-	33%	0%	50%	71%	33%	22%	42%
<b>2</b>											
Count	4	0	0	-	0	0	0	0	1	1	2
Column %	9%	0%	0%	-	0%	0%	0%	0%	11%	11%	17%
<b>3</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>4</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>More than 5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	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? Arbitration

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	46	1	1	-	3	2	2	7	9	9	12
<b>0</b>											
Count	45	1	1	-	3	2	2	7	9	8	12
Column %	98%	100%	100%	-	100%	100%	100%	100%	100%	89%	100%
<b>1</b>											
Count	1	0	0	-	0	0	0	0	0	1	0
Column %	2%	0%	0%	-	0%	0%	0%	0%	0%	11%	0%
<b>2</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>3</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>4</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>More than 5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	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? Trial

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	46	1	1	-	3	1	2	7	9	9	13
<b>0</b>											
Count	44	1	1	-	3	1	2	7	9	9	11
Column %	96%	100%	100%	-	100%	100%	100%	100%	100%	100%	85%
<b>1</b>											
Count	2	0	0	-	0	0	0	0	0	0	2
Column %	4%	0%	0%	-	0%	0%	0%	0%	0%	0%	15%
<b>2</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>3</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>4</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>More than 5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%

Auto Generated

Q34.5 How many claims were resolved by each of the following METHODS? Other Method

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	47	1	1	-	3	2	2	7	9	9	13
<b>0</b>											
Count	44	1	0	-	3	2	2	7	8	8	13
Column %	94%	100%	0%	-	100%	100%	100%	100%	89%	89%	100%
<b>1</b>											
Count	2	0	1	-	0	0	0	0	1	0	0
Column %	4%	0%	100%	-	0%	0%	0%	0%	11%	0%	0%
<b>2</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>3</b>											
Count	1	0	0	-	0	0	0	0	0	1	0
Column %	2%	0%	0%	-	0%	0%	0%	0%	0%	11%	0%
<b>4</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>More than 5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	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? Before Trial

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	45	1	1	-	3	1	2	7	9	8	13
<b>0</b>											
Count	2	0	0	-	0	0	0	2	0	0	0
Column %	4%	0%	0%	-	0%	0%	0%	29%	0%	0%	0%
<b>1</b>											
Count	28	1	1	-	3	0	2	4	7	5	5
Column %	62%	100%	100%	-	100%	0%	100%	57%	78%	63%	38%
<b>2</b>											
Count	5	0	0	-	0	0	0	0	2	1	2
Column %	11%	0%	0%	-	0%	0%	0%	0%	22%	13%	15%
<b>3</b>											
Count	6	0	0	-	0	1	0	0	0	1	4
Column %	13%	0%	0%	-	0%	100%	0%	0%	0%	13%	31%
<b>4</b>											
Count	1	0	0	-	0	0	0	0	0	1	0
Column %	2%	0%	0%	-	0%	0%	0%	0%	0%	13%	0%
<b>5</b>											
Count	1	0	0	-	0	0	0	1	0	0	0
Column %	2%	0%	0%	-	0%	0%	0%	14%	0%	0%	0%
<b>More than 5</b>											
Count	2	0	0	-	0	0	0	0	0	0	2
Column %	4%	0%	0%	-	0%	0%	0%	0%	0%	0%	15%



Auto Generated

Q35.2 How many claims were resolved during each of the following PERIODS? During Trial

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	46	1	1	-	3	1	2	7	9	9	13
<b>0</b>											
Count	45	1	1	-	3	1	2	7	9	9	12
Column %	98%	100%	100%	-	100%	100%	100%	100%	100%	100%	92%
<b>1</b>											
Count	1	0	0	-	0	0	0	0	0	0	1
Column %	2%	0%	0%	-	0%	0%	0%	0%	0%	0%	8%
<b>2</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>3</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>4</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>More than 5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%

Auto Generated

Q35.3 How many claims were resolved during each of the following PERIODS? By Court Judgment

