

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Valid Cases	423	15	18	63	27	43	71	36	147
<b>Architectural</b>									
Mentions	40	1	2	8	1	2	7	5	13
% Valid Cases	9%	7%	11%	13%	4%	5%	10%	14%	9%
<b>Building Commissioning</b>									
Mentions	25	0	1	10	1	1	7	1	4
% Valid Cases	6%	0%	6%	16%	4%	2%	10%	3%	3%
<b>Civil / General (Including Transportation)</b>									
Mentions	264	13	13	40	17	31	34	21	94
% Valid Cases	62%	87%	72%	63%	63%	72%	48%	58%	64%
<b>Construction Engineering &amp; Inspection</b>									
Mentions	171	9	4	29	10	14	26	17	62
% Valid Cases	40%	60%	22%	46%	37%	33%	37%	47%	42%
<b>Construction Management</b>									
Mentions	105	4	5	20	4	7	13	14	38
% Valid Cases	25%	27%	28%	32%	15%	16%	18%	39%	26%
<b>Electrical</b>									
Mentions	86	1	3	16	5	5	22	11	23
% Valid Cases	20%	7%	17%	25%	19%	12%	31%	31%	16%
<b>Energy / Industrial</b>									
Mentions	35	1	1	10	1	1	7	6	8
% Valid Cases	8%	7%	6%	16%	4%	2%	10%	17%	5%
<b>Environmental</b>									
Mentions	109	3	7	17	4	5	18	13	42
% Valid Cases	26%	20%	39%	27%	15%	12%	25%	36%	29%
<b>Geotechnical</b>									
Mentions	68	5	3	10	2	2	12	9	24
% Valid Cases	16%	33%	17%	16%	7%	5%	17%	25%	16%
<b>Lab Testing</b>									
Mentions	42	3	2	7	2	2	5	8	13
% Valid Cases	10%	20%	11%	11%	7%	5%	7%	22%	9%
<b>Landscape Architecture</b>									
Mentions	47	2	4	8	2	3	10	6	12
% Valid Cases	11%	13%	22%	13%	7%	7%	14%	17%	8%
<b>Mechanical / HVAC</b>									
Mentions	67	1	2	13	3	4	18	8	18
% Valid Cases	16%	7%	11%	21%	11%	9%	25%	22%	12%
<b>Planning</b>									
Mentions	109	4	8	11	8	8	18	14	37
% Valid Cases	26%	27%	44%	17%	30%	19%	25%	39%	25%

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
<b>Process</b>									
Mentions	19	0	0	6	0	1	5	2	4
% Valid Cases	4%	0%	0%	10%	0%	2%	7%	6%	3%
<b>Structural</b>									
Mentions	154	9	4	24	4	14	34	16	49
% Valid Cases	36%	60%	22%	38%	15%	33%	48%	44%	33%
<b>SUE-Subsurface Utility Locating</b>									
Mentions	20	1	1	5	1	0	6	0	6
% Valid Cases	5%	7%	6%	8%	4%	0%	8%	0%	4%
<b>Surveying</b>									
Mentions	128	5	9	24	7	12	21	13	37
% Valid Cases	30%	33%	50%	38%	26%	28%	30%	36%	25%
<b>Water / Wastewater</b>									
Mentions	131	4	8	21	10	14	21	15	38
% Valid Cases	31%	27%	44%	33%	37%	33%	30%	42%	26%
<b>Other (please specify)</b>									
Mentions	36	0	0	3	3	4	8	1	17
% Valid Cases	9%	0%	0%	5%	11%	9%	11%	3%	12%

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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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	423	15	18	63	27	43	71	36	147
<b>Architectural</b>									
Count	2	0	0	0	0	0	1	0	1
Column %	0%	0%	0%	0%	0%	0%	1%	0%	1%
<b>Building Commissioning</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Civil / General (Including Transportation)</b>									
Count	124	6	6	14	13	16	16	7	46
Column %	29%	40%	33%	22%	48%	37%	23%	19%	31%
<b>Construction Engineering &amp; Inspection</b>									
Count	22	2	0	3	1	1	2	2	11
Column %	5%	13%	0%	5%	4%	2%	3%	6%	7%
<b>Construction Management</b>									
Count	9	0	1	1	1	2	0	2	2
Column %	2%	0%	6%	2%	4%	5%	0%	6%	1%
<b>Electrical</b>									
Count	19	0	0	4	1	1	4	2	7
Column %	4%	0%	0%	6%	4%	2%	6%	6%	5%
<b>Energy / Industrial</b>									
Count	5	0	1	3	0	0	0	0	1
Column %	1%	0%	6%	5%	0%	0%	0%	0%	1%
<b>Environmental</b>									
Count	14	0	0	2	1	1	1	1	8
Column %	3%	0%	0%	3%	4%	2%	1%	3%	5%
<b>Geotechnical</b>									
Count	18	1	0	1	1	0	2	4	8
Column %	4%	7%	0%	2%	4%	0%	3%	11%	5%
<b>Lab Testing</b>									
Count	2	0	0	0	0	0	1	0	1
Column %	0%	0%	0%	0%	0%	0%	1%	0%	1%
<b>Landscape Architecture</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Mechanical / HVAC</b>									
Count	16	0	1	4	0	1	6	0	4
Column %	4%	0%	6%	6%	0%	2%	8%	0%	3%
<b>Planning</b>									
Count	2	0	0	0	0	1	0	0	1
Column %	0%	0%	0%	0%	0%	2%	0%	0%	1%

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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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
<b>Process</b>									
Count	2	0	0	1	0	0	0	0	0
Column %	0%	0%	0%	2%	0%	0%	0%	0%	0%
<b>Structural</b>									
Count	52	2	0	4	0	8	15	4	19
Column %	12%	13%	0%	6%	0%	19%	21%	11%	13%
<b>SUE-Subsurface Utility Locating</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	0%	0%	0%	2%	0%	0%	0%	0%	0%
<b>Surveying</b>									
Count	14	0	3	4	0	2	0	0	5
Column %	3%	0%	17%	6%	0%	5%	0%	0%	3%
<b>Water / Wastewater</b>									
Count	27	1	2	5	2	5	2	4	6
Column %	6%	7%	11%	8%	7%	12%	3%	11%	4%
<b>Other (please specify)</b>									
Count	11	0	0	1	2	2	1	0	5
Column %	3%	0%	0%	2%	7%	5%	1%	0%	3%
<b>My firm does not reach 50% in any field</b>									
Count	83	3	4	15	5	3	20	10	22
Column %	20%	20%	22%	24%	19%	7%	28%	28%	15%



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Q4. What is the annual gross revenue of your firm?

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	423	15	18	63	27	43	71	36	147
<b>Less than \$500,000</b>									
Count	37	1	2	9	2	4	3	1	13
Column %	9%	7%	11%	14%	7%	9%	4%	3%	9%
<b>\$500,000 to \$0.99 million</b>									
Count	38	0	0	3	4	8	6	2	15
Column %	9%	0%	0%	5%	15%	19%	8%	6%	10%
<b>\$1 million to \$2.49 million</b>									
Count	83	1	3	10	6	10	12	4	37
Column %	20%	7%	17%	16%	22%	23%	17%	11%	25%
<b>\$2.5 million to \$4.99 million</b>									
Count	64	2	2	3	6	5	10	9	27
Column %	15%	13%	11%	5%	22%	12%	14%	25%	18%
<b>\$5.0 million to \$7.49 million</b>									
Count	50	2	3	3	5	6	8	8	14
Column %	12%	13%	17%	5%	19%	14%	11%	22%	10%
<b>\$7.5 million to \$9.99 million</b>									
Count	34	1	2	9	0	4	6	2	10
Column %	8%	7%	11%	14%	0%	9%	8%	6%	7%
<b>\$10 million to \$19.99 million</b>									
Count	52	4	3	11	3	4	11	2	14
Column %	12%	27%	17%	17%	11%	9%	15%	6%	10%
<b>\$20 million to \$49.99 million</b>									
Count	29	1	0	5	1	2	8	2	10
Column %	7%	7%	0%	8%	4%	5%	11%	6%	7%
<b>\$50 million to \$99.99 million</b>									
Count	18	2	1	7	0	0	2	4	2
Column %	4%	13%	6%	11%	0%	0%	3%	11%	1%
<b>\$100 million or more</b>									
Count	18	1	2	3	0	0	5	2	5
Column %	4%	7%	11%	5%	0%	0%	7%	6%	3%

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

	Q8. PLI Provider								
	Total	AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	423	15	18	63	27	43	71	36	147
<b>NET INCREASED</b>									
Count	226	8	5	32	15	21	36	22	86
Column %	53%	53%	28%	51%	56%	49%	51%	61%	59%
<b>Up more than 50%</b>									
Count	19	0	0	4	2	3	2	0	8
Column %	4%	0%	0%	6%	7%	7%	3%	0%	5%
<b>Up 30% - 50%</b>									
Count	20	1	0	2	0	2	4	2	9
Column %	5%	7%	0%	3%	0%	5%	6%	6%	6%
<b>Up 20% - 29%</b>									
Count	33	2	1	4	4	3	4	3	12
Column %	8%	13%	6%	6%	15%	7%	6%	8%	8%
<b>Up 10% - 19%</b>									
Count	67	1	2	11	6	5	8	6	27
Column %	16%	7%	11%	17%	22%	12%	11%	17%	18%
<b>Up 5% - 9%</b>									
Count	51	3	1	7	1	3	12	6	18
Column %	12%	20%	6%	11%	4%	7%	17%	17%	12%
<b>Up 1% - 4%</b>									
Count	36	1	1	4	2	5	6	5	12
Column %	9%	7%	6%	6%	7%	12%	8%	14%	8%
<b>Little or no change from last year</b>									
Count	81	3	7	17	4	8	10	7	24
Column %	19%	20%	39%	27%	15%	19%	14%	19%	16%
<b>Down 1% - 4%</b>									
Count	20	0	2	8	2	0	3	2	3
Column %	5%	0%	11%	13%	7%	0%	4%	6%	2%
<b>Down 5% - 9%</b>									
Count	20	1	2	1	0	3	4	0	8
Column %	5%	7%	11%	2%	0%	7%	6%	0%	5%
<b>Down 10% - 19%</b>									
Count	34	0	0	2	4	4	9	2	13
Column %	8%	0%	0%	3%	15%	9%	13%	6%	9%
<b>Down 20% - 29%</b>									
Count	25	1	2	2	1	4	5	1	9
Column %	6%	7%	11%	3%	4%	9%	7%	3%	6%
<b>Down 30% - 50%</b>									
Count	16	2	0	1	1	3	4	1	4
Column %	4%	13%	0%	2%	4%	7%	6%	3%	3%
<b>Down more than 50%</b>									
Count	1	0	0	0	0	0	0	1	0
Column %	0%	0%	0%	0%	0%	0%	0%	3%	0%

