

NEWS RELEASE – FOR IMMEDIATE RELEASE

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**COMMERCIAL P/C PRICING DECLINED IN
FIRST QUARTER OF 2015, ACCORDING TO CIAB SURVEY**

Please note that the chart titled *By-Line First Quarter 2015 Rate Changes Ranged From -4.0% to +1.5%* on page 4 has been updated as of April 23, 2015, to reflect an error from the original chart. Rather than rising 3.7% (which the original Barclays chart indicated), Umbrella rates for “All Regions” actually dropped 2.1%. We regret the error.

WASHINGTON, D.C. – April 21, 2015 – The commercial property/casualty market continued to soften in the first quarter of 2015, according to The Council of Insurance Agents & Brokers’ most recent quarterly Commercial P/C Market Index Survey.

On average, small, medium and large accounts fell 2.3 percent, compared with 0.7 percent in the 4th quarter of last year. Large accounts saw the steepest drop of 3.7%, while medium sized accounts fell 2.7%. Small accounts were relatively flat.

“The trend of falling prices we saw in the fourth quarter of 2014, continued into the first quarter of this year,” said Ken A. Crerar, president/CEO of The Council. “Last quarter, buyers gained some advantage as pricing slid across the board and across all regions for most lines of business. A relatively calm catastrophe season, with the exception of the harsh winter in the Northeast, helped push commercial property pricing down in most of the country. Also, the passage of TRIA reauthorization seemed to settle that market,” Crerar noted.

Average First Quarter 2015 Commercial Pricing Declined

	Small Accounts	Medium Accounts	Large Accounts	Avg
First Quarter 2015	-0.5%	-2.7%	-3.7%	-2.3%
Fourth Quarter 2014	1.1%	-0.9%	-2.2%	-0.7%
Third Quarter 2014	1.1%	0.3%	-1.1%	0.1%
Second Quarter 2014	1.2%	-0.2%	-2.6%	-0.5%
First Quarter 2014	3.0%	1.6%	-0.1%	1.5%
High (4Q01)	20.8%	31.7%	33.0%	28.5%
Low (3Q07)	-10.0% (1Q08)	-15.0%	-15.9%	-13.6%

Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

Plentiful capacity continued to dampen pricing as carriers scrambled to book new business. Most of the brokers responding to the survey reported an actively competitive market. In the Northeast, brokers said carriers were

“more aggressive” with a “much broader appetite” and offered “lower deductibles, multi-year deals.” Or as one broker said, carriers were “hungry, hungry, hungry.” Midwestern brokers reported “aggressive carriers” and that “downward pressure on pricing was greater than three months ago.”

Other regions reported similar trends: “Broader risk selection; more flexibility in terms, conditions and pricing” (Southwest); “reduced deductibles higher capacity” (Southeast); and “soft market, lots of property capacity” (Pacific Northwest).

Property pricing fell in most of the country for properties without CAT exposures or losses. However, the Northeast coastal area, which was hit by record-breaking snowfall last winter, did see some tightening and slightly higher deductibles for roof damage caused by ice damming.

Loss experience continued to be a factor in underwriting. While willing to negotiate on pricing, carriers were still looking for good loss histories. As a broker from the Midwest summed it up, “Good accounts being marketed got very competitive pricing. Bad accounts got increases.”

Demand for commercial insurance remained strong with even stronger interest in cyber liability than last quarter. With stories of cyber hacks almost a daily item on the news, business clients of all sizes were taking note of their risks.

The Council’s survey is the oldest source of commercial property-casualty market conditions, pricing practices and trends, dating back to 1999.

The Council of Insurance Agents & Brokers is the premier association for the top regional, national and international commercial insurance and employee benefits intermediaries worldwide. Council members are market leaders who annually place 85 percent of U.S. commercial property/casualty insurance premiums and administer billions of dollars in employee benefits accounts. With expansive international reach, The Council fosters industry wide relationships around the globe by engaging lawmakers, regulators and stakeholders to promote the interests of its members and the valuable role they play in the mitigation of risk for their clients.

Founded in 1913, The Council is based in Washington, D.C.

