



Specialty Auto

Time Period	Written Premium	Earned Premium	Losses Incurred*	Loss Ratio	Quotes	New Policies	Close Ratio	Inforce Policies
2022-YTD	\$355,678	\$358,333	\$100,526	31.8%	2,447	171	7%	813
2021-YTD	\$422,751	\$270,828	\$123,414	49.2%	2,555	247	10%	996
2021	\$1,521,967	\$1,374,697	\$518,724	42.2%	9,534	768	8%	877
2020	\$426,921	\$149,286	\$123,967	87.8%	3,991	262	7%	723
2019	\$0	\$0	\$0		0	0		0

*Retained Only

Motorcycle

Time Period	Written Premium	Earned Premium	Losses Incurred*	Loss Ratio	Quotes	New Policies	Close Ratio	Inforce Policies
2022-YTD	\$38,132	\$18,476	-\$14,940	-82.1%	89	32	36%	463
2021-YTD	\$16,853	\$1,224	-\$14,910	-1217.8%	51	21	41%	123
2021	\$74,161	\$47,590	\$72,188	152.4%	243	108	44%	441
2020	\$5,179	\$1,392	\$43,380	3116.9%	44	12	27%	103
2019	\$0	\$0	\$0		0	0		0

*Retained Only

Total

Time Period	Written Premium	Earned Premium	Losses Incurred*	Loss Ratio	Quotes	New Policies	Close Ratio	Inforce Policies
2022-YTD	\$393,810	\$376,809	\$85,586	25.6%	2,536	203	8%	1,276
2021-YTD	\$439,604	\$272,052	\$108,505	43.1%	2,606	268	10%	1,119
2021	\$1,596,129	\$1,422,288	\$590,912	46.3%	9,777	876	9%	1,318
2020	\$432,100	\$150,678	\$167,348	117.4%	4,035	274	7%	826
2019	\$0	\$0	\$0		0	0		0

*Retained Only

Draw	COLL
Product	AT

	Date Range					Growth		Date Range											
	May-22	May-21	2022-YTD	2021-YTD	MAT	Curr. Month YOY	YTD YOY	May-22	Apr-22	Mar-22	Feb-22	Jan-22	Dec-21	Nov-21	Oct-21	Sep-21	Aug-21	Jul-21	Jun-21
Specialty Auto																			
Quotes	-	719	2,447	2,555	9,406	-100.0%	-4.2%	-	-	889	844	715	652	951	810	839	742	681	727
New Policies	-	59	171	247	692	-100.0%	-30.6%	-	-	62	64	44	46	48	60	54	60	54	61
Close Ratio	-	7.9%	7.0%	9.7%	7.9%	0.0%	-27.7%	-	-	7.1%	7.6%	6.2%	7.1%	5.6%	7.4%	6.4%	6.1%	7.9%	8.4%
Written Premium	-	119,008	355,678	422,751	1,454,895	-100.0%	-35.9%	-	-	144,423	110,373	100,882	111,240	129,898	106,131	114,465	122,552	125,925	120,435
Earned Premium	-	124,310	358,333	270,828	1,462,202	-100.0%	32.3%	-	-	123,720	110,515	124,099	125,309	116,565	121,838	121,223	128,471	125,520	123,934
Incurred Losses	-	794	100,526	123,414	485,835	-100.0%	-18.5%	-	-	48,471	28,745	22,310	57,829	16,749	71,100	70,452	104,019	23,900	15,263
Loss Ratio	-	#DIV/0!	1%	28%	46%	0.0%	-38.4%	#DIV/0!	#DIV/0!	40%	26%	18%	46%	14%	58%	58%	81%	19%	12%
Policies In Force	-	983	813	996	813	-100.0%	-18.4%	-	-	813	786	826	877	900	897	922	964	977	1,003
Motorcycle																			
Quotes	-	29	89	51	281	-100.0%	74.5%	-	-	55	19	15	8	16	16	27	16	22	28
New Policies	-	16	32	21	119	-100.0%	52.4%	-	-	22	6	4	1	3	6	8	8	13	15
Close Ratio	-	55.2%	36.0%	41.2%	42.3%	0.0%	-12.7%	-	-	40.0%	31.6%	26.7%	12.5%	18.8%	37.5%	29.6%	50.0%	59.1%	53.6%
Written Premium	-	14,176	38,132	16,853	95,440	-100.0%	126.3%	-	-	21,786	9,332	7,003	(3,985)	(584)	4,626	3,409	9,058	7,027	11,991
Earned Premium	-	3,198	16,476	1,224	64,842	-100.0%	1409.1%	-	-	7,044	5,669	5,763	5,780	6,085	6,471	6,231	6,361	5,838	4,432
Incurred Losses	-	(522)	(14,940)	(14,910)	72,157	-100.0%	0.2%	-	-	(3,547)	-	(11,393)	26,477	(850)	28,031	17,058	2,600	3,489	5,874
Loss Ratio	-	#DIV/0!	-16.3%	-80.9%	-1218%	0.0%	-93.4%	#DIV/0!	#DIV/0!	-50%	0%	-198%	458%	-14%	433%	274%	41%	60%	133%
Policies In Force	-	145	463	123	463	-100.0%	276.4%	-	-	463	457	439	441	461	461	454	453	454	448
Grand Totals																			
Quotes	-	778	2,536	2,606	9,707	-100.0%	-2.7%	-	-	943	863	730	660	867	826	866	758	703	755
New Policies	-	75	203	268	811	-100.0%	-24.3%	-	-	85	70	48	47	51	66	62	68	67	76
Close Ratio	-	9.6%	8.0%	10.3%	6.4%	0.0%	-22.2%	-	-	9.0%	6.1%	6.6%	7.1%	5.9%	8.0%	7.2%	9.0%	9.5%	10.1%
Written Premium	-	133,184	393,810	439,604	1,550,335	-100.0%	-10.4%	-	-	166,220	119,705	107,886	107,254	129,314	110,756	117,874	131,610	132,952	132,426
Earned Premium	-	127,508	376,809	272,052	1,527,044	-100.0%	38.5%	-	-	130,763	116,184	129,862	131,089	122,650	128,309	127,454	134,822	131,358	128,367
Incurred Losses	-	272	85,586	108,505	567,993	-100.0%	-21.1%	-	-	45,923	28,745	10,918	84,406	15,898	99,131	87,511	106,619	27,399	21,137
Loss Ratio	-	#DIV/0!	0.2%	22.7%	39.9%	0.0%	-43.1%	#DIV/0!	#DIV/0!	35.1%	24.7%	8.4%	64.4%	13.0%	77.3%	68.7%	79.1%	20.9%	16.5%
Policies In Force	-	1,128	1,276	1,119	1,276	-100.0%	14.0%	-	-	1,276	1,243	1,285	1,318	1,361	1,051	1,075	1,118	1,130	1,151