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	46	1	1	-	3	1	2	7	9	9	13
<b>0</b>											
Count	41	1	1	-	3	1	2	6	9	7	11
Column %	89%	100%	100%	-	100%	100%	100%	86%	100%	78%	85%
<b>1</b>											
Count	4	0	0	-	0	0	0	1	0	1	2
Column %	9%	0%	0%	-	0%	0%	0%	14%	0%	11%	15%
<b>2</b>											
Count	1	0	0	-	0	0	0	0	0	1	0
Column %	2%	0%	0%	-	0%	0%	0%	0%	0%	11%	0%
<b>3</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>4</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>More than 5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	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?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	47	1	1	-	3	2	2	7	9	9	13
<b>0</b>											
Count	27	1	0	-	1	0	1	6	7	5	6
Column %	57%	100%	0%	-	33%	0%	50%	86%	78%	56%	46%
<b>1</b>											
Count	13	0	1	-	2	2	1	1	2	2	2
Column %	28%	0%	100%	-	67%	100%	50%	14%	22%	22%	15%
<b>2</b>											
Count	2	0	0	-	0	0	0	0	0	1	1
Column %	4%	0%	0%	-	0%	0%	0%	0%	0%	11%	8%
<b>3</b>											
Count	2	0	0	-	0	0	0	0	0	1	1
Column %	4%	0%	0%	-	0%	0%	0%	0%	0%	11%	8%
<b>4</b>											
Count	1	0	0	-	0	0	0	0	0	0	1
Column %	2%	0%	0%	-	0%	0%	0%	0%	0%	0%	8%
<b>5</b>											
Count	0	0	0	-	0	0	0	0	0	0	0
Column %	0%	0%	0%	-	0%	0%	0%	0%	0%	0%	0%
<b>More than 5</b>											
Count	2	0	0	-	0	0	0	0	0	0	2
Column %	4%	0%	0%	-	0%	0%	0%	0%	0%	0%	15%

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)? Defense costs YOU paid lawyers, experts, etc.

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	46	1	1	-	3	2	2	6	9	9	13
<b>Less than \$25,000</b>											
Count	25	1	1	-	1	2	2	3	2	7	6
Column %	54%	100%	100%	-	33%	100%	100%	50%	22%	78%	46%
<b>\$25,000 or more</b>											
Count	21	0	0	-	2	0	0	3	7	2	7
Column %	46%	0%	0%	-	67%	0%	0%	50%	78%	22%	54%

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)? Defense costs YOU paid lawyers, experts, etc.

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	46	1	1	-	3	2	2	6	9	9	13
Mean	43,681.63	0.00	0.00	-	35,000.00	0.00	0.00	40,422.67	46,666.67	25,444.44	77,909.15
Median	18,500.00	0.00	0.00	-	25,000.00	0.00	0.00	17,500.00	25,000.00	10,000.00	65,000.00
Min	0.00	0.00	0.00	-	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00
Max	269,219.00	0.00	0.00	-	75,000.00	0.00	0.00	175,000.00	110,000.00	100,000.00	269,219.00

Auto Generated

Q37.2 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.

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	46	1	1	-	3	2	2	6	9	9	13
<b>\$0 - Nothing</b>											
Count	29	0	0	-	3	1	1	4	6	3	11
Column %	63%	0%	0%	-	100%	50%	50%	67%	67%	33%	85%
<b>Any amount</b>											
Count	17	1	1	-	0	1	1	2	3	6	2
Column %	37%	100%	100%	-	0%	50%	50%	33%	33%	67%	15%

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Q37.2 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	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	46	1	1	-	3	2	2	6	9	9	13
Mean	40,684.78	15,000.00	5,000.00	-	0.00	6,000.00	5,000.00	37,500.00	8,833.33	165,555.56	2,692.31
Median	0.00	15,000.00	5,000.00	-	0.00	6,000.00	5,000.00	0.00	0.00	15,000.00	0.00
Min	0.00	15,000.00	5,000.00	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Max	1,000,000.00	15,000.00	5,000.00	-	0.00	12,000.00	10,000.00	150,000.00	47,500.00	1,000,000.00	20,000.00

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Q37.3 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)

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	47	1	1	-	3	2	2	7	9	9	13
<b>Less than \$10000</b>											
Count	20	0	1	-	2	1	1	3	4	4	4
Column %	43%	0%	100%	-	67%	50%	50%	43%	44%	44%	31%
<b>\$10,000 or more</b>											
Count	27	1	0	-	1	1	1	4	5	5	9
Column %	57%	100%	0%	-	33%	50%	50%	57%	56%	56%	69%



Auto Generated

Q37.3 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)