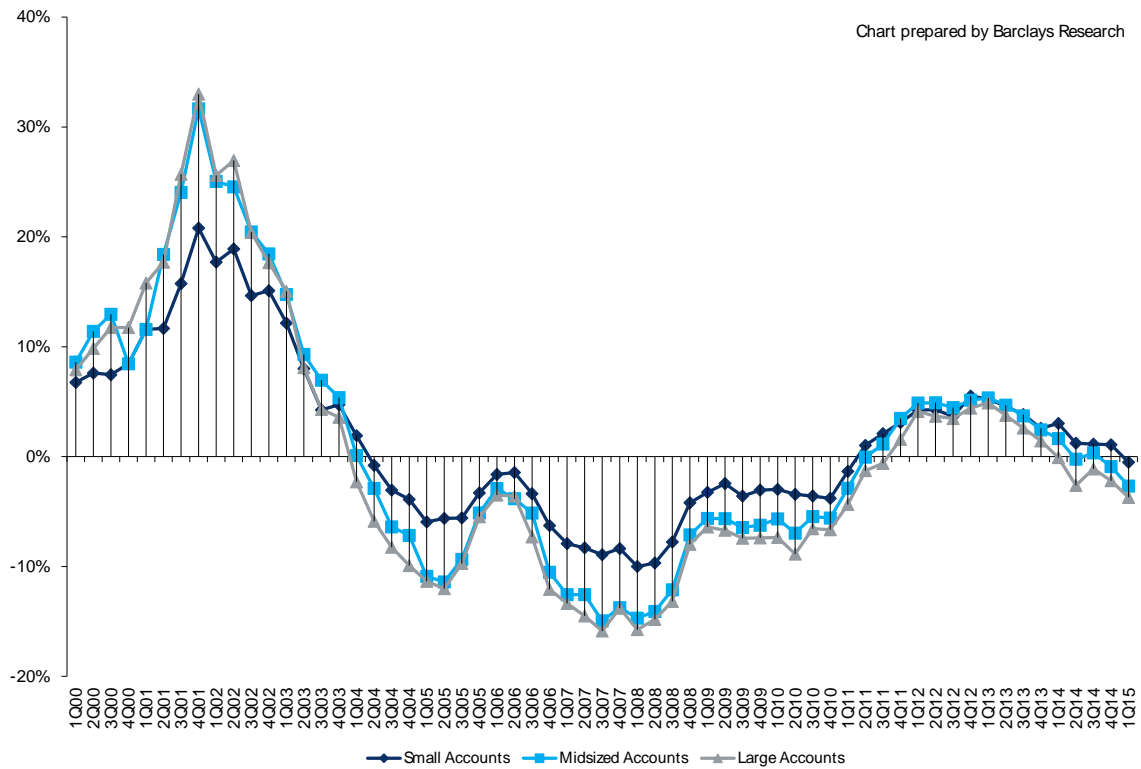
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Average First Quarter 2015 Commercial Pricing Declines

	Small Accounts	Medium Accounts	Large Accounts	Avg
First Quarter 2015	-0.5%	-2.7%	-3.7%	-2.3%
Fourth Quarter 2014	1.1%	-0.9%	-2.2%	-0.7%
Third Quarter 2014	1.1%	0.3%	-1.1%	0.1%
Second Quarter 2014	1.2%	-0.2%	-2.6%	-0.5%
First Quarter 2014	3.0%	1.6%	-0.1%	1.5%
High (4Q01)	20.8%	31.7%	33.0%	28.5%
Low (3Q07)	-10.0% (1Q08)	-15.0%	-15.9%	-13.6%

Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

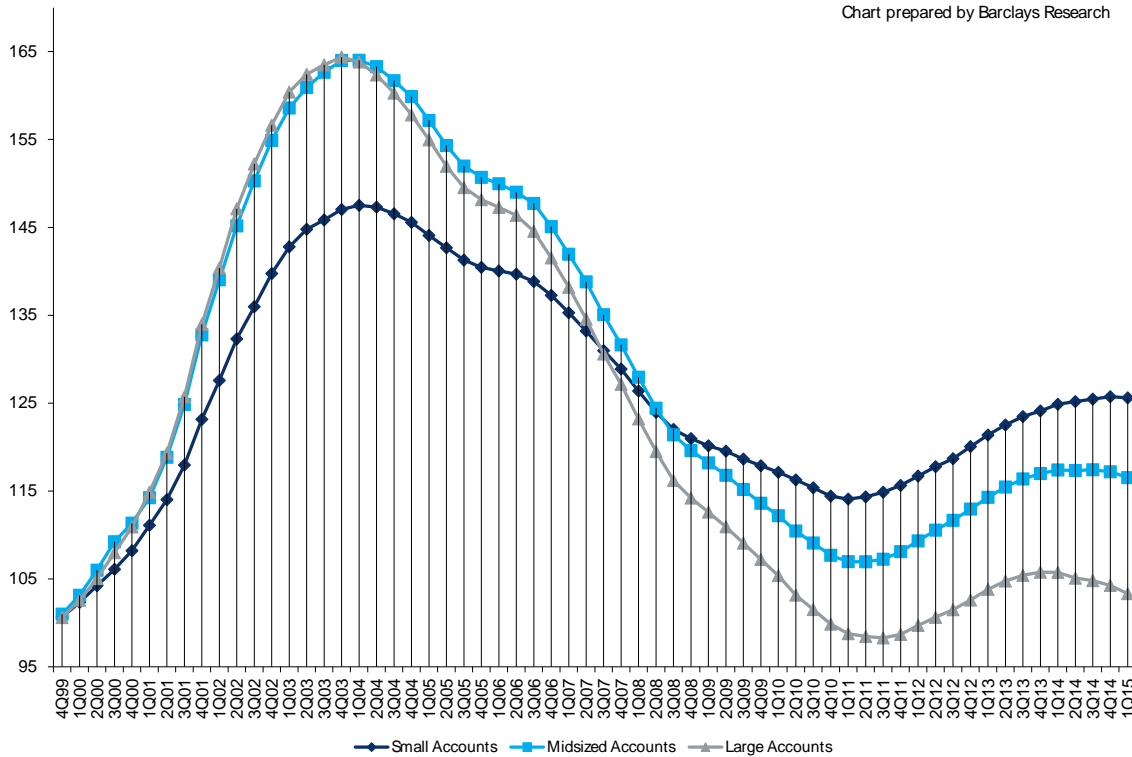
Average Commercial Premium Rate Changes by Account Size



Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

Cumulative Quarterly Rate Increases by Account Size

Chart prepared by Barclays Research



Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

By-Line First Quarter 2015 Rate Changes Ranged From -4.0% to +1.5%

	Comm'l Auto	Workers' Comp	Comm'l Property	Gen'l Liability	Umbrella	Average
First Quarter 2015	1.5%	-0.4%	-4.0%	-2.2%	-2.1%	-1.5%
Fourth Quarter 2014	3.0%	0.7%	-2.2%	-0.4%	-0.3%	0.1%
Third Quarter 2014	2.6%	2.3%	-1.6%	0.6%	0.6%	0.9%
Second Quarter 2014	1.7%	3.1%	-2.6%	0.1%	0.3%	0.5%
First Quarter 2014	3.3%	4.1%	0.0%	1.5%	1.7%	2.1%
High	28.6%	24.9%	45.4%	26.0%	51.9%	35.3%
Low	-11.6%	-12.3%	-15.0%	-13.6%	-13.5%	-13.2%

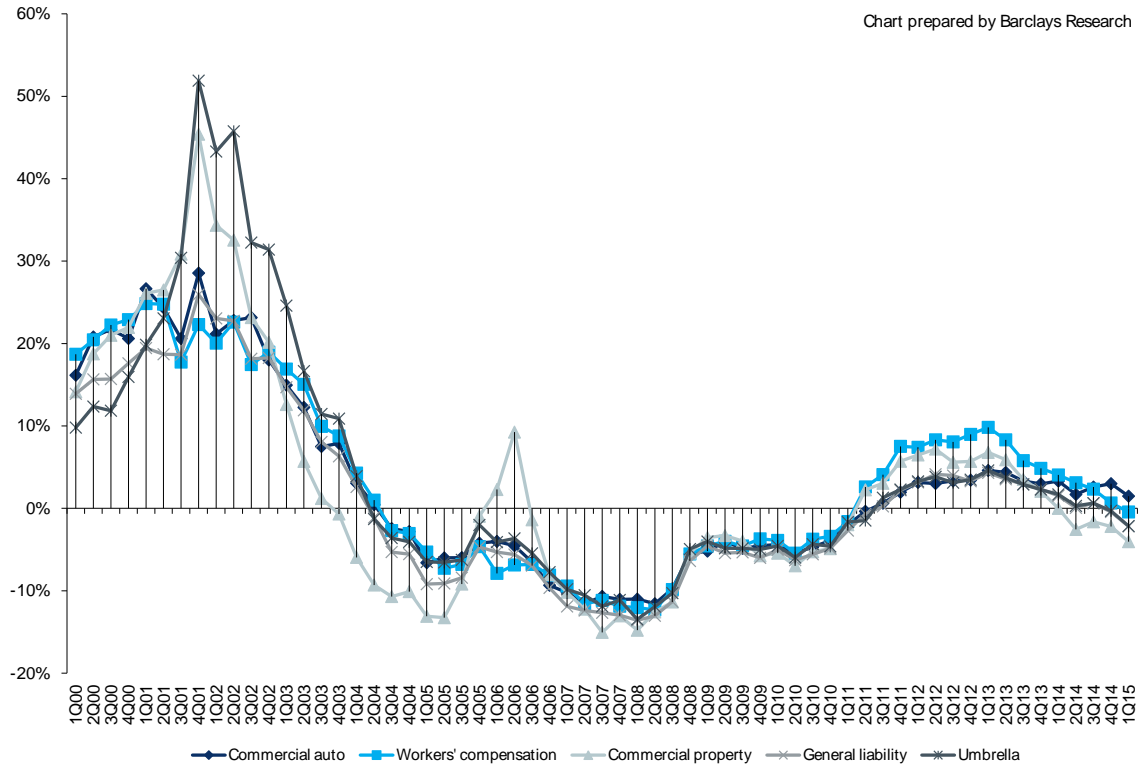
Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