COLL May 2022

Group	COLL
Product	Specialty Auto

	Date Range					Growth		Date Range											
	May-22	May-21	2022-YTD	2021-YTD	MAT	Curr. Month YOY	YTD YOY	May-22	Apr-22	Mar-22	Feb-22	Jan-22	Dec-21	Nov-21	Oct-21	Sep-21	Aug-21	Jul-21	Jun-21
Specialty Auto																			
Quotes	-	749	2,447	2,555	9,426	-100.0%	-4.2%	-	-	888	844	715	652	851	810	839	742	681	727
New Policies	-	59	171	247	692	-100.0%	-30.8%	-	-	63	64	44	46	48	60	54	60	54	61
Close Ratio		8%	7%	10%	7%	0.0%	-27.7%			7%	8%	6%	7%	6%	7%	6%	8%	8%	8%
Written Premium	-	119,008	355,678	422,751	1,454,895	-100.0%	-15.9%	-	-	144,423	110,373	100,882	111,240	129,898	106,131	114,465	122,552	125,925	120,435
Earned Premium	-	124,310	358,333	270,828	1,462,202	-100.0%	32.3%	-	-	123,720	110,515	124,099	125,309	116,565	121,838	121,223	128,471	125,520	123,934
Incurred Losses	-	794	100,526	123,414	495,835	-100.0%	-18.5%	-	-	49,471	28,745	22,310	57,928	16,749	71,100	70,452	104,019	23,900	15,263
Loss Ratio	#DIV/0!	1%	28%	48%	34%	0.0%	-38.4%	#DIV/0!	#DIV/0!	40%	26%	18%	48%	14%	58%	58%	81%	19%	12%
Policies In Force	-	983	813	996	813	-100.0%	-18.4%	-	-	813	786	826	877	900	897	922	964	977	1,003