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	47	1	1	-	3	2	2	7	9	9	13
Mean	70,728.87	39,500.00	0.00	-	50,000.00	26,750.00	48,017.00	17,131.86	41,666.67	72,222.22	141,561.54
Median	25,000.00	39,500.00	0.00	-	0.00	26,750.00	48,017.00	15,000.00	10,000.00	25,000.00	50,000.00
Min	0.00	39,500.00	0.00	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Max	572,800.00	39,500.00	0.00	-	150,000.00	53,500.00	96,034.00	44,923.00	130,000.00	300,000.00	572,800.00

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)? Amount of award or settlement paid by the PROFESSIONAL LIABILITY INSURER

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	47	1	1	-	3	2	2	7	9	9	13
<b>\$0 - Nothing</b>											
Count	30	1	1	-	2	1	1	2	5	6	11
Column %	64%	100%	100%	-	67%	50%	50%	29%	56%	67%	85%
<b>Any amount</b>											
Count	17	0	0	-	1	1	1	5	4	3	2
Column %	36%	0%	0%	-	33%	50%	50%	71%	44%	33%	15%

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)? Amount of award or settlement paid by the PROFESSIONAL LIABILITY INSURER

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	47	1	1	-	3	2	2	7	9	9	13
Mean	208,125.43	0.00	0.00	-	100,000.00	80,000.00	216,309.00	196,725.29	59,444.44	738,888.89	25,169.23
Median	0.00	0.00	0.00	-	0.00	80,000.00	216,309.00	67,000.00	0.00	0.00	0.00
Min	0.00	0.00	0.00	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Max	5,700,000.00	0.00	0.00	-	300,000.00	160,000.00	432,618.00	620,077.00	250,000.00	5,700,000.00	250,000.00

Auto Generated

Q38. Have you made a payment to a claimant during your most recently completed fiscal year to resolve a case when you believed the claim to be frivolous?

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	47	1	1	-	3	2	2	7	9	9	13
<b>Yes</b>											
Count	16	0	0	-	0	0	0	1	4	4	7
Column %	34%	0%	0%	-	0%	0%	0%	14%	44%	44%	54%
<b>No</b>											
Count	31	1	1	-	3	2	2	6	5	5	6
Column %	66%	100%	100%	-	100%	100%	100%	86%	56%	56%	46%

Auto Generated

Q39. What was the total number of personnel hours expended by your firm in defending ALL claims (including claims from prior years)?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	84	1	5	4	9	10	3	12	15	11	14
<b>0-49</b>											
Count	22	0	3	2	3	4	2	4	2	1	1
Column %	26%	0%	60%	50%	33%	40%	67%	33%	13%	9%	7%
<b>50-99</b>											
Count	21	1	1	1	3	3	0	3	5	2	2
Column %	25%	100%	20%	25%	33%	30%	0%	25%	33%	18%	14%
<b>100-199</b>											
Count	17	0	1	1	0	3	0	2	5	3	2
Column %	20%	0%	20%	25%	0%	30%	0%	17%	33%	27%	14%
<b>200-499</b>											
Count	13	0	0	0	1	0	0	2	2	3	5
Column %	15%	0%	0%	0%	11%	0%	0%	17%	13%	27%	36%
<b>500-999</b>											
Count	5	0	0	0	1	0	0	1	1	1	1
Column %	6%	0%	0%	0%	11%	0%	0%	8%	7%	9%	7%
<b>1,000 or more</b>											
Count	6	0	0	0	1	0	1	0	0	1	3
Column %	7%	0%	0%	0%	11%	0%	33%	0%	0%	9%	21%

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. Totals may not equal 100%.