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

	Total	Q8. PLI Provider								
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others	
<b>NET DECREASED</b>										
Count	116	4	6	14	8	14	25	7	37	
Column %	27%	27%	33%	22%	30%	33%	35%	19%	25%	

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	423	15	18	63	27	43	71	36	147
<b>In-House Counsel</b>									
Count	22	2	3	5	0	0	2	1	9
Column %	5%	13%	17%	8%	0%	0%	3%	3%	6%
<b>Full Time Risk Manager</b>									
Count	8	1	0	1	0	0	2	2	2
Column %	2%	7%	0%	2%	0%	0%	3%	6%	1%
<b>Principal(s) tasked with this responsibility as needed (less than full time)</b>									
Count	180	5	8	21	19	17	38	16	55
Column %	43%	33%	44%	33%	70%	40%	54%	44%	37%
<b>CEO / President / COO</b>									
Count	181	6	4	29	8	24	26	14	68
Column %	43%	40%	22%	46%	30%	56%	37%	39%	46%
<b>CFO / Controller</b>									
Count	24	1	3	4	0	2	1	3	10
Column %	6%	7%	17%	6%	0%	5%	1%	8%	7%
<b>Other (please specify)</b>									
Count	8	0	0	3	0	0	2	0	3
Column %	2%	0%	0%	5%	0%	0%	3%	0%	2%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	423	15	18	63	27	43	71	36	147
<b>Yes</b>									
Count	420	15	18	63	27	43	71	36	147
Column %	99%	100%	100%	100%	100%	100%	100%	100%	100%
<b>No</b>									
Count	3	0	0	0	0	0	0	0	0
Column %	1%	0%	0%	0%	0%	0%	0%	0%	0%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	304	13	14	51	22	32	61	29	82
<b>NET TOP 2</b>									
Count	278	11	13	45	20	30	59	27	73
Column %	91%	85%	93%	88%	91%	94%	97%	93%	89%
<b>Very Satisfied</b>									
Count	177	4	7	30	9	19	45	21	42
Column %	58%	31%	50%	59%	41%	59%	74%	72%	51%
<b>Satisfied</b>									
Count	101	7	6	15	11	11	14	6	31
Column %	33%	54%	43%	29%	50%	34%	23%	21%	38%
<b>Somewhat Satisfied</b>									
Count	21	2	1	5	2	1	1	1	8
Column %	7%	15%	7%	10%	9%	3%	2%	3%	10%
<b>Not Very Satisfied</b>									
Count	5	0	0	1	0	1	1	1	1
Column %	2%	0%	0%	2%	0%	3%	2%	3%	1%
<b>Very unsatisfied</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 2</b>									
Count	5	0	0	1	0	1	1	1	1
Column %	2%	0%	0%	2%	0%	3%	2%	3%	1%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	238	11	12	38	14	19	47	25	72
<b>NET TOP 2</b>									
Count	216	10	10	34	13	18	45	22	64
Column %	91%	91%	83%	89%	93%	95%	96%	88%	89%
<b>Very Satisfied</b>									
Count	130	5	4	20	7	13	32	14	35
Column %	55%	45%	33%	53%	50%	68%	68%	56%	49%
<b>Satisfied</b>									
Count	86	5	6	14	6	5	13	8	29
Column %	36%	45%	50%	37%	43%	26%	28%	32%	40%
<b>Somewhat Satisfied</b>									
Count	16	1	2	4	0	1	1	1	6
Column %	7%	9%	17%	11%	0%	5%	2%	4%	8%
<b>Not Very Satisfied</b>									
Count	5	0	0	0	0	0	1	2	2
Column %	2%	0%	0%	0%	0%	0%	2%	8%	3%
<b>Very unsatisfied</b>									
Count	1	0	0	0	1	0	0	0	0
Column %	0%	0%	0%	0%	7%	0%	0%	0%	0%
<b>NET BOTTOM 2</b>									
Count	6	0	0	0	1	0	1	2	2
Column %	3%	0%	0%	0%	7%	0%	2%	8%	3%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	296	12	13	43	21	29	67	32	79
<b>NET TOP 2</b>									
Count	254	10	12	37	20	22	63	26	64
Column %	86%	83%	92%	86%	95%	76%	94%	81%	81%
<b>Very Satisfied</b>									
Count	110	2	1	17	7	11	37	12	23
Column %	37%	17%	8%	40%	33%	38%	55%	38%	29%
<b>Satisfied</b>									
Count	144	8	11	20	13	11	26	14	41
Column %	49%	67%	85%	47%	62%	38%	39%	44%	52%
<b>Somewhat Satisfied</b>									
Count	36	1	0	6	1	7	4	4	13
Column %	12%	8%	0%	14%	5%	24%	6%	13%	16%
<b>Not Very Satisfied</b>									
Count	6	1	1	0	0	0	0	2	2
Column %	2%	8%	8%	0%	0%	0%	0%	6%	3%
<b>Very unsatisfied</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 2</b>									
Count	6	1	1	0	0	0	0	2	2
Column %	2%	8%	8%	0%	0%	0%	0%	6%	3%



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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	414	15	18	62	25	43	71	35	145
<b>Yes</b>									
Count	48	3	4	3	1	2	2	6	27
Column %	12%	20%	22%	5%	4%	5%	3%	17%	19%
<b>No</b>									
Count	366	12	14	59	24	41	69	29	118
Column %	88%	80%	78%	95%	96%	95%	97%	83%	81%

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Valid Cases	48	3	4	3	1	2	2	6	27
<b>Lower premium</b>									
Mentions	38	3	4	2	1	2	2	4	20
% Valid Cases	79%	100%	100%	67%	100%	100%	100%	67%	74%
<b>Better policy terms</b>									
Mentions	12	2	1	2	0	0	0	3	4
% Valid Cases	25%	67%	25%	67%	0%	0%	0%	50%	15%
<b>Not satisfied with pre-claims assistance</b>									
Mentions	2	1	1	0	0	0	0	0	0
% Valid Cases	4%	33%	25%	0%	0%	0%	0%	0%	0%
<b>Not satisfied with claims handling</b>									
Mentions	3	1	1	0	0	0	0	1	0
% Valid Cases	6%	33%	25%	0%	0%	0%	0%	17%	0%
<b>Not satisfied with risk management programs</b>									
Mentions	2	1	1	0	0	0	0	0	0
% Valid Cases	4%	33%	25%	0%	0%	0%	0%	0%	0%
<b>Needed higher limits than existing carrier could provide</b>									
Mentions	5	0	1	1	0	0	0	0	3
% Valid Cases	10%	0%	25%	33%	0%	0%	0%	0%	11%
<b>Could not renew with existing PLI carrier</b>									
Mentions	3	0	0	0	0	0	0	0	3
% Valid Cases	6%	0%	0%	0%	0%	0%	0%	0%	11%
<b>Changed carrier based on advice of Broker</b>									
Mentions	10	1	0	2	0	0	0	1	6
% Valid Cases	21%	33%	0%	67%	0%	0%	0%	17%	22%
<b>Other (please specify)</b>									
Mentions	1	0	0	0	0	0	0	0	1
% Valid Cases	2%	0%	0%	0%	0%	0%	0%	0%	4%

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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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	371	15	16	55	23	38	65	29	130
<b>NET TOP 3</b>									
Count	257	10	11	32	21	25	38	20	100
Column %	69%	67%	69%	58%	91%	66%	58%	69%	77%
<b>1</b>									
Count	158	7	6	19	12	16	21	14	63
Column %	43%	47%	38%	35%	52%	42%	32%	48%	48%
<b>2</b>									
Count	64	3	2	6	7	6	8	3	29
Column %	17%	20%	13%	11%	30%	16%	12%	10%	22%
<b>3</b>									
Count	35	0	3	7	2	3	9	3	8
Column %	9%	0%	19%	13%	9%	8%	14%	10%	6%
<b>4</b>									
Count	30	4	1	7	0	1	6	4	7
Column %	8%	27%	6%	13%	0%	3%	9%	14%	5%
<b>5</b>									
Count	22	0	0	5	0	3	8	2	4
Column %	6%	0%	0%	9%	0%	8%	12%	7%	3%
<b>6</b>									
Count	40	1	2	6	2	6	10	3	10
Column %	11%	7%	13%	11%	9%	16%	15%	10%	8%
<b>7</b>									
Count	21	0	1	5	0	3	3	0	9
Column %	6%	0%	6%	9%	0%	8%	5%	0%	7%
<b>8</b>									
Count	1	0	1	0	0	0	0	0	0
Column %	0%	0%	6%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 3</b>									
Count	62	1	4	11	2	9	13	3	19
Column %	17%	7%	25%	20%	9%	24%	20%	10%	15%

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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	371	15	16	55	23	38	65	29	130
<b>NET TOP 3</b>									
Count	283	13	11	44	15	31	53	21	95
Column %	76%	87%	69%	80%	65%	82%	82%	72%	73%
<b>1</b>									
Count	84	2	4	15	5	7	25	10	16
Column %	23%	13%	25%	27%	22%	18%	38%	34%	12%
<b>2</b>									
Count	94	4	4	16	2	11	21	8	28
Column %	25%	27%	25%	29%	9%	29%	32%	28%	22%
<b>3</b>									
Count	105	7	3	13	8	13	7	3	51
Column %	28%	47%	19%	24%	35%	34%	11%	10%	39%
<b>4</b>									
Count	51	0	3	2	3	6	8	6	23
Column %	14%	0%	19%	4%	13%	16%	12%	21%	18%
<b>5</b>									
Count	20	1	1	5	3	1	3	0	6
Column %	5%	7%	6%	9%	13%	3%	5%	0%	5%
<b>6</b>									
Count	14	1	1	2	2	0	1	2	5
Column %	4%	7%	6%	4%	9%	0%	2%	7%	4%
<b>7</b>									
Count	3	0	0	2	0	0	0	0	1
Column %	1%	0%	0%	4%	0%	0%	0%	0%	1%
<b>8</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 3</b>									
Count	17	1	1	4	2	0	1	2	6
Column %	5%	7%	6%	7%	9%	0%	2%	7%	5%