COLL May 2022

Group	COLL
Product	Motorcycle

	2020 Actual					2021 Budget		2022 Budget								2022 Actual			
	May-22	May-21	2020-YTD	2021-YTD	2021	2020-Month YTD	YTD YTD	May-22	Apr-22	Mar-22	Feb-22	Jan-22	Dec-21	Nov-21	Oct-21	Aug-21	Aug-21	Jul-21	Jun-21
Motorcycle																			
Colours	-	25	31	51	281	-100.0%	74.1%	-	-	55	18	15	8	16	18	27	18	22	28
Blue Polaris	-	18	22	22	118	-100.0%	50.0%	-	-	22	8	4	1	3	8	8	8	12	16
Blue Harley	55.2%	33.0%	41.9%	42.3%	42.3%	0.0%	-12.7%			40.0%	31.8%	26.7%	10.1%	18.8%	37.5%	29.6%	50.0%	58.1%	53.0%
Redline Overhaul	-	16.17%	38.13%	16.85%	95.68%	-100.0%	136.2%	-	-	21.78%	9.33%	7.00%	(1.98%)	(5.80)	6.62%	5.60%	9.09%	7.02%	11.95%
Harley Davidson		3.39%	18.07%	1.02%	84.84%	-100.0%	1408.1%	-	-	7.04%	5.88%	5.76%	5.78%	6.08%	6.07%	6.23%	6.53%	5.63%	4.43%
Harley Davidson		(32.01)	(14.841)	(14.811)	79.317	-100.0%	0.2%	-	-	(13.547)	-	(11.993)	26.477	(859)	28.081	17.058	2.680	3.489	5.871
Blue Harley	#DIV/0!	-18.3%	-80.9%	-127.78%	111.3%	0.0%	-91.0%	#DIV/0!	#DIV/0!	-50.4%	0.0%	-187.7%	-88.1%	-15.0%	933.8%	273.8%	46.8%	59.8%	132.4%
Harley Davidson	-	14%	48%	12%	48%	-100.0%	276.4%	-	-	46%	40.7	439	491	461	154	153	154	153	148