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Valid Cases	85	1	5	4	9	10	3	12	15	12	14
<b>Client / Project Selection (QBS vs. cost proposal, client not knowledgeable about construction, client / project financial strength, etc.)</b>											
Mentions	18	0	2	1	1	1	0	4	2	3	4
% Valid Cases	21%	0%	40%	25%	11%	10%	0%	33%	13%	25%	29%
<b>Code violation</b>											
Mentions	5	0	0	0	0	1	0	1	1	0	2
% Valid Cases	6%	0%	0%	0%	0%	10%	0%	8%	7%	0%	14%
<b>Communications (breakdowns when conflicts arise, poor team or client communication, etc.)</b>											
Mentions	25	1	1	1	2	1	0	5	2	6	6
% Valid Cases	29%	100%	20%	25%	22%	10%	0%	42%	13%	50%	43%
<b>Contract (contract language, no contract, etc.)</b>											
Mentions	7	0	0	0	0	1	0	3	1	0	2
% Valid Cases	8%	0%	0%	0%	0%	10%	0%	25%	7%	0%	14%
<b>Error or omission of a technical nature</b>											
Mentions	38	1	2	0	1	3	2	6	5	9	9
% Valid Cases	45%	100%	40%	0%	11%	30%	67%	50%	33%	75%	64%
<b>Project Management (lack of training, management of human or technical resources, etc.)</b>											
Mentions	19	1	1	0	0	1	1	3	2	2	8
% Valid Cases	22%	100%	20%	0%	0%	10%	33%	25%	13%	17%	57%
<b>Scope of Services (problems with scope definition, changes in scope, etc.)</b>											
Mentions	17	1	1	0	0	2	0	5	1	2	5
% Valid Cases	20%	100%	20%	0%	0%	20%	0%	42%	7%	17%	36%
<b>Third Party Claim</b>											
Mentions	48	0	1	1	6	4	1	4	13	7	11
% Valid Cases	56%	0%	20%	25%	67%	40%	33%	33%	87%	58%	79%
<b>Other (please specify)</b>											
Mentions	12	1	1	3	2	1	0	0	1	2	1
% Valid Cases	14%	100%	20%	75%	22%	10%	0%	0%	7%	17%	7%

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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.

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	80	1	4	3	9	10	2	11	15	12	13
<b>Airport (Runway &amp; Taxiways)</b>											
Count	2	0	0	0	0	0	0	0	1	0	1
Column %	3%	0%	0%	0%	0%	0%	0%	0%	7%	0%	8%
<b>Airport (Terminals)</b>											
Count	1	0	0	0	1	0	0	0	0	0	0
Column %	1%	0%	0%	0%	11%	0%	0%	0%	0%	0%	0%
<b>Apartment</b>											
Count	2	0	0	0	0	0	1	0	1	0	0
Column %	3%	0%	0%	0%	0%	0%	50%	0%	7%	0%	0%
<b>Bridges &amp; Tunnels</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Condominium</b>											
Count	6	0	0	1	2	1	0	1	1	0	0
Column %	8%	0%	0%	33%	22%	10%	0%	9%	7%	0%	0%
<b>Healthcare</b>											
Count	3	0	0	0	0	0	0	2	0	0	1
Column %	4%	0%	0%	0%	0%	0%	0%	18%	0%	0%	8%
<b>Highways &amp; Streets</b>											
Count	16	0	0	0	1	1	1	2	6	3	2
Column %	20%	0%	0%	0%	11%	10%	50%	18%	40%	25%	15%
<b>Hospitality (Hotel, Motel, Entertainment)</b>											
Count	2	0	0	1	0	1	0	0	0	0	0
Column %	3%	0%	0%	33%	0%	10%	0%	0%	0%	0%	0%
<b>Industrial &amp; Process</b>											
Count	5	0	0	0	1	0	0	0	2	1	1
Column %	6%	0%	0%	0%	11%	0%	0%	0%	13%	8%	8%
<b>Land Development</b>											
Count	4	0	0	0	0	0	0	1	0	1	2
Column %	5%	0%	0%	0%	0%	0%	0%	9%	0%	8%	15%
<b>Mass &amp; Rapid Transit</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Office</b>											
Count	2	0	0	0	1	0	0	0	0	0	1
Column %	3%	0%	0%	0%	11%	0%	0%	0%	0%	0%	8%
<b>Residential (Single Family)</b>											
Count	4	0	2	0	0	1	0	0	0	1	0
Column %	5%	0%	50%	0%	0%	10%	0%	0%	0%	8%	0%

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.