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	371	15	16	55	23	38	65	29	130
<b>NET TOP 3</b>									
Count	125	4	8	20	4	12	22	11	44
Column %	34%	27%	50%	36%	17%	32%	34%	38%	34%
<b>1</b>									
Count	13	1	3	2	0	1	4	0	2
Column %	4%	7%	19%	4%	0%	3%	6%	0%	2%
<b>2</b>									
Count	40	1	5	6	1	4	5	5	13
Column %	11%	7%	31%	11%	4%	11%	8%	17%	10%
<b>3</b>									
Count	72	2	0	12	3	7	13	6	29
Column %	19%	13%	0%	22%	13%	18%	20%	21%	22%
<b>4</b>									
Count	94	2	5	13	4	12	16	4	38
Column %	25%	13%	31%	24%	17%	32%	25%	14%	29%
<b>5</b>									
Count	94	5	0	13	10	9	17	11	29
Column %	25%	33%	0%	24%	43%	24%	26%	38%	22%
<b>6</b>									
Count	39	3	2	6	2	3	6	2	15
Column %	11%	20%	13%	11%	9%	8%	9%	7%	12%
<b>7</b>									
Count	17	1	1	3	3	2	3	1	3
Column %	5%	7%	6%	5%	13%	5%	5%	3%	2%
<b>8</b>									
Count	2	0	0	0	0	0	1	0	1
Column %	1%	0%	0%	0%	0%	0%	2%	0%	1%
<b>NET BOTTOM 3</b>									
Count	58	4	3	9	5	5	10	3	19
Column %	16%	27%	19%	16%	22%	13%	15%	10%	15%

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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	371	15	16	55	23	38	65	29	130
<b>NET TOP 3</b>									
Count	76	4	4	17	4	9	16	4	18
Column %	20%	27%	25%	31%	17%	24%	25%	14%	14%
<b>1</b>									
Count	12	0	1	2	1	4	1	0	3
Column %	3%	0%	6%	4%	4%	11%	2%	0%	2%
<b>2</b>									
Count	28	0	0	10	0	2	9	1	6
Column %	8%	0%	0%	18%	0%	5%	14%	3%	5%
<b>3</b>									
Count	36	4	3	5	3	3	6	3	9
Column %	10%	27%	19%	9%	13%	8%	9%	10%	7%
<b>4</b>									
Count	73	3	2	14	9	6	10	3	26
Column %	20%	20%	13%	25%	39%	16%	15%	10%	20%
<b>5</b>									
Count	123	5	7	12	4	13	20	10	52
Column %	33%	33%	44%	22%	17%	34%	31%	34%	40%
<b>6</b>									
Count	83	3	2	11	5	9	18	10	25
Column %	22%	20%	13%	20%	22%	24%	28%	34%	19%
<b>7</b>									
Count	16	0	1	1	1	1	1	2	9
Column %	4%	0%	6%	2%	4%	3%	2%	7%	7%
<b>8</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 3</b>									
Count	99	3	3	12	6	10	19	12	34
Column %	27%	20%	19%	22%	26%	26%	29%	41%	26%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	371	15	16	55	23	38	65	29	130
<b>NET TOP 3</b>									
Count	254	11	12	31	20	23	34	20	103
Column %	68%	73%	75%	56%	87%	61%	52%	69%	79%
<b>1</b>									
Count	79	4	2	14	5	7	6	2	39
Column %	21%	27%	13%	25%	22%	18%	9%	7%	30%
<b>2</b>									
Count	105	5	5	8	11	11	11	9	45
Column %	28%	33%	31%	15%	48%	29%	17%	31%	35%
<b>3</b>									
Count	70	2	5	9	4	5	17	9	19
Column %	19%	13%	31%	16%	17%	13%	26%	31%	15%
<b>4</b>									
Count	44	0	3	8	1	4	12	4	12
Column %	12%	0%	19%	15%	4%	11%	18%	14%	9%
<b>5</b>									
Count	41	3	1	8	1	7	8	2	11
Column %	11%	20%	6%	15%	4%	18%	12%	7%	8%
<b>6</b>									
Count	31	1	0	7	1	4	11	3	4
Column %	8%	7%	0%	13%	4%	11%	17%	10%	3%
<b>7</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	0%	0%	0%	2%	0%	0%	0%	0%	0%
<b>8</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>NET BOTTOM 3</b>									
Count	32	1	0	8	1	4	11	3	4
Column %	9%	7%	0%	15%	4%	11%	17%	10%	3%

Auto Generated

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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	371	15	16	55	23	38	65	29	130
<b>NET TOP 3</b>									
Count	94	3	2	14	4	11	31	10	19
Column %	25%	20%	13%	25%	17%	29%	48%	34%	15%
<b>1</b>									
Count	18	1	0	1	0	2	7	3	4
Column %	5%	7%	0%	2%	0%	5%	11%	10%	3%
<b>2</b>									
Count	29	2	0	6	1	3	11	2	4
Column %	8%	13%	0%	11%	4%	8%	17%	7%	3%
<b>3</b>									
Count	47	0	2	7	3	6	13	5	11
Column %	13%	0%	13%	13%	13%	16%	20%	17%	8%
<b>4</b>									
Count	60	4	0	8	4	7	13	7	17
Column %	16%	27%	0%	15%	17%	18%	20%	24%	13%
<b>5</b>									
Count	51	1	7	10	4	3	7	2	17
Column %	14%	7%	44%	18%	17%	8%	11%	7%	13%
<b>6</b>									
Count	139	5	6	18	9	15	14	9	63
Column %	37%	33%	38%	33%	39%	39%	22%	31%	48%
<b>7</b>									
Count	26	2	1	5	2	2	0	1	13
Column %	7%	13%	6%	9%	9%	5%	0%	3%	10%
<b>8</b>									
Count	1	0	0	0	0	0	0	0	1
Column %	0%	0%	0%	0%	0%	0%	0%	0%	1%
<b>NET BOTTOM 3</b>									
Count	166	7	7	23	11	17	14	10	77
Column %	45%	47%	44%	42%	48%	45%	22%	34%	59%



Auto Generated

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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	371	15	16	55	23	38	65	29	130
<b>NET TOP 3</b>									
Count	17	0	0	6	0	3	0	1	7
Column %	5%	0%	0%	11%	0%	8%	0%	3%	5%
<b>1</b>									
Count	4	0	0	1	0	1	0	0	2
Column %	1%	0%	0%	2%	0%	3%	0%	0%	2%
<b>2</b>									
Count	8	0	0	3	0	1	0	1	3
Column %	2%	0%	0%	5%	0%	3%	0%	3%	2%
<b>3</b>									
Count	5	0	0	2	0	1	0	0	2
Column %	1%	0%	0%	4%	0%	3%	0%	0%	2%
<b>4</b>									
Count	17	1	2	3	2	2	0	1	6
Column %	5%	7%	13%	5%	9%	5%	0%	3%	5%
<b>5</b>									
Count	20	0	0	2	1	2	2	2	11
Column %	5%	0%	0%	4%	4%	5%	3%	7%	8%
<b>6</b>									
Count	24	1	2	5	2	1	5	0	8
Column %	6%	7%	13%	9%	9%	3%	8%	0%	6%
<b>7</b>									
Count	285	12	12	37	17	30	58	25	94
Column %	77%	80%	75%	67%	74%	79%	89%	86%	72%
<b>8</b>									
Count	8	1	0	2	1	0	0	0	4
Column %	2%	7%	0%	4%	4%	0%	0%	0%	3%
<b>NET BOTTOM 3</b>									
Count	317	14	14	44	20	31	63	25	106
Column %	85%	93%	88%	80%	87%	82%	97%	86%	82%

Auto Generated

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)