COLL

May 2022

Line Of Business	All
Rate State	All
Coded/Retained	All

Active	Quoting			Producing**	
92	59	64%		12	13%

**Producing is defined as an average of 2 applications written per month

					Values																				
AMS ID	Agency	Address Ln 1	City	State	Written Premium		Earned Premium		Losses Incurred		Loss Ratio		Quotes		New Policies		Close Ratio		Inforce Policies		Quoting		Producing*		
					2022-YTD	2021-YTD	2022-YTD	2021-YTD	2022-YTD	2021-YTD	2022-YTD	2021-YTD	2022-YTD	2021-YTD	2022-YTD	2021-YTD	2022-YTD	2021-YTD	2022-YTD	2021-YTD	2022-YTD	2021-YTD	2022-YTD	2021-YTD	2022-YTD
10032520	Andrew Schuch Agency LLC	130 S Sandusky Ave	Bucyrus	OH	2772.1	3182.74	\$963	\$1,933	\$0	\$300	0.0%	-15.5%	3	13	2	7	66.7%	53.8%	5	6	Y	N	Y	N	
10032524	Joe Potts Insurance Agency LLC	12300 Lorain Ave	Cleveland	OH		39.28		\$1,066	\$0	\$0		0.0%		81		1		1.2%		1		Y	N		
10032528	Napoles Insurance Services LLC	7811 Mad River Rd	Dayton	OH	22346.73	17445.22	\$24,587	\$23,931	\$4,039	\$2,001	16.4%	-8.4%	171	161	8	4	4.7%	2.5%	55	52	Y	Y	Y	N	
10032532	Ed Troy Insurance Agency Inc.	1325 N River St Ste 112	Plains	PA	0		\$0		\$0				2		0		0.0%		0		Y		N	N	
10032539	Tyler Mooney	5 Boulder Ridge Rd Ste 307	Asheville	NC	-1976.39	8034.54	\$4,685	\$8,901	\$7,834	\$51,040	-169.4%	573.4%	1	25	0	10	0.0%	40.0%	10	24	N	Y	N	Y	
10032544	Eshbaugh Insurance Services LLC	101 5th St SE Ste A	Barberton	OH	0	0	\$0	\$0	\$0	\$0			111	27	0	0	0.0%	0.0%	0		Y	Y	N	N	
10032566	Hometown Insurance LLC	1862 Auburn Rd Ste 101	Dacula	GA	6312	2466.41	\$5,612	\$5,483	\$1,021	\$25,827	18.2%	471.1%	1	2	1	0	100.0%	0.0%	5	5	N	Y	N	N	
10032570	Harlow Insurance LLC	848 S 30th St	Heath	OH	3850.82	4045.92	\$1,831	\$2,149	\$0	\$0	0.0%	0.0%	3	7	1	3	33.3%	42.9%	5	5	Y	Y	N	N	
10032576	Papas B Associates LLC	1650 W Market St Ste 21	Akron	OH	\$464.54	7139.28	\$4,943	\$4,530	\$0	\$0	0.0%	0.0%	16	41	1	6	6.3%	14.6%	15	17	Y	Y	N	Y	
10032585	Sellman Insurance Group	38 Monument Sq	Urbana	OH	\$614.96	9781.37	\$6,776	\$8,086	\$11,079	\$3,994	163.5%	-49.4%	44	21	2	0	4.5%	0.0%	19	26	Y	Y	N	N	
10032600	Joseph P Fowler	408 E Wendover Ave	Greensboro	NC	3537.45	12689.36	\$3,992	\$6,386	\$1,025	\$2,315	25.7%	-36.3%	127	95	2	6	1.6%	6.3%	11	18	Y	Y	N	N	
10032735	Scott T Stasko	75 N Market St	Nanticoke	PA	-104.09	1269.69	\$1,150	\$7	\$0	\$0	0.0%	0.0%	1	2	0	1	0.0%	50.0%	2	1	N	Y	N	N	
10032751	Harlan Rossmann Agency Inc	7870 Highway 55	Golden Valley	MN	-4209.71	0	\$1,028	\$0	\$0	\$0	0.0%	0.0%	1	2	0	0	0.0%	0.0%	1		N	Y	N	N	
10032766	Kevin J Halpin Agency Inc	308 N Main St Ste 600	Chalfont	PA	2010.18	1156.71	\$994	\$1,66	\$0	\$0	0.0%	0.0%	1	31	0	1	0.0%	3.2%	1	1	N	Y	N	N	