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
<b>Retail</b>											
Count	2	0	0	0	0	0	0	1	0	0	1
Column %	3%	0%	0%	0%	0%	0%	0%	9%	0%	0%	8%
<b>School (Higher Education)</b>											
Count	1	1	0	0	0	0	0	0	0	0	0
Column %	1%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>School (K-12)</b>											
Count	2	0	0	0	0	1	0	0	1	0	0
Column %	3%	0%	0%	0%	0%	10%	0%	0%	7%	0%	0%
<b>Utility</b>											
Count	2	0	0	0	0	0	0	0	0	1	1
Column %	3%	0%	0%	0%	0%	0%	0%	0%	0%	8%	8%
<b>Water and/or Wastewater Conveyance</b>											
Count	4	0	0	0	1	0	0	1	0	1	1
Column %	5%	0%	0%	0%	11%	0%	0%	9%	0%	8%	8%
<b>Water and/or Wastewater Treatment</b>											
Count	4	0	0	0	0	0	0	2	1	1	0
Column %	5%	0%	0%	0%	0%	0%	0%	18%	7%	8%	0%
<b>Other (please specify)</b>											
Count	18	0	2	1	2	5	0	1	2	3	2
Column %	23%	0%	50%	33%	22%	50%	0%	9%	13%	25%	15%



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Q42. Has your firm reduced, dropped, or modified any service offerings due to high claims activity or other risk issues?

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	350	28	27	66	56	44	30	45	24	15	15
<b>Yes</b>											
Count	27	3	3	4	3	6	5	2	0	1	0
Column %	8%	11%	11%	6%	5%	14%	17%	4%	0%	7%	0%
<b>No</b>											
Count	323	25	24	62	53	38	25	43	24	14	15
Column %	92%	89%	89%	94%	95%	86%	83%	96%	100%	93%	100%

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	349	28	27	66	56	44	30	44	24	15	15
<b>Frequently</b>											
Count	8	1	0	1	2	1	0	1	2	0	0
Column %	2%	4%	0%	2%	4%	2%	0%	2%	8%	0%	0%
<b>Sometimes</b>											
Count	138	10	11	26	20	17	17	15	7	7	8
Column %	40%	36%	41%	39%	36%	39%	57%	34%	29%	47%	53%
<b>Rarely</b>											
Count	162	11	12	30	27	20	10	24	14	8	6
Column %	46%	39%	44%	45%	48%	45%	33%	55%	58%	53%	40%
<b>Never</b>											
Count	41	6	4	9	7	6	3	4	1	0	1
Column %	12%	21%	15%	14%	13%	14%	10%	9%	4%	0%	7%

Auto Generated

Q44. Why specifically did your firm not pursue or turn the work down? Check all that apply. Totals may not equal 100%.

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Valid Cases	306	22	23	56	49	38	27	40	23	14	14
<b>Client History</b>											
Mentions	150	9	13	25	23	19	18	16	13	7	7
% Valid Cases	49%	41%	57%	45%	47%	50%	67%	40%	57%	50%	50%
<b>Contract terms</b>											
Mentions	179	7	12	29	26	19	18	28	18	9	13
% Valid Cases	58%	32%	52%	52%	53%	50%	67%	70%	78%	64%	93%
<b>High Risk</b>											
Mentions	172	10	15	30	23	19	19	26	12	7	11
% Valid Cases	56%	45%	65%	54%	47%	50%	70%	65%	52%	50%	79%
<b>Lacked qualifications / experience</b>											
Mentions	98	8	7	17	17	12	6	14	5	9	3
% Valid Cases	32%	36%	30%	30%	35%	32%	22%	35%	22%	64%	21%
<b>Project Type or Delivery Method</b>											
Mentions	92	5	7	18	10	12	10	14	5	6	5
% Valid Cases	30%	23%	30%	32%	20%	32%	37%	35%	22%	43%	36%
<b>Undercapitalized Project</b>											
Mentions	33	1	3	9	4	3	3	3	3	2	2
% Valid Cases	11%	5%	13%	16%	8%	8%	11%	8%	13%	14%	14%
<b>Other (please specify)</b>											
Mentions	9	2	1	3	1	0	0	1	1	0	0
% Valid Cases	3%	9%	4%	5%	2%	0%	0%	3%	4%	0%	0%