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	371	15	16	55	23	38	65	29	130
<b>NET TOP 3</b>									
Count	7	0	0	1	1	0	1	0	4
Column %	2%	0%	0%	2%	4%	0%	2%	0%	3%
<b>1</b>									
Count	3	0	0	1	0	0	1	0	1
Column %	1%	0%	0%	2%	0%	0%	2%	0%	1%
<b>2</b>									
Count	3	0	0	0	1	0	0	0	2
Column %	1%	0%	0%	0%	4%	0%	0%	0%	2%
<b>3</b>									
Count	1	0	0	0	0	0	0	0	1
Column %	0%	0%	0%	0%	0%	0%	0%	0%	1%
<b>4</b>									
Count	2	1	0	0	0	0	0	0	1
Column %	1%	7%	0%	0%	0%	0%	0%	0%	1%
<b>5</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>6</b>									
Count	1	0	1	0	0	0	0	0	0
Column %	0%	0%	6%	0%	0%	0%	0%	0%	0%
<b>7</b>									
Count	2	0	0	1	0	0	0	0	1
Column %	1%	0%	0%	2%	0%	0%	0%	0%	1%
<b>8</b>									
Count	359	14	15	53	22	38	64	29	124
Column %	97%	93%	94%	96%	96%	100%	98%	100%	95%
<b>NET BOTTOM 3</b>									
Count	362	14	16	54	22	38	64	29	125
Column %	98%	93%	100%	98%	96%	100%	98%	100%	96%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	393	15	18	58	25	38	69	34	136
<b>NET TOP 2</b>									
Count	371	13	17	51	25	37	66	32	130
Column %	94%	87%	94%	88%	100%	97%	96%	94%	96%
<b>Very Satisfied</b>									
Count	249	9	13	36	17	23	50	25	76
Column %	63%	60%	72%	62%	68%	61%	72%	74%	56%
<b>Satisfied</b>									
Count	122	4	4	15	8	14	16	7	54
Column %	31%	27%	22%	26%	32%	37%	23%	21%	40%
<b>Somewhat Satisfied</b>									
Count	17	2	1	5	0	0	3	2	4
Column %	4%	13%	6%	9%	0%	0%	4%	6%	3%
<b>Not Very Satisfied</b>									
Count	4	0	0	2	0	1	0	0	1
Column %	1%	0%	0%	3%	0%	3%	0%	0%	1%
<b>Very unsatisfied</b>									
Count	1	0	0	0	0	0	0	0	1
Column %	0%	0%	0%	0%	0%	0%	0%	0%	1%
<b>NET BOTTOM 2</b>									
Count	5	0	0	2	0	1	0	0	2
Column %	1%	0%	0%	3%	0%	3%	0%	0%	1%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	393	15	18	58	25	38	69	34	136
<b>Yes</b>									
Count	16	1	0	4	0	1	2	1	7
Column %	4%	7%	0%	7%	0%	3%	3%	3%	5%
<b>No</b>									
Count	377	14	18	54	25	37	67	33	129
Column %	96%	93%	100%	93%	100%	97%	97%	97%	95%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Valid Cases	16	1	-	4	-	1	2	1	7
<b>Not satisfied with Broker</b>									
Mentions	11	1	-	3	-	1	1	1	4
% Valid Cases	69%	100%	-	75%	-	100%	50%	100%	57%
<b>Broker couldn't access desired carrier</b>									
Mentions	1	0	-	0	-	0	1	0	0
% Valid Cases	6%	0%	-	0%	-	0%	50%	0%	0%
<b>New Broker offered additional services</b>									
Mentions	3	0	-	2	-	0	0	0	1
% Valid Cases	19%	0%	-	50%	-	0%	0%	0%	14%
<b>New Broker consolidated PLI and other business insurance</b>									
Mentions	1	0	-	0	-	1	0	0	0
% Valid Cases	6%	0%	-	0%	-	100%	0%	0%	0%
<b>Other (please specify)</b>									
Mentions	3	0	-	1	-	0	0	0	2
% Valid Cases	19%	0%	-	25%	-	0%	0%	0%	29%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	391	15	18	58	24	37	69	34	136
<b>Yes</b>									
Count	264	14	17	29	21	26	34	25	98
Column %	68%	93%	94%	50%	88%	70%	49%	74%	72%
<b>No</b>									
Count	127	1	1	29	3	11	35	9	38
Column %	32%	7%	6%	50%	13%	30%	51%	26%	28%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	261	14	16	29	21	26	34	25	96
<b>Yes</b>									
Count	161	11	8	18	10	14	22	20	58
Column %	62%	79%	50%	62%	48%	54%	65%	80%	60%
<b>No</b>									
Count	100	3	8	11	11	12	12	5	38
Column %	38%	21%	50%	38%	52%	46%	35%	20%	40%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	357	10	16	53	23	28	65	32	130
<b>Less than \$1 million</b>									
Count	64	0	1	12	5	9	7	4	26
Column %	18%	0%	6%	23%	22%	32%	11%	13%	20%
<b>\$1 million to LT \$5 million</b>									
Count	120	2	7	14	8	7	19	12	51
Column %	34%	20%	44%	26%	35%	25%	29%	38%	39%
<b>\$5 million to LT \$10 million</b>									
Count	73	2	3	5	8	10	14	8	23
Column %	20%	20%	19%	9%	35%	36%	22%	25%	18%
<b>\$10 million or more</b>									
Count	100	6	5	22	2	2	25	8	30
Column %	28%	60%	31%	42%	9%	7%	38%	25%	23%



Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	357	10	16	53	23	28	65	32	130
Mean	18,662,614.35	20,483,541.30	45,922,676.88	18,865,448.60	4,938,943.22	4,654,380.57	24,292,435.31	28,841,241.00	15,209,538.06
Median	4,600,000.00	12,800,000.00	5,030,000.00	5,441,691.00	3,038,632.00	1,920,000.00	5,800,000.00	4,950,000.00	3,371,500.00
Min	330.00	1,600,000.00	141,000.00	2,500.00	300,000.00	113,519.00	140,000.00	316,000.00	330.00
Max	470,900,000.00	100,000,000.00	470,900,000.00	165,000,000.00	27,400,000.00	25,000,000.00	274,000,000.00	265,000,000.00	358,382,000.00

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	362	10	16	53	23	29	66	33	132
<b>Less than \$1 million</b>									
Count	60	0	1	10	4	9	9	3	24
Column %	17%	0%	6%	19%	17%	31%	14%	9%	18%
<b>\$1 million to LT \$5 million</b>									
Count	129	2	5	13	10	10	18	12	59
Column %	36%	20%	31%	25%	43%	34%	27%	36%	45%
<b>\$5 million to LT \$10 million</b>									
Count	68	2	5	7	4	6	15	9	20
Column %	19%	20%	31%	13%	17%	21%	23%	27%	15%
<b>\$10 million or more</b>									
Count	105	6	5	23	5	4	24	9	29
Column %	29%	60%	31%	43%	22%	14%	36%	27%	22%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	362	10	16	53	23	29	66	33	132
Mean	22,475,462.40	36,901,528.70	47,616,459.38	22,110,609.89	5,403,543.74	4,529,707.48	25,671,127.33	54,215,832.09	15,866,034.39
Median	4,500,000.00	14,589,498.50	5,900,000.00	7,500,000.00	3,800,000.00	2,180,212.00	6,150,000.00	5,772,979.00	3,124,000.00
Min	350.00	2,500,000.00	129,000.00	24,000.00	300,000.00	204,767.00	12,000.00	125,000.00	350.00
Max	1,113,926,351.00	171,000,000.00	509,800,000.00	150,000,000.00	28,100,000.00	24,000,000.00	300,000,000.00	1,113,926,351.00	397,012,000.00

Auto Generated

Q20b. What was your yearly PLI premium for 2019?

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	312	9	14	48	20	26	57	28	110
<b>Less than \$20,000</b>									
Count	87	0	1	13	10	12	6	5	40
Column %	28%	0%	7%	27%	50%	46%	11%	18%	36%
<b>\$20,000 to LT \$50,000</b>									
Count	97	2	7	13	6	6	19	9	35
Column %	31%	22%	50%	27%	30%	23%	33%	32%	32%
<b>\$50,000 to LT \$100,000</b>									
Count	54	2	3	7	4	3	12	8	15
Column %	17%	22%	21%	15%	20%	12%	21%	29%	14%
<b>\$100,000 or more</b>									
Count	74	5	3	15	0	5	20	6	20
Column %	24%	56%	21%	31%	0%	19%	35%	21%	18%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	312	9	14	48	20	26	57	28	110
Mean	179,581.60	185,825.33	248,600.57	161,703.50	31,983.70	83,268.69	179,742.23	691,796.86	97,223.42
Median	40,000.00	114,084.00	46,613.50	42,650.00	22,324.00	24,041.50	60,000.00	47,500.00	28,000.00
Min	1,700.00	20,000.00	17,576.00	1,700.00	2,000.00	1,751.00	2,952.00	9,000.00	2,500.00
Max	17,541,129.00	540,000.00	2,360,000.00	2,000,000.00	99,000.00	490,000.00	1,746,168.00	17,541,129.00	1,999,355.00

Auto Generated

Q20b. What was your yearly PLI premium for 2020?

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	317	9	13	49	20	26	60	29	111
<b>Less than \$20,000</b>									
Count	86	0	1	14	8	13	7	6	37
Column %	27%	0%	8%	29%	40%	50%	12%	21%	33%
<b>\$20,000 to LT \$50,000</b>									
Count	94	2	6	12	7	7	15	9	36
Column %	30%	22%	46%	24%	35%	27%	25%	31%	32%
<b>\$50,000 to LT \$100,000</b>									
Count	59	2	2	6	4	4	17	8	16
Column %	19%	22%	15%	12%	20%	15%	28%	28%	14%
<b>\$100,000 or more</b>									
Count	78	5	4	17	1	2	21	6	22
Column %	25%	56%	31%	35%	5%	8%	35%	21%	20%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	317	9	13	49	20	26	60	29	111
Mean	146,715.12	194,793.67	277,462.38	249,647.94	36,974.10	64,675.77	178,007.27	128,627.83	108,865.71
Median	42,000.00	114,000.00	49,410.00	38,731.00	27,918.50	20,041.50	62,812.00	40,000.00	30,000.00
Min	1,700.00	24,000.00	15,975.00	1,700.00	2,500.00	1,700.00	1,902.00	7,000.00	2,876.00
Max	4,370,000.00	625,000.00	2,470,000.00	4,370,000.00	130,000.00	495,000.00	1,685,312.00	1,784,598.00	2,616,162.00

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	310	9	14	48	20	24	57	28	110
<b>Less than 0.5%</b>									
Count	70	2	3	9	6	4	9	7	30
Column %	23%	22%	21%	19%	30%	17%	16%	25%	27%
<b>0.5% to less than 1%</b>									
Count	101	1	7	14	7	8	17	9	38
Column %	33%	11%	50%	29%	35%	33%	30%	32%	35%
<b>1% to less than 2%</b>									
Count	83	4	4	8	6	7	19	9	26
Column %	27%	44%	29%	17%	30%	29%	33%	32%	24%
<b>2% or more</b>									
Count	56	2	0	17	1	5	12	3	16
Column %	18%	22%	0%	35%	5%	21%	21%	11%	15%



Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	310	9	14	48	20	24	57	28	110
Mean	1.62	1.23	0.76	2.36	0.89	2.19	1.36	1.78	1.54
Median	0.87	1.25	0.69	1.04	0.69	1.02	1.23	0.84	0.70
Min	0.06	0.38	0.29	0.22	0.13	0.10	0.21	0.06	0.07
Max	34.21	2.70	1.40	20.00	2.80	21.43	4.21	16.58	34.21

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	316	9	13	49	20	25	60	29	111
<b>Less than 0.5%</b>									
Count	69	2	3	7	6	6	10	7	28
Column %	22%	22%	23%	14%	30%	24%	17%	24%	25%
<b>0.5% to less than 1%</b>									
Count	114	3	8	20	6	6	17	9	45
Column %	36%	33%	62%	41%	30%	24%	28%	31%	41%
<b>1% to less than 2%</b>									
Count	72	3	2	8	6	7	21	10	15
Column %	23%	33%	15%	16%	30%	28%	35%	34%	14%
<b>2% or more</b>									
Count	61	1	0	14	2	6	12	3	23
Column %	19%	11%	0%	29%	10%	24%	20%	10%	21%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	316	9	13	49	20	25	60	29	111
Mean	1.58	1.12	0.78	1.97	1.14	1.43	1.61	1.23	1.73
Median	0.85	0.96	0.73	0.84	0.77	1.12	1.11	0.94	0.74
Min	0.05	0.05	0.31	0.09	0.10	0.22	0.24	0.16	0.13
Max	34.30	3.13	1.43	10.93	5.45	5.15	15.85	5.84	34.30