10032838	The Dansby Group LLC	1521 N Custer Rd Ste 2850	McKinney	TX	0	0	\$0	\$0	\$0	\$0			3	16	0	0	0.0%	0.0%	0	0	Y	Y	N	N	
10033061	Nel Brook B Associates Inc	421 E Catawba St	Belmont	NC	652.03	1043.49	\$453	\$1,759	\$0	\$0	0.0%	0.0%	4	7	0	0	0.0%	0.0%	3	6	Y	Y	N	N	
10033075	Oregon Insurance LLC	815 Lancaster Dr SE	Salem	OR	0	2360.38	\$650	\$2,991	\$0	\$6,143	0.0%	272.3%	52	0	0	0	0.0%		1	4	Y	N	N	N	
10033101	Mike Thompson Insurance Agency LLC	5295 US Hwy Ste 1	Aubrey	TX	-146.34	0	\$73	\$0	\$0	\$0	0.0%	0.0%	33	79	0	0	0.0%	0.0%	0	0	Y	Y	N	N	
10033113	Jill E Clinger Agency LLC	827 E 2nd St	Defiance	OH	0	408	\$275	\$393	\$0	\$0	0.0%	0.0%	0	1	0	0	0.0%		1	2	N	N	N	N	
10033130	McDonald Insurance LLC	1612 Westgate Cir Ste 218	Brentwood	TN	0	2401.72	\$1,210	\$1,816	\$0	\$0	0.0%	0.0%	2	17	0	1	0.0%	5.9%	4	13	Y	Y	N	N	
10033165	Hodge Ethridge Insurance & Financial Services	1501 W Palmetto St	Florence	SC	\$4394.81	33417.24	\$25,027	\$16,915	\$3,071	\$13,048	15.9%	77.1%	71	129	7	12	9.9%	9.3%	36	51	Y	Y	N	Y	
10033185	BTJ Insurance Inc	432 Bell Rd	Nashville	TN	3874.56	11460.74	\$6,350	\$7,625	\$0	\$0	0.0%	0.0%	49	74	1	9	2.0%	12.2%	24	35	Y	Y	N	Y	
10033218	The David Chudyk Agency LLC	916 E N 1st St	Seneca	SC	0	201.38	\$0	\$1,487	\$0	\$0			0	0%	45	22	0	0.0%	0.0%	0	3	Y	Y	N	N
10033221	David Gluckie Insurance Agency LLC	4213 N Holland Sylvania Rd	Toledo	OH	726	416.32	\$363	\$451	\$0	\$0	0.0%	0.0%	0	0	0	0			2	2	N	N	N	N	
10033310	McAfee Insurance Agency LLC	248 E Chestnut Hill Rd	Newark	DE	\$827.27	8937.12	\$3,467	\$6,901	\$0	\$50	0.0%	0.0%	1	7	0	3	0.0%	42.9%	5	8	N	Y	N	N	
10033335	Dewberry Insurance Agency	5700 Kirkwood Hwy Ste 103	Wilmington	DE	1674.24	1733.48	\$670	\$852	\$0	\$0	0.0%	0.0%	1	8	1	1	100.0%	12.5%	4	3	N	Y	N	N	
10033398	Skala Insurance Agency LLC	17747 Chillicothe Rd Ste 201	Chagrin Falls	OH	1242	982.39	\$613	\$361	\$0	\$0	0.0%	0.0%	51	122	0	0	0.0%	0.0%	1	1	Y	Y	N	N	
10033407		11651 State Route 44	Mentua	DE	0	0	\$0	\$0	\$0	\$0			29	28	0	0	0.0%	0.0%	0	0	Y	Y	N	N	
10033829	Sheets Insurance Agency LLC	254 Fox Hunt Dr	Bear	OH	0	4264.12	\$892	\$2,939	\$0	\$0	0.0%	0.0%	0	11	0	0			0	2	N	Y	N	N	
10033959	Soliman Ins B Fin Services LLC	17145 N 51st Ave Ste 106	Glendale	AZ	19441.87	721.01	\$5,718	\$1,884	\$0	\$-45,616	0.0%	-298.1%	611	102	13	1	2.1%	1.0%	21	7	Y	Y	Y	N	
10033967	D'Arcy D Sampall LLC	28 Bound Ave	Milton	PA	0	604.92	\$452	\$26	\$0	\$0	0.0%	0.0%	147	75	0	1	0.0%	1.3%	2	1	Y	Y	N	N	
10033973	R M Bush B Company	340 Eisenhower Dr Bldg 300 A	Savannah	GA	0		\$0		\$0				1		0		0.0%				N				
10034207	Cambridge Insurance Group LLC	1383 E Wheeling Ave	Cambridge	OH	8160.78	12438.76	\$7,246	\$7,512	\$0	\$201,189	0.0%	268.8%	16	21	10	13	62.5%	61.9%	35	43	Y	Y	Y	Y	