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

	Q4. What is the annual gross revenue of your firm?										
	Total	Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	305	22	23	57	49	37	27	40	23	14	13
<b>\$0 to \$10,000</b>											
Count	47	10	5	10	11	2	3	1	3	2	0
Column %	15%	45%	22%	18%	22%	5%	11%	3%	13%	14%	0%
<b>\$10,001 to \$100,000</b>											
Count	132	11	13	36	22	10	5	20	10	2	3
Column %	43%	50%	57%	63%	45%	27%	19%	50%	43%	14%	23%
<b>\$100,001 to \$250,000</b>											
Count	72	0	5	9	9	16	9	13	4	5	2
Column %	24%	0%	22%	16%	18%	43%	33%	33%	17%	36%	15%
<b>\$250,001 to \$500,000</b>											
Count	34	1	0	2	6	5	8	3	4	2	3
Column %	11%	5%	0%	4%	12%	14%	30%	8%	17%	14%	23%
<b>\$500,001 to \$1 million</b>											
Count	15	0	0	0	1	3	2	1	2	2	4
Column %	5%	0%	0%	0%	2%	8%	7%	3%	9%	14%	31%
<b>\$1.01 million to \$2.5 million</b>											
Count	5	0	0	0	0	1	0	2	0	1	1
Column %	2%	0%	0%	0%	0%	3%	0%	5%	0%	7%	8%
<b>\$2.51 million to \$5 million</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>\$5.01 million to \$10 million</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>More than \$10 million</b>											
Count	0	0	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

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

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Sample Size	347	28	27	66	56	43	30	44	24	15	14
<b>Very Much</b>											
Count	46	4	2	13	5	7	3	6	4	2	0
Column %	13%	14%	7%	20%	9%	16%	10%	14%	17%	13%	0%
<b>Somewhat</b>											
Count	128	8	14	18	23	19	10	15	9	8	4
Column %	37%	29%	52%	27%	41%	44%	33%	34%	38%	53%	29%
<b>A little</b>											
Count	124	9	9	28	17	11	10	19	8	5	8
Column %	36%	32%	33%	42%	30%	26%	33%	43%	33%	33%	57%
<b>Not at all</b>											
Count	49	7	2	7	11	6	7	4	3	0	2
Column %	14%	25%	7%	11%	20%	14%	23%	9%	13%	0%	14%

Auto Generated

Q47. Please indicate whether the threat of claims is hurting your firm's ability to do the following. Check all that apply. Totals may not equal 100%.

	Total	Q4. What is the annual gross revenue of your firm?									
		Less than \$500,000	\$500,000 to \$0.99 million	\$1 million to \$2.49 million	\$2.5 million to \$4.99 million	\$5.0 million to \$7.49 million	\$7.5 million to \$9.99 million	\$10 million to \$19.99 million	\$20 million to \$49.99 million	\$50 million to \$99.99 million	\$100 million or more
Valid Cases	335	26	26	63	55	42	28	44	24	14	13
<b>Build good relations with clients</b>											
Mentions	37	3	3	8	2	6	5	5	1	4	0
% Valid Cases	11%	12%	12%	13%	4%	14%	18%	11%	4%	29%	0%
<b>Expand your firm's business</b>											
Mentions	65	5	9	14	9	9	4	6	5	2	2
% Valid Cases	19%	19%	35%	22%	16%	21%	14%	14%	21%	14%	15%
<b>Hire new engineers</b>											
Mentions	14	2	6	3	2	0	1	0	0	0	0
% Valid Cases	4%	8%	23%	5%	4%	0%	4%	0%	0%	0%	0%
<b>Hold down costs / remain profitable</b>											
Mentions	73	5	8	12	12	9	6	11	3	3	4
% Valid Cases	22%	19%	31%	19%	22%	21%	21%	25%	13%	21%	31%
<b>Hold down fees</b>											
Mentions	73	4	7	19	12	9	2	9	7	2	2
% Valid Cases	22%	15%	27%	30%	22%	21%	7%	20%	29%	14%	15%
<b>Maintain good relations with other construction team members</b>											
Mentions	51	0	1	11	11	5	4	11	3	2	3
% Valid Cases	15%	0%	4%	17%	20%	12%	14%	25%	13%	14%	23%
<b>Try innovative approaches</b>											
Mentions	97	5	7	22	16	10	7	14	8	4	4
% Valid Cases	29%	19%	27%	35%	29%	24%	25%	32%	33%	29%	31%
<b>The threat of claims is not having an impact on our firm</b>											
Mentions	170	15	10	27	29	23	18	23	13	6	6
% Valid Cases	51%	58%	38%	43%	53%	55%	64%	52%	54%	43%	46%