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	309	9	13	48	20	24	57	28	110
<b>NET INCREASED</b>									
Count	164	5	8	23	10	11	34	13	60
Column %	53%	56%	62%	48%	50%	46%	60%	46%	55%
<b>Increased 0.10% or more</b>									
Count	92	2	3	14	7	10	21	8	27
Column %	30%	22%	23%	29%	35%	42%	37%	29%	25%
<b>Increased 0.01% to less than 0.10%</b>									
Count	72	3	5	9	3	1	13	5	33
Column %	23%	33%	38%	19%	15%	4%	23%	18%	30%
<b>Stayed the Same</b>									
Count	8	0	0	2	1	0	2	1	2
Column %	3%	0%	0%	4%	5%	0%	4%	4%	2%
<b>Decreased 0.01% to less than 0.10%</b>									
Count	65	1	5	9	4	5	11	10	20
Column %	21%	11%	38%	19%	20%	21%	19%	36%	18%
<b>Decreased 0.10% or more</b>									
Count	72	3	0	14	5	8	10	4	28
Column %	23%	33%	0%	29%	25%	33%	18%	14%	25%
<b>NET DECREASED</b>									
Count	137	4	5	23	9	13	21	14	48
Column %	44%	44%	38%	48%	45%	54%	37%	50%	44%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	309	9	13	48	20	24	57	28	110
Mean	-0.12	-0.11	0.06	-0.37	0.26	-0.92	0.01	-0.70	0.16
Median	0.01	0.00	0.03	0.00	0.00	-0.03	0.04	0.00	0.01
Min	-19.38	-1.28	-0.10	-19.38	-0.61	-18.34	-3.65	-16.42	-3.38
Max	9.91	0.43	0.36	9.91	4.90	0.89	1.17	1.84	8.84

Auto Generated

Q21. What is your coverage limit per claim?

	Q8. PLI Provider								
	Total	AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	355	10	16	55	22	34	64	31	123
<b>\$100,000</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	0%	0%	0%	2%	0%	0%	0%	0%	0%
<b>\$250,000</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>\$500,000</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>\$1,000,000</b>									
Count	92	3	4	14	9	11	8	7	36
Column %	26%	30%	25%	25%	41%	32%	13%	23%	29%
<b>\$2,000,000</b>									
Count	143	3	7	13	10	14	26	10	60
Column %	40%	30%	44%	24%	45%	41%	41%	32%	49%
<b>\$3,000,000</b>									
Count	30	1	1	9	1	3	9	2	4
Column %	8%	10%	6%	16%	5%	9%	14%	6%	3%
<b>\$4,000,000</b>									
Count	1	0	0	0	0	0	0	0	1
Column %	0%	0%	0%	0%	0%	0%	0%	0%	1%
<b>\$5,000,000</b>									
Count	72	3	2	14	2	6	19	10	16
Column %	20%	30%	13%	25%	9%	18%	30%	32%	13%
<b>\$6,000,000</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>\$7,000,000</b>									
Count	1	0	0	0	0	0	0	1	0
Column %	0%	0%	0%	0%	0%	0%	0%	3%	0%
<b>\$8,000,000</b>									
Count	1	0	0	0	0	0	0	0	1
Column %	0%	0%	0%	0%	0%	0%	0%	0%	1%
<b>\$9,000,000</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>\$10,000,000 or more</b>									
Count	14	0	2	4	0	0	2	1	5
Column %	4%	0%	13%	7%	0%	0%	3%	3%	4%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	352	10	16	54	22	33	64	31	122
<b>Yes</b>									
Count	223	7	5	31	12	24	37	21	86
Column %	63%	70%	31%	57%	55%	73%	58%	68%	70%
<b>No</b>									
Count	129	3	11	23	10	9	27	10	36
Column %	37%	30%	69%	43%	45%	27%	42%	32%	30%

Auto Generated

Q23. What is your deductible?

	Q8. PLI Provider								
	Total	AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	343	10	16	54	21	31	64	29	118
<b>\$0 or No Deductible</b>									
Count	12	0	0	3	1	2	2	0	4
Column %	3%	0%	0%	6%	5%	6%	3%	0%	3%
<b>\$2,500</b>									
Count	10	1	0	2	2	2	1	0	2
Column %	3%	10%	0%	4%	10%	6%	2%	0%	2%
<b>\$5,000</b>									
Count	41	0	1	3	4	4	3	3	23
Column %	12%	0%	6%	6%	19%	13%	5%	10%	19%
<b>\$10,000</b>									
Count	51	0	1	8	2	7	6	5	22
Column %	15%	0%	6%	15%	10%	23%	9%	17%	19%
<b>\$15,000</b>									
Count	21	0	2	1	3	2	1	0	12
Column %	6%	0%	13%	2%	14%	6%	2%	0%	10%
<b>\$20,000</b>									
Count	10	0	0	3	0	2	1	1	3
Column %	3%	0%	0%	6%	0%	6%	2%	3%	3%
<b>\$25,000</b>									
Count	59	3	3	10	2	4	14	6	17
Column %	17%	30%	19%	19%	10%	13%	22%	21%	14%
<b>\$50,000</b>									
Count	55	2	3	4	4	6	11	7	18
Column %	16%	20%	19%	7%	19%	19%	17%	24%	15%
<b>\$75,000</b>									
Count	10	0	1	1	1	0	4	2	1
Column %	3%	0%	6%	2%	5%	0%	6%	7%	1%
<b>\$100,000</b>									
Count	25	1	2	7	0	2	7	0	6
Column %	7%	10%	13%	13%	0%	6%	11%	0%	5%
<b>\$150,000</b>									
Count	7	2	0	1	1	0	1	2	0
Column %	2%	20%	0%	2%	5%	0%	2%	7%	0%
<b>\$200,000</b>									
Count	13	0	1	1	1	0	5	2	3
Column %	4%	0%	6%	2%	5%	0%	8%	7%	3%
<b>\$250,000</b>									
Count	12	1	0	6	0	0	2	0	3
Column %	3%	10%	0%	11%	0%	0%	3%	0%	3%
<b>\$300,000</b>									
Count	3	0	0	2	0	0	1	0	0
Column %	1%	0%	0%	4%	0%	0%	2%	0%	0%



Auto Generated

Q23. What is your deductible?

	Total	Q8. PLI Provider								
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others	
<b>\$350,000</b>										
Count	2	0	0	0	0	0	1	0	1	
Column %	1%	0%	0%	0%	0%	0%	2%	0%	1%	
<b>\$400,000</b>										
Count	0	0	0	0	0	0	0	0	0	
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	
<b>\$450,000</b>										
Count	0	0	0	0	0	0	0	0	0	
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%	
<b>\$500,000</b>										
Count	6	0	1	2	0	0	2	0	1	
Column %	2%	0%	6%	4%	0%	0%	3%	0%	1%	
<b>More than \$500,000</b>										
Count	6	0	1	0	0	0	2	1	2	
Column %	2%	0%	6%	0%	0%	0%	3%	3%	2%	

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	345	10	16	54	22	33	64	29	117
<b>Increased</b>									
Count	31	2	1	5	1	2	6	2	12
Column %	9%	20%	6%	9%	5%	6%	9%	7%	10%
<b>Stayed the Same</b>									
Count	311	8	15	49	21	31	57	26	104
Column %	90%	80%	94%	91%	95%	94%	89%	90%	89%
<b>Decreased</b>									
Count	3	0	0	0	0	0	1	1	1
Column %	1%	0%	0%	0%	0%	0%	2%	3%	1%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	348	10	16	54	22	34	64	29	119
<b>Yes</b>									
Count	154	6	9	24	10	12	36	16	41
Column %	44%	60%	56%	44%	45%	35%	56%	55%	34%
<b>No</b>									
Count	194	4	7	30	12	22	28	13	78
Column %	56%	40%	44%	56%	55%	65%	44%	45%	66%

Auto Generated

Q26. What aggregate dollar limits did you purchase?

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	153	6	9	23	10	12	36	16	41
<b>\$1,000,000</b>									
Count	102	4	7	11	8	9	25	11	27
Column %	67%	67%	78%	48%	80%	75%	69%	69%	66%
<b>\$2,000,000</b>									
Count	32	2	1	7	2	2	6	2	10
Column %	21%	33%	11%	30%	20%	17%	17%	13%	24%
<b>\$3,000,000</b>									
Count	7	0	0	3	0	0	2	2	0
Column %	5%	0%	0%	13%	0%	0%	6%	13%	0%
<b>More than \$3,000,000</b>									
Count	12	0	1	2	0	1	3	1	4
Column %	8%	0%	11%	9%	0%	8%	8%	6%	10%

Auto Generated

Q27. Did your firm have any outstanding claims?