10034228	Ludewig Insurance	219 North St	New Martinsville	WV	1339.05	1517.7	\$2,266	\$1,165	\$0	\$0	0.0%	0.0%	1	0	0	0	0.0%		3	2	N	N	N	N	
10034294		2448 National Rd	Wheeling	WV	0		\$0	\$0	\$0	\$0				1		0		0.0%		3				N	N
10034407	Steve McDonald Insurance Agency LLC	117 E Main St	Hebron	OH	5567.31	3647.08	\$3,034	\$2,312	\$0	\$0	0.0%	0.0%	2	4	0	1	0.0%	25.0%	3	3	Y	Y	N	N	
10034438	McDonald Insurance LLC	5820 Stage Rd	Bartlett	TN	3105.71	0	\$2,907	\$0	\$0	\$0	0.0%	0.0%	30	0	2	0	6.7%		6	0	Y	N	N	N	
10034470		15C Old Humboldt Rd	Jackson	TN	246.68	-887.36	\$268	\$26	\$0	\$0	0.0%	0.0%	2	6	0	1	0.0%	16.7%	1	1	Y	Y	N	N	
10034508		905 Windover Rd	Jonesboro	AR			\$0	\$0	\$0	\$0				1		0		0.0%		0		N		N	
10034515	Cambridge Insurance Group LLC	853 S High St	Columbus	OH	1800.27	514.37	\$1,055	\$1,209	\$8,282	\$0	785.0%	0.0%	4	3	1	0	25.0%	0.0%	3	4	Y	Y	N	N	
10034530	McMillin Insurance Group Inc	807 Main St	Paris	KY	1338.53	2583.2	\$827	\$1,700	\$10,000	\$-89,294	1209.7%	-546.8%	269	178	1	6	0.4%	3.4%	6	11	Y	Y	N	N	
10034561	Wade Hunt Insurance Group LLC	502 W Oak St Ste 102	Denton	TX	6945.3	8523.99	\$5,840	\$6,156	\$-422,893	\$0	-392.0%	0.0%	170	230	0	0	0.0%	0.0%	20	27	Y	Y	N	N	
10034596	Michael A Buffo Agency	2605 B Sunset Blvd	Staubenville	OH	21198.56	32339.47	\$20,727	\$23,793	\$11,304	\$3,743	54.5%	15.8%	45	73	19	41	42.2%	56.2%	84	94	Y	Y	Y	Y	
10034601		2426 Pennsylvania Ave	Weirton	WV	4177.88	3662.25	\$1,834	\$2,280	\$0	\$0	0.0%	0.0%	17	21	4	6	23.5%	28.6%	12	12	Y	Y	N	N	
10034708	Michelle Allen Agency Inc	323 Westview Dr	Villa Rica	GA	0		\$0	\$0	\$0	\$0				2		0		0.0%				Y		N	
10034773	Stan Prajzner Inc	401 Lakeside Dr	Southampton	PA	0	0	\$229	\$208	\$0	\$0	0.0%	0.0%	0	3	0	0			0	1	N	Y	N	N	
10034879	AI Insurance Services Inc	701 Central Ave	St Michael	MN	9895.83	3379.28	\$3,247	\$3,90	\$553	\$0	17.0%	0.0%	12	4	4	4	33.3%	100.0%	16	7	Y	Y	N	N	
10034899	McAfee Insurance Agency LLC	1816 W 4th St	Wilmington	DE	7326.14	21975.52	\$14,777	\$16,588	\$14,652	\$12,649	100.5%	76.3%	22	79	1	11	4.5%	13.9%	15	19	Y	Y	N	Y	
10035185	Michael McDowen Agency Inc	607 N 2nd St	Albemarle	NC	1959	1584	\$2,488	\$1,895	\$0	\$0	0.0%	0.0%	3	10	0	0	0.0%	0.0%	5	4	Y	Y	N	N	
10035195		127 S Greene St	Wadesboro	NC	8117.84	6718.3	\$5,600	\$6,961	\$-636	\$150	-11.4%	2.2%	3	9	1	1	33.3%	11.1%	9	14	Y	Y	N	N	
10035205	Mark Shannon Dean	3604 36th St	Nitro	WV	-2668.33	-130.2	\$957	\$751	\$0	\$0	0.0%	0.0%	7	7	0	0	0.0%	0.0%	9	9	Y	Y	N	N	
10035228	Gerber Insurance Agency Inc	0		OH	0		\$0	\$0	\$0					1		0		0.0%		0		N		N	
10035234		63 Executive Center Dr	Chillicothe	OH	886.61	1024.02	\$376	\$240	\$63	\$644	21.9%	267.9%	0	0	0	0			1	2	N	N	N	N	

10036381	McCrady Jones Insurance LLC	2121 Pike St	Parkersburg	WV	2996.06	1984.26	\$1,831	-4264	-42,600	\$0	-142.0%	0.0%	21	24	3	2	14.3%	6.3%	12	10	Y	Y	N	N
10036458	The Blankenship Agency LLC	2081 Fincastle	Tazewell	VA	0	0	\$0	\$0	\$0	\$0			1	13	0	0	0.0%	0.0%	0	0	N	Y	N	N
10036641	Patrick Daughtry Agency Inc	525 Clubhouse Dr Ste 260	Peachtree City	GA	0	0	\$0	\$0	\$0	\$0			1	4	0	0	0.0%	0.0%	0	0	N	Y	N	N
10036677	Kimberly H Bell	4601 Pennsylvania Ave	Charleston	WV	12989.56	23759.18	\$14,675	\$6,952	\$0	\$189	0.0%	2.7%	33	43	19	29	57.6%	67.4%	51	58	Y	Y	Y	Y
10036811	Rick Allen Insurance Agency LLC	834 Ritter Dr	Beaver	WV	2997.31	2502.59	\$1,927	\$1,167	\$0	\$0	0.0%	0.0%	4	15	1	2	25.0%	13.3%	6	6	Y	Y	N	N
10036815		321 Main St	Rainelle	WV	3553.54	5890.04	\$5,781	\$2,779	\$0	\$0	0.0%	0.0%	11	16	7	6	63.6%	37.5%	20	15	Y	Y	Y	Y
10037071	David Evans Insurance Agency Inc	205 W Blue St	Saint Pauls	NC	14624.17	7286.34	\$18,289	\$8,344	\$19,271	\$4,793	105.4%	51.3%	29	17	2	4	6.9%	23.5%	33	20	Y	Y	N	N
10037074		1575 N Roberts Ave	Lumberton	NC	631	0	\$38	\$0	\$0	\$0	0.0%		2	1	1	0	50.0%	0.0%	1		Y	N	N	N
10037444	Panichelle Financial Group LLC	4345 Old William Penn Hwy	Murrysville	PA	13791.68	0	\$1,967	\$0	\$0	\$0	0.0%		9	1	0	0	0.0%	0.0%	292	0	Y	N	N	N
10037796	America's Trusted Insurance Group LLC	263 W 5th St	Marysville	OH	-558.89		\$1,577		\$0		0.0%		0		0				1		N		N	
10037797		4130 Alexandria Pike	Cold Spring	KY	0	67.51	\$0	\$11	\$0	\$0		0.0%	1	1	0	0	0.0%	0.0%		1	N	N	N	N
10037798		1690 N Limestone St	Springfield	OH	3957.84	313.1	\$2,477	-510	\$13,455	\$0	543.3%	0.0%	7	1	4	1	57.1%	100.0%	13	13	Y	N	N	N
10038556	The Bates Insurance Group Inc	6176 Hwy 276 NE	Covington	GA	-11.6	1363.55	\$23	\$167	\$0	\$5,223	0.0%	2788.9%	1	18	0	2	0.0%	11.1%		7	N	Y	N	N
10039102	Michael A Buffo Agency - BDL	2605 S Sunset Blvd	Staubenville	OH	-221.15		\$48		\$0		0.0%		0		0				0		N		N	
10039504	Kris D Rogers & Associates Inc	635 Molly Ln Ste 210	Woodstock	GA	0	0	\$459	\$0	\$0	\$0	0.0%		2	10	0	0	0.0%	0.0%	2	0	Y	Y	N	N
10040925	Guldelight Insurance Solutions Inc	218 Rosman Hwy	Brevard	NC	11386.95	11371.54	\$9,558	\$1,084	\$0	\$3,158	0.0%	291.3%	0	1	0	1		100.0%	18	27	N	N	N	N
10040945		230 Main St	Bryson City	NC	8049.26	2425.34	\$5,231	\$459	\$390	\$0	7.5%	0.0%	0	0	0	0			13	18	N	N	N	N
10040946		12300 Hwy 226 South	Spruce Pine	NC	5171.3	4013.86	\$5,125	\$652	\$4,868	\$281	95.0%	43.0%	0	1	0	0		0.0%	14	21	N	N	N	N
10041602	Regal Insurance Agency Services	416 E Irving Blvd	Irving	TX	0	0	\$0	\$0	\$0	\$0			1	7	0	0	0.0%	0.0%	0	0	N	Y	N	N
10041712	Moulton Insurance Group	221 E Kingston Ave	Charlotte	NC	10254.38	7318.14	\$9,933	\$361	\$3,194	\$0	32.2%	0.0%	20	3	2	2	10.0%	66.7%	16	17	Y	Y	N	N
10041716		4520 Mint Hill Village Dr	Mint Hill	NC	0	0	\$0	\$0	\$0	\$0	0.0%		1	1	0	0	0.0%	0.0%	0		N	N	N	N
10042642		1050 Lexington Ave	Mansfield	OH	1398	342	\$692	\$17	\$0	\$0	0.0%	0.0%	2	0	0	0	0.0%		3	2	N	N	N	N
10042647	Mahotra & Associates LLC	779 Court St S	Lewisburg	WV	2261.58	1861.52	\$907	\$150	\$0	\$0	0.0%	0.0%	4	2	2	0	50.0%	0.0%	4	6	Y	N	N	N
10042648		126 W Spring St	St Marys	OH	-1080		-9201		\$0		0.0%		4		1		25.0%		8		Y		N	
10042697	Edwards Insurance Agency & Financial Services Inc	16239 Northwestern Pike	Augusta	WV	1955.2	-74.62	\$1,061	\$1	\$0	\$0	0.0%	0.0%	4	1	2	0	50.0%	0.0%	4	2	Y	N	N	N
10044978	Stormie Speaks Insurance Agency Inc	328 N Main St	Walnut Cove	NC	0.64		\$233		\$0		0.0%		5	1			20.0%		4		Y		N	
10045648	Kirtley Insurance Services Inc	111 State Rte 19 Ste C	Hurricane	WV	1607.42		\$5,109		\$0		0.0%		14		4		28.6%		11		Y		N	
10046427	Hoban Insurance Agency	18 Hickory St	Frankford	DE	12035.65		\$15,280		\$1,875		12.3%		15		4		26.7%		23		Y		N	
10047339	The Ausband Agency Inc	1011 Paris Rd Ste 337	Mayfield	KY	12134.16		\$11,864		-41,241		-10.5%		16		6		37.5%		24		Y		Y	
10049408	Nicole McLarny	54 Market St	Peterstown	WV	867.24		\$420		\$0		0.0%		4		1		25.0%		1		Y		N	
10055254	Dwms Insurance & Financial Services Inc	107 E Church St	Rose Hill	NC	10625.05		\$1,530		\$2,000		130.7%		29		22		75.9%		88		Y		Y	