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	351	10	16	54	22	34	64	29	119
<b>Yes</b>									
Count	86	3	7	14	4	4	20	10	24
Column %	25%	30%	44%	26%	18%	12%	31%	34%	20%
<b>No</b>									
Count	265	7	9	40	18	30	44	19	95
Column %	75%	70%	56%	74%	82%	88%	69%	66%	80%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	85	3	7	13	4	4	20	10	24
<b>1</b>									
Count	48	1	4	5	4	3	11	8	12
Column %	56%	33%	57%	38%	100%	75%	55%	80%	50%
<b>2</b>									
Count	16	1	0	3	0	1	4	1	6
Column %	19%	33%	0%	23%	0%	25%	20%	10%	25%
<b>3</b>									
Count	9	1	0	3	0	0	2	0	3
Column %	11%	33%	0%	23%	0%	0%	10%	0%	13%
<b>4</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	1%	0%	0%	8%	0%	0%	0%	0%	0%
<b>5</b>									
Count	2	0	0	0	0	0	1	1	0
Column %	2%	0%	0%	0%	0%	0%	5%	10%	0%
<b>6</b>									
Count	3	0	1	1	0	0	0	0	1
Column %	4%	0%	14%	8%	0%	0%	0%	0%	4%
<b>7 or more</b>									
Count	6	0	2	0	0	0	2	0	2
Column %	7%	0%	29%	0%	0%	0%	10%	0%	8%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	85	3	7	13	4	4	20	10	24
<b>More than the prior year</b>									
Count	31	1	2	4	2	2	5	3	12
Column %	36%	33%	29%	31%	50%	50%	25%	30%	50%
<b>The same as the prior year</b>									
Count	41	2	5	7	1	2	11	4	9
Column %	48%	67%	71%	54%	25%	50%	55%	40%	38%
<b>Fewer than the prior year</b>									
Count	13	0	0	2	1	0	4	3	3
Column %	15%	0%	0%	15%	25%	0%	20%	30%	13%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	85	3	7	13	4	4	20	10	24
<b>0</b>									
Count	55	1	5	7	4	3	10	9	16
Column %	65%	33%	71%	54%	100%	75%	50%	90%	67%
<b>1</b>									
Count	17	1	2	3	0	1	5	0	5
Column %	20%	33%	29%	23%	0%	25%	25%	0%	21%
<b>2</b>									
Count	8	1	0	2	0	0	3	1	1
Column %	9%	33%	0%	15%	0%	0%	15%	10%	4%
<b>3</b>									
Count	2	0	0	0	0	0	1	0	1
Column %	2%	0%	0%	0%	0%	0%	5%	0%	4%
<b>4</b>									
Count	1	0	0	0	0	0	1	0	0
Column %	1%	0%	0%	0%	0%	0%	5%	0%	0%
<b>5</b>									
Count	1	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	4%
<b>6</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>7</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>8</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	1%	0%	0%	8%	0%	0%	0%	0%	0%
<b>10</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	85	3	7	13	4	4	20	10	24
<b>0</b>									
Count	46	2	4	7	2	3	8	5	15
Column %	54%	67%	57%	54%	50%	75%	40%	50%	63%
<b>1</b>									
Count	23	0	2	3	2	1	7	5	3
Column %	27%	0%	29%	23%	50%	25%	35%	50%	13%
<b>2</b>									
Count	5	1	0	0	0	0	2	0	2
Column %	6%	33%	0%	0%	0%	0%	10%	0%	8%
<b>3</b>									
Count	5	0	0	1	0	0	2	0	2
Column %	6%	0%	0%	8%	0%	0%	10%	0%	8%
<b>4</b>									
Count	2	0	0	0	0	0	0	0	2
Column %	2%	0%	0%	0%	0%	0%	0%	0%	8%
<b>5</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>6</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	1%	0%	0%	8%	0%	0%	0%	0%	0%
<b>7</b>									
Count	1	0	0	0	0	0	1	0	0
Column %	1%	0%	0%	0%	0%	0%	5%	0%	0%
<b>8</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>10</b>									
Count	1	0	1	0	0	0	0	0	0
Column %	1%	0%	14%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	1%	0%	0%	8%	0%	0%	0%	0%	0%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	85	3	7	13	4	4	20	10	24
<b>0</b>									
Count	51	3	4	4	2	2	14	6	16
Column %	60%	100%	57%	31%	50%	50%	70%	60%	67%
<b>1</b>									
Count	22	0	1	7	2	2	2	3	5
Column %	26%	0%	14%	54%	50%	50%	10%	30%	21%
<b>2</b>									
Count	5	0	0	1	0	0	2	1	1
Column %	6%	0%	0%	8%	0%	0%	10%	10%	4%
<b>3</b>									
Count	3	0	0	0	0	0	2	0	1
Column %	4%	0%	0%	0%	0%	0%	10%	0%	4%
<b>4</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>5</b>									
Count	1	0	1	0	0	0	0	0	0
Column %	1%	0%	14%	0%	0%	0%	0%	0%	0%
<b>6</b>									
Count	1	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	4%
<b>7</b>									
Count	1	0	1	0	0	0	0	0	0
Column %	1%	0%	14%	0%	0%	0%	0%	0%	0%
<b>8</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>10</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	1%	0%	0%	8%	0%	0%	0%	0%	0%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	85	3	7	13	4	4	20	10	24
<b>0</b>									
Count	65	3	5	7	3	3	18	6	20
Column %	76%	100%	71%	54%	75%	75%	90%	60%	83%
<b>1</b>									
Count	12	0	1	4	1	1	0	4	1
Column %	14%	0%	14%	31%	25%	25%	0%	40%	4%
<b>2</b>									
Count	4	0	1	0	0	0	1	0	2
Column %	5%	0%	14%	0%	0%	0%	5%	0%	8%
<b>3</b>									
Count	3	0	0	1	0	0	1	0	1
Column %	4%	0%	0%	8%	0%	0%	5%	0%	4%
<b>4</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>5</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>6</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>7</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>8</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>10</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	1%	0%	0%	8%	0%	0%	0%	0%	0%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	85	3	7	13	4	4	20	10	24
<b>0</b>									
Count	77	3	6	12	4	4	17	10	21
Column %	91%	100%	86%	92%	100%	100%	85%	100%	88%
<b>1</b>									
Count	6	0	1	0	0	0	3	0	2
Column %	7%	0%	14%	0%	0%	0%	15%	0%	8%
<b>2</b>									
Count	1	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	4%
<b>3</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>4</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>5</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>6</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>7</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>8</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>10</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	1%	0%	0%	8%	0%	0%	0%	0%	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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	85	3	7	13	4	4	20	10	24
<b>0</b>									
Count	69	2	5	9	4	4	17	9	19
Column %	81%	67%	71%	69%	100%	100%	85%	90%	79%
<b>1</b>									
Count	13	1	2	2	0	0	3	1	4
Column %	15%	33%	29%	15%	0%	0%	15%	10%	17%
<b>2</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	1%	0%	0%	8%	0%	0%	0%	0%	0%
<b>3</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>4</b>									
Count	1	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	4%
<b>5</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>6</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>7</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>8</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>10</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	1%	0%	0%	8%	0%	0%	0%	0%	0%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	85	3	7	13	4	4	20	10	24
<b>0</b>									
Count	69	3	6	10	4	2	19	7	18
Column %	81%	100%	86%	77%	100%	50%	95%	70%	75%
<b>1</b>									
Count	11	0	1	2	0	2	0	3	3
Column %	13%	0%	14%	15%	0%	50%	0%	30%	13%
<b>2</b>									
Count	3	0	0	0	0	0	1	0	2
Column %	4%	0%	0%	0%	0%	0%	5%	0%	8%
<b>3</b>									
Count	1	0	0	0	0	0	0	0	1
Column %	1%	0%	0%	0%	0%	0%	0%	0%	4%
<b>4</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>5</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>6</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>7</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>8</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>9</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>10</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Don't know</b>									
Count	1	0	0	1	0	0	0	0	0
Column %	1%	0%	0%	8%	0%	0%	0%	0%	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?

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	84	3	7	13	4	4	19	10	24
<b>0</b>									
Count	37	0	3	5	4	2	6	3	14
Column %	44%	0%	43%	38%	100%	50%	32%	30%	58%
<b>1</b>									
Count	29	2	1	7	0	2	5	6	6
Column %	35%	67%	14%	54%	0%	50%	26%	60%	25%
<b>2</b>									
Count	6	0	1	0	0	0	3	1	1
Column %	7%	0%	14%	0%	0%	0%	16%	10%	4%
<b>3</b>									
Count	7	1	1	1	0	0	2	0	2
Column %	8%	33%	14%	8%	0%	0%	11%	0%	8%
<b>4</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>5</b>									
Count	1	0	0	0	0	0	1	0	0
Column %	1%	0%	0%	0%	0%	0%	5%	0%	0%
<b>More than 5</b>									
Count	4	0	1	0	0	0	2	0	1
Column %	5%	0%	14%	0%	0%	0%	11%	0%	4%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	46	3	4	8	-	2	13	6	10
<b>0</b>									
Count	10	1	1	4	-	1	1	0	2
Column %	22%	33%	25%	50%	-	50%	8%	0%	20%
<b>1</b>									
Count	21	1	1	3	-	1	5	5	5
Column %	46%	33%	25%	38%	-	50%	38%	83%	50%
<b>2</b>									
Count	5	0	1	0	-	0	3	1	0
Column %	11%	0%	25%	0%	-	0%	23%	17%	0%
<b>3</b>									
Count	5	1	0	1	-	0	1	0	2
Column %	11%	33%	0%	13%	-	0%	8%	0%	20%
<b>4</b>									
Count	1	0	0	0	-	0	1	0	0
Column %	2%	0%	0%	0%	-	0%	8%	0%	0%
<b>5</b>									
Count	1	0	0	0	-	0	0	0	1
Column %	2%	0%	0%	0%	-	0%	0%	0%	10%
<b>More than 5</b>									
Count	3	0	1	0	-	0	2	0	0
Column %	7%	0%	25%	0%	-	0%	15%	0%	0%



Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	46	3	4	7	-	2	13	7	10
<b>0</b>									
Count	18	1	1	4	-	1	4	2	5
Column %	39%	33%	25%	57%	-	50%	31%	29%	50%
<b>1</b>									
Count	17	1	2	3	-	1	4	4	2
Column %	37%	33%	50%	43%	-	50%	31%	57%	20%
<b>2</b>									
Count	3	0	0	0	-	0	1	1	1
Column %	7%	0%	0%	0%	-	0%	8%	14%	10%
<b>3</b>									
Count	4	1	0	0	-	0	1	0	2
Column %	9%	33%	0%	0%	-	0%	8%	0%	20%
<b>4</b>									
Count	1	0	0	0	-	0	1	0	0
Column %	2%	0%	0%	0%	-	0%	8%	0%	0%
<b>5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>More than 5</b>									
Count	3	0	1	0	-	0	2	0	0
Column %	7%	0%	25%	0%	-	0%	15%	0%	0%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	46	3	4	7	-	2	13	7	10
<b>0</b>									
Count	24	2	2	5	-	1	3	6	5
Column %	52%	67%	50%	71%	-	50%	23%	86%	50%
<b>1</b>									
Count	18	1	1	2	-	1	7	1	5
Column %	39%	33%	25%	29%	-	50%	54%	14%	50%
<b>2</b>									
Count	4	0	1	0	-	0	3	0	0
Column %	9%	0%	25%	0%	-	0%	23%	0%	0%
<b>3</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>4</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>More than 5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	46	3	4	7	-	2	13	7	10
<b>0</b>									
Count	45	3	4	6	-	2	13	7	10
Column %	98%	100%	100%	86%	-	100%	100%	100%	100%
<b>1</b>									
Count	1	0	0	1	-	0	0	0	0
Column %	2%	0%	0%	14%	-	0%	0%	0%	0%
<b>2</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>3</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>4</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>More than 5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	46	3	4	8	-	2	13	6	10
<b>0</b>									
Count	44	3	3	8	-	2	13	6	9
Column %	96%	100%	75%	100%	-	100%	100%	100%	90%
<b>1</b>									
Count	2	0	1	0	-	0	0	0	1
Column %	4%	0%	25%	0%	-	0%	0%	0%	10%
<b>2</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>3</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>4</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>More than 5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	47	3	4	8	-	2	13	7	10
<b>0</b>									
Count	44	3	4	7	-	2	13	7	8
Column %	94%	100%	100%	88%	-	100%	100%	100%	80%
<b>1</b>									
Count	2	0	0	1	-	0	0	0	1
Column %	4%	0%	0%	13%	-	0%	0%	0%	10%
<b>2</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>3</b>									
Count	1	0	0	0	-	0	0	0	1
Column %	2%	0%	0%	0%	-	0%	0%	0%	10%
<b>4</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>More than 5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	45	3	4	7	-	2	13	6	10
<b>0</b>									
Count	2	0	0	0	-	0	1	0	1
Column %	4%	0%	0%	0%	-	0%	8%	0%	10%
<b>1</b>									
Count	28	2	2	6	-	2	4	6	6
Column %	62%	67%	50%	86%	-	100%	31%	100%	60%
<b>2</b>									
Count	5	0	2	0	-	0	3	0	0
Column %	11%	0%	50%	0%	-	0%	23%	0%	0%
<b>3</b>									
Count	6	1	0	1	-	0	2	0	2
Column %	13%	33%	0%	14%	-	0%	15%	0%	20%
<b>4</b>									
Count	1	0	0	0	-	0	0	0	1
Column %	2%	0%	0%	0%	-	0%	0%	0%	10%
<b>5</b>									
Count	1	0	0	0	-	0	1	0	0
Column %	2%	0%	0%	0%	-	0%	8%	0%	0%
<b>More than 5</b>									
Count	2	0	0	0	-	0	2	0	0
Column %	4%	0%	0%	0%	-	0%	15%	0%	0%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	46	3	4	8	-	2	13	6	10
<b>0</b>									
Count	45	3	4	8	-	2	12	6	10
Column %	98%	100%	100%	100%	-	100%	92%	100%	100%
<b>1</b>									
Count	1	0	0	0	-	0	1	0	0
Column %	2%	0%	0%	0%	-	0%	8%	0%	0%
<b>2</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>3</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>4</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>More than 5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	46	3	4	8	-	2	13	6	10
<b>0</b>									
Count	41	3	3	7	-	2	13	6	7
Column %	89%	100%	75%	88%	-	100%	100%	100%	70%
<b>1</b>									
Count	4	0	1	1	-	0	0	0	2
Column %	9%	0%	25%	13%	-	0%	0%	0%	20%
<b>2</b>									
Count	1	0	0	0	-	0	0	0	1
Column %	2%	0%	0%	0%	-	0%	0%	0%	10%
<b>3</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>4</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>More than 5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	47	3	4	8	-	2	13	7	10
<b>0</b>									
Count	27	3	1	5	-	2	6	5	5
Column %	57%	100%	25%	63%	-	100%	46%	71%	50%
<b>1</b>									
Count	13	0	1	3	-	0	4	2	3
Column %	28%	0%	25%	38%	-	0%	31%	29%	30%
<b>2</b>									
Count	2	0	1	0	-	0	1	0	0
Column %	4%	0%	25%	0%	-	0%	8%	0%	0%
<b>3</b>									
Count	2	0	0	0	-	0	0	0	2
Column %	4%	0%	0%	0%	-	0%	0%	0%	20%
<b>4</b>									
Count	1	0	0	0	-	0	1	0	0
Column %	2%	0%	0%	0%	-	0%	8%	0%	0%
<b>5</b>									
Count	0	0	0	0	-	0	0	0	0
Column %	0%	0%	0%	0%	-	0%	0%	0%	0%
<b>More than 5</b>									
Count	2	0	1	0	-	0	1	0	0
Column %	4%	0%	25%	0%	-	0%	8%	0%	0%

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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	46	3	4	7	-	2	13	7	10
<b>Less than \$25,000</b>									
Count	25	2	1	5	-	2	6	4	5
Column %	54%	67%	25%	71%	-	100%	46%	57%	50%
<b>\$25,000 or more</b>									
Count	21	1	3	2	-	0	7	3	5
Column %	46%	33%	75%	29%	-	0%	54%	43%	50%

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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	46	3	4	7	-	2	13	7	10
Mean	43,681.63	11,666.67	75,000.00	18,142.86	-	7,500.00	52,933.54	38,857.14	57,221.90
Median	18,500.00	10,000.00	50,000.00	10,000.00	-	7,500.00	25,000.00	22,000.00	15,000.00
Min	0.00	0.00	0.00	0.00	-	0.00	0.00	0.00	0.00
Max	269,219.00	25,000.00	200,000.00	70,000.00	-	15,000.00	212,100.00	100,000.00	269,219.00

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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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	46	3	4	7	-	2	13	7	10
<b>\$0 - Nothing</b>									
Count	29	2	4	5	-	0	7	3	8
Column %	63%	67%	100%	71%	-	0%	54%	43%	80%
<b>Any amount</b>									
Count	17	1	0	2	-	2	6	4	2
Column %	37%	33%	0%	29%	-	100%	46%	57%	20%

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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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	46	3	4	7	-	2	13	7	10
Mean	40,684.78	6,666.67	0.00	185,714.29	-	13,500.00	10,538.46	33,214.29	15,500.00
Median	0.00	0.00	0.00	0.00	-	13,500.00	0.00	15,000.00	0.00
Min	0.00	0.00	0.00	0.00	-	12,000.00	0.00	0.00	0.00
Max	1,000,000.00	20,000.00	0.00	1,000,000.00	-	15,000.00	75,000.00	150,000.00	150,000.00

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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)

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	47	3	4	8	-	2	13	7	10
<b>Less than \$10000</b>									
Count	20	1	2	3	-	0	5	3	6
Column %	43%	33%	50%	38%	-	0%	38%	43%	60%
<b>\$10,000 or more</b>									
Count	27	2	2	5	-	2	8	4	4
Column %	57%	67%	50%	63%	-	100%	62%	57%	40%

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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)

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	47	3	4	8	-	2	13	7	10
Mean	70,728.87	41,666.67	191,250.00	70,754.25	-	24,750.00	77,209.46	87,142.86	20,500.00
Median	25,000.00	25,000.00	125,000.00	20,000.00	-	24,750.00	35,000.00	75,000.00	0.00
Min	0.00	0.00	0.00	0.00	-	10,000.00	0.00	0.00	0.00
Max	572,800.00	100,000.00	515,000.00	300,000.00	-	39,500.00	572,800.00	200,000.00	60,000.00

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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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	47	3	4	8	-	2	13	7	10
<b>\$0 - Nothing</b>									
Count	30	2	3	3	-	2	6	5	9
Column %	64%	67%	75%	38%	-	100%	46%	71%	90%
<b>Any amount</b>									
Count	17	1	1	5	-	0	7	2	1
Column %	36%	33%	25%	63%	-	0%	54%	29%	10%



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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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	47	3	4	8	-	2	13	7	10
Mean	208,125.43	22,333.33	62,500.00	869,702.25	-	0.00	104,405.92	142,857.14	15,000.00
Median	0.00	0.00	0.00	187,500.00	-	0.00	10,000.00	0.00	0.00
Min	0.00	0.00	0.00	0.00	-	0.00	0.00	0.00	0.00
Max	5,700,000.00	67,000.00	250,000.00	5,700,000.00	-	0.00	620,077.00	700,000.00	150,000.00

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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?

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	47	3	4	8	-	2	13	7	10
<b>Yes</b>									
Count	16	2	2	1	-	1	3	2	5
Column %	34%	67%	50%	13%	-	50%	23%	29%	50%
<b>No</b>									
Count	31	1	2	7	-	1	10	5	5
Column %	66%	33%	50%	88%	-	50%	77%	71%	50%

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	84	3	6	13	4	4	20	10	24
<b>0-49</b>									
Count	22	0	2	2	2	1	2	2	11
Column %	26%	0%	33%	15%	50%	25%	10%	20%	46%
<b>50-99</b>									
Count	21	0	1	2	2	2	7	3	4
Column %	25%	0%	17%	15%	50%	50%	35%	30%	17%
<b>100-199</b>									
Count	17	1	1	4	0	0	5	3	3
Column %	20%	33%	17%	31%	0%	0%	25%	30%	13%
<b>200-499</b>									
Count	13	2	1	3	0	0	4	0	3
Column %	15%	67%	17%	23%	0%	0%	20%	0%	13%
<b>500-999</b>									
Count	5	0	1	0	0	1	1	1	1
Column %	6%	0%	17%	0%	0%	25%	5%	10%	4%
<b>1,000 or more</b>									
Count	6	0	0	2	0	0	1	1	2
Column %	7%	0%	0%	15%	0%	0%	5%	10%	8%

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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%.