COLL

May 2022

AMS ID All
Line Of Business All

**Producing is defined as an average of 2 applications written per month.

Rate State	Time Period	Written Premium	Earned Premium	Losses Incurred	Loss Ratio	Quotes	New Policies	Close Ratio	Inforce Policies	Total Locations	% Quoting	% Producing**
AR	2022-YTD	\$2,194	\$148	\$0	0.0%	6	3	50.0%	4	1	100%	0%
	2021-YTD	\$0	\$51	\$0	0.0%	3	0	0.0%	1	2	0%	0%
AZ	2022-YTD	\$19,442	\$5,718	\$0	0.0%	611	13	2.1%	21	1	100%	100%
	2021-YTD	\$721	\$1,884	-\$5,616	-298.1%	102	1	1.0%	7	1	100%	0%
CA	2022-YTD	\$40,167	\$40,180	\$3,420	8.5%	17	7	41.2%	31	0	0%	0%
	2021-YTD	\$51,377	\$38,795	\$5,956	15.4%	223	13	5.8%	165	0	0%	0%
DE	2022-YTD	\$24,663	\$35,087	\$16,727	47.7%	39	6	15.4%	47	5	40%	0%
	2021-YTD	\$36,910	\$27,080	\$12,699	46.9%	104	15	14.4%	32	4	100%	25%
FL	2022-YTD	\$0	-\$196	\$0	0.0%	0	0		1	1	0%	0%
GA	2022-YTD	\$6,300	\$6,094	\$1,021	16.8%	6	1	16.7%	7	6	17%	0%
	2021-YTD	\$5,840	\$6,636	\$31,050	467.9%	36	2	5.6%	13	6	83%	0%
KY	2022-YTD	\$28,017	\$21,477	\$19,159	89.2%	320	23	7.2%	55	5	80%	60%
	2021-YTD	\$17,311	\$7,933	\$6,181	77.9%	265	26	9.8%	45	4	75%	50%
MD	2022-YTD	\$0	\$155	\$0	0.0%	3	0	0.0%	1	1	100%	0%
	2021-YTD	\$0	\$0	\$0		1	0	0.0%	1	2	0%	0%
MN	2022-YTD	\$5,686	\$4,275	\$553	12.9%	13	4	30.8%	17	2	50%	0%
	2021-YTD	\$3,379	\$390	\$0	0.0%	6	4	66.7%	7	2	100%	0%
MS	2021-YTD	\$0	\$0	\$0		0	0		0	1	0%	0%
NC	2022-YTD	\$77,604	\$90,440	\$61,974	68.5%	215	30	14.0%	266	15	67%	7%
	2021-YTD	\$96,657	\$45,720	\$68,111	149.0%	314	36	11.5%	270	13	62%	8%
OH	2022-YTD	\$84,744	\$77,888	\$48,242	61.9%	508	49	9.6%	256	21	67%	14%
	2021-YTD	\$94,502	\$81,634	\$18,280	22.4%	607	78	12.9%	275	20	65%	20%
OR	2022-YTD	\$0	\$650	\$0	0.0%	52	0	0.0%	1	1	100%	0%
	2021-YTD	\$2,360	\$2,991	\$8,143	272.3%	0	0		4	1	0%	0%
PA	2022-YTD	\$15,698	\$4,988	\$0	0.0%	160	0	0.0%	297	6	50%	0%
	2021-YTD	\$3,031	\$407	\$0	0.0%	113	3	2.7%	4	6	67%	0%
SC	2022-YTD	\$26,731	\$25,662	\$3,971	15.5%	131	8	6.1%	37	3	100%	33%
	2021-YTD	\$33,618	\$18,402	\$13,048	70.9%	151	12	7.9%	54	2	100%	50%
TN	2022-YTD	\$7,227	\$10,580	\$0	0.0%	80	3	3.8%	34	4	100%	0%
	2021-YTD	\$12,975	\$9,666	\$0	0.0%	97	11	11.3%	48	4	75%	25%
TX	2022-YTD	\$6,799	\$5,914	-\$22,893	-387.1%	208	0	0.0%	20	5	60%	0%
	2021-YTD	\$8,524	\$6,156	\$0	0.0%	369	0	0.0%	27	5	100%	0%
VA	2022-YTD	\$0	\$0	\$0		1	0	0.0%	0	1	0%	0%
	2021-YTD	\$0	\$0	\$0		13	0	0.0%	0	1	100%	0%
WA	2022-YTD	\$0	\$324	\$0	0.0%	0	0		0	0	0%	0%
	2021-YTD	\$13,292	\$1,343	\$0	0.0%	11	2	18.2%	10	0	0%	0%
WV	2022-YTD	\$48,537	\$47,426	\$4,030	8.5%	166	56	33.7%	181	13	92%	23%
	2021-YTD	\$59,106	\$22,964	\$189	0.8%	191	65	34.0%	156	12	67%	25%

[illegible]