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Valid Cases	85	3	7	13	4	4	20	10	24
<b>Client / Project Selection (QBS vs. cost proposal, client not knowledgeable about construction, client / project financial strength, etc.)</b>									
Mentions	18	1	1	1	0	0	8	2	5
% Valid Cases	21%	33%	14%	8%	0%	0%	40%	20%	21%
<b>Code violation</b>									
Mentions	5	0	0	1	1	0	1	0	2
% Valid Cases	6%	0%	0%	8%	25%	0%	5%	0%	8%
<b>Communications (breakdowns when conflicts arise, poor team or client communication, etc.)</b>									
Mentions	25	2	3	2	0	2	8	3	5
% Valid Cases	29%	67%	43%	15%	0%	50%	40%	30%	21%
<b>Contract (contract language, no contract, etc.)</b>									
Mentions	7	1	1	1	0	0	1	1	2
% Valid Cases	8%	33%	14%	8%	0%	0%	5%	10%	8%
<b>Error or omission of a technical nature</b>									
Mentions	38	3	4	9	0	1	10	3	8
% Valid Cases	45%	100%	57%	69%	0%	25%	50%	30%	33%
<b>Project Management (lack of training, management of human or technical resources, etc.)</b>									
Mentions	19	1	3	3	0	1	6	2	3
% Valid Cases	22%	33%	43%	23%	0%	25%	30%	20%	13%
<b>Scope of Services (problems with scope definition, changes in scope, etc.)</b>									
Mentions	17	1	2	1	0	1	7	2	3
% Valid Cases	20%	33%	29%	8%	0%	25%	35%	20%	13%
<b>Third Party Claim</b>									
Mentions	48	1	4	5	4	3	10	6	15
% Valid Cases	56%	33%	57%	38%	100%	75%	50%	60%	63%
<b>Other (please specify)</b>									
Mentions	12	0	1	1	1	1	1	2	5
% Valid Cases	14%	0%	14%	8%	25%	25%	5%	20%	21%

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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.

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	80	3	6	11	4	4	19	10	23
<b>Airport (Runway &amp; Taxiways)</b>									
Count	2	0	0	0	0	0	1	0	1
Column %	3%	0%	0%	0%	0%	0%	5%	0%	4%
<b>Airport (Terminals)</b>									
Count	1	0	0	0	0	0	0	1	0
Column %	1%	0%	0%	0%	0%	0%	0%	10%	0%
<b>Apartment</b>									
Count	2	0	0	1	0	0	0	0	1
Column %	3%	0%	0%	9%	0%	0%	0%	0%	4%
<b>Bridges &amp; Tunnels</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Condominium</b>									
Count	6	0	2	0	0	1	1	0	2
Column %	8%	0%	33%	0%	0%	25%	5%	0%	9%
<b>Healthcare</b>									
Count	3	0	0	0	0	0	3	0	0
Column %	4%	0%	0%	0%	0%	0%	16%	0%	0%
<b>Highways &amp; Streets</b>									
Count	16	1	0	3	0	2	3	3	4
Column %	20%	33%	0%	27%	0%	50%	16%	30%	17%
<b>Hospitality (Hotel, Motel, Entertainment)</b>									
Count	2	0	0	0	1	0	0	1	0
Column %	3%	0%	0%	0%	25%	0%	0%	10%	0%
<b>Industrial &amp; Process</b>									
Count	5	0	1	0	0	0	2	1	1
Column %	6%	0%	17%	0%	0%	0%	11%	10%	4%
<b>Land Development</b>									
Count	4	0	0	2	0	0	0	0	2
Column %	5%	0%	0%	18%	0%	0%	0%	0%	9%
<b>Mass &amp; Rapid Transit</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Office</b>									
Count	2	0	1	0	0	0	0	0	1
Column %	3%	0%	17%	0%	0%	0%	0%	0%	4%
<b>Residential (Single Family)</b>									
Count	4	0	0	0	0	0	0	1	3
Column %	5%	0%	0%	0%	0%	0%	0%	10%	13%

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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.

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
<b>Retail</b>									
Count	2	0	0	0	1	0	1	0	0
Column %	3%	0%	0%	0%	25%	0%	5%	0%	0%
<b>School (Higher Education)</b>									
Count	1	0	0	0	0	1	0	0	0
Column %	1%	0%	0%	0%	0%	25%	0%	0%	0%
<b>School (K-12)</b>									
Count	2	0	0	0	0	0	1	0	1
Column %	3%	0%	0%	0%	0%	0%	5%	0%	4%
<b>Utility</b>									
Count	2	0	1	0	0	0	1	0	0
Column %	3%	0%	17%	0%	0%	0%	5%	0%	0%
<b>Water and/or Wastewater Conveyance</b>									
Count	4	0	0	0	1	0	1	1	1
Column %	5%	0%	0%	0%	25%	0%	5%	10%	4%
<b>Water and/or Wastewater Treatment</b>									
Count	4	1	0	1	0	0	0	0	2
Column %	5%	33%	0%	9%	0%	0%	0%	0%	9%
<b>Other (please specify)</b>									
Count	18	1	1	4	1	0	5	2	4
Column %	23%	33%	17%	36%	25%	0%	26%	20%	17%

Auto Generated

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	350	10	16	53	22	34	64	29	119
<b>Yes</b>									
Count	27	2	3	2	1	2	7	6	4
Column %	8%	20%	19%	4%	5%	6%	11%	21%	3%
<b>No</b>									
Count	323	8	13	51	21	32	57	23	115
Column %	92%	80%	81%	96%	95%	94%	89%	79%	97%

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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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	349	10	16	53	22	34	64	29	118
<b>Frequently</b>									
Count	8	0	2	2	0	0	2	0	2
Column %	2%	0%	13%	4%	0%	0%	3%	0%	2%
<b>Sometimes</b>									
Count	138	3	7	17	8	11	34	19	38
Column %	40%	30%	44%	32%	36%	32%	53%	66%	32%
<b>Rarely</b>									
Count	162	6	5	26	13	18	25	9	59
Column %	46%	60%	31%	49%	59%	53%	39%	31%	50%
<b>Never</b>									
Count	41	1	2	8	1	5	3	1	19
Column %	12%	10%	13%	15%	5%	15%	5%	3%	16%



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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Valid Cases	306	9	13	45	21	29	61	28	98
<b>Client History</b>									
Mentions	150	4	5	24	10	15	30	13	48
% Valid Cases	49%	44%	38%	53%	48%	52%	49%	46%	49%
<b>Contract terms</b>									
Mentions	179	6	7	27	14	19	34	17	55
% Valid Cases	58%	67%	54%	60%	67%	66%	56%	61%	56%
<b>High Risk</b>									
Mentions	172	6	6	30	7	12	41	15	55
% Valid Cases	56%	67%	46%	67%	33%	41%	67%	54%	56%
<b>Lacked qualifications / experience</b>									
Mentions	98	4	2	17	4	9	18	11	33
% Valid Cases	32%	44%	15%	38%	19%	31%	30%	39%	34%
<b>Project Type or Delivery Method</b>									
Mentions	92	3	2	16	4	7	18	9	32
% Valid Cases	30%	33%	15%	36%	19%	24%	30%	32%	33%
<b>Undercapitalized Project</b>									
Mentions	33	0	0	4	2	5	10	3	9
% Valid Cases	11%	0%	0%	9%	10%	17%	16%	11%	9%
<b>Other (please specify)</b>									
Mentions	9	0	0	0	1	2	3	1	2
% Valid Cases	3%	0%	0%	0%	5%	7%	5%	4%	2%

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

	Total	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	305	9	13	45	21	28	61	28	98
<b>\$0 to \$10,000</b>									
Count	47	0	2	8	5	6	3	1	22
Column %	15%	0%	15%	18%	24%	21%	5%	4%	22%
<b>\$10,001 to \$100,000</b>									
Count	132	5	5	19	6	10	30	10	45
Column %	43%	56%	38%	42%	29%	36%	49%	36%	46%
<b>\$100,001 to \$250,000</b>									
Count	72	2	3	11	7	8	15	11	15
Column %	24%	22%	23%	24%	33%	29%	25%	39%	15%
<b>\$250,001 to \$500,000</b>									
Count	34	2	2	3	2	4	7	3	11
Column %	11%	22%	15%	7%	10%	14%	11%	11%	11%
<b>\$500,001 to \$1 million</b>									
Count	15	0	1	1	0	0	6	3	4
Column %	5%	0%	8%	2%	0%	0%	10%	11%	4%
<b>\$1.01 million to \$2.5 million</b>									
Count	5	0	0	3	1	0	0	0	1
Column %	2%	0%	0%	7%	5%	0%	0%	0%	1%
<b>\$2.51 million to \$5 million</b>									
Count	0	0	0	0	0	0	0	0	0
Column %	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
Column %	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
Column %	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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Sample Size	347	10	16	53	22	33	64	29	117
<b>Very Much</b>									
Count	46	1	0	7	2	4	10	5	17
Column %	13%	10%	0%	13%	9%	12%	16%	17%	15%
<b>Somewhat</b>									
Count	128	5	6	19	11	9	18	18	40
Column %	37%	50%	38%	36%	50%	27%	28%	62%	34%
<b>A little</b>									
Count	124	2	9	18	7	12	31	4	40
Column %	36%	20%	56%	34%	32%	36%	48%	14%	34%
<b>Not at all</b>									
Count	49	2	1	9	2	8	5	2	20
Column %	14%	20%	6%	17%	9%	24%	8%	7%	17%

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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	Q8. PLI Provider							
		AIG/Lexington	Beazley	CNA/Schinnerer	RLI	Travelers	AXA XL	Berkley	Others
Valid Cases	335	9	15	51	22	31	63	29	113
<b>Build good relations with clients</b>									
Mentions	37	2	2	6	0	5	9	4	9
% Valid Cases	11%	22%	13%	12%	0%	16%	14%	14%	8%
<b>Expand your firm's business</b>									
Mentions	65	2	1	7	3	5	15	8	24
% Valid Cases	19%	22%	7%	14%	14%	16%	24%	28%	21%
<b>Hire new engineers</b>									
Mentions	14	0	0	0	1	2	4	1	6
% Valid Cases	4%	0%	0%	0%	5%	6%	6%	3%	5%
<b>Hold down costs / remain profitable</b>									
Mentions	73	6	1	7	4	9	16	9	21
% Valid Cases	22%	67%	7%	14%	18%	29%	25%	31%	19%
<b>Hold down fees</b>									
Mentions	73	4	4	8	4	6	14	6	27
% Valid Cases	22%	44%	27%	16%	18%	19%	22%	21%	24%
<b>Maintain good relations with other construction team members</b>									
Mentions	51	3	0	5	3	5	14	7	14
% Valid Cases	15%	33%	0%	10%	14%	16%	22%	24%	12%
<b>Try innovative approaches</b>									
Mentions	97	5	1	14	7	9	17	10	34
% Valid Cases	29%	56%	7%	27%	32%	29%	27%	34%	30%
<b>The threat of claims is not having an impact on our firm</b>									
Mentions	170	2	11	30	12	18	28	10	57
% Valid Cases	51%	22%	73%	59%	55%	58%	44%	34%	50%