Rate Changes in Other Lines

First Quarter 2015 Rate Changes in Other Lines			
	1Q15	High	Low
Business interruption	-2.2%	28.8%	-10.2%
Construction	-0.7%	38.7%	-10.7%
D&O liability	1.4%	32.4%	-8.7%
Employment practices	2.4%	21.9%	-8.1%
Surety bonds	-0.2%	11.2%	-2.3%

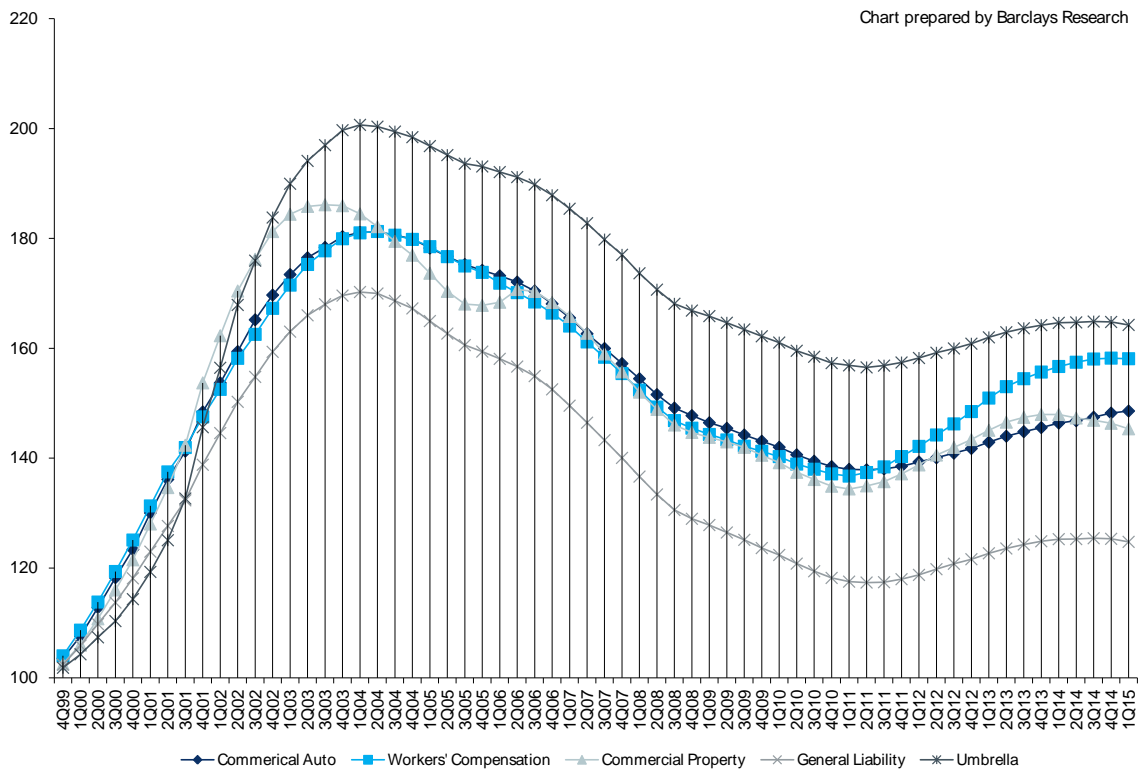
Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

Average Commercial Rate Increases by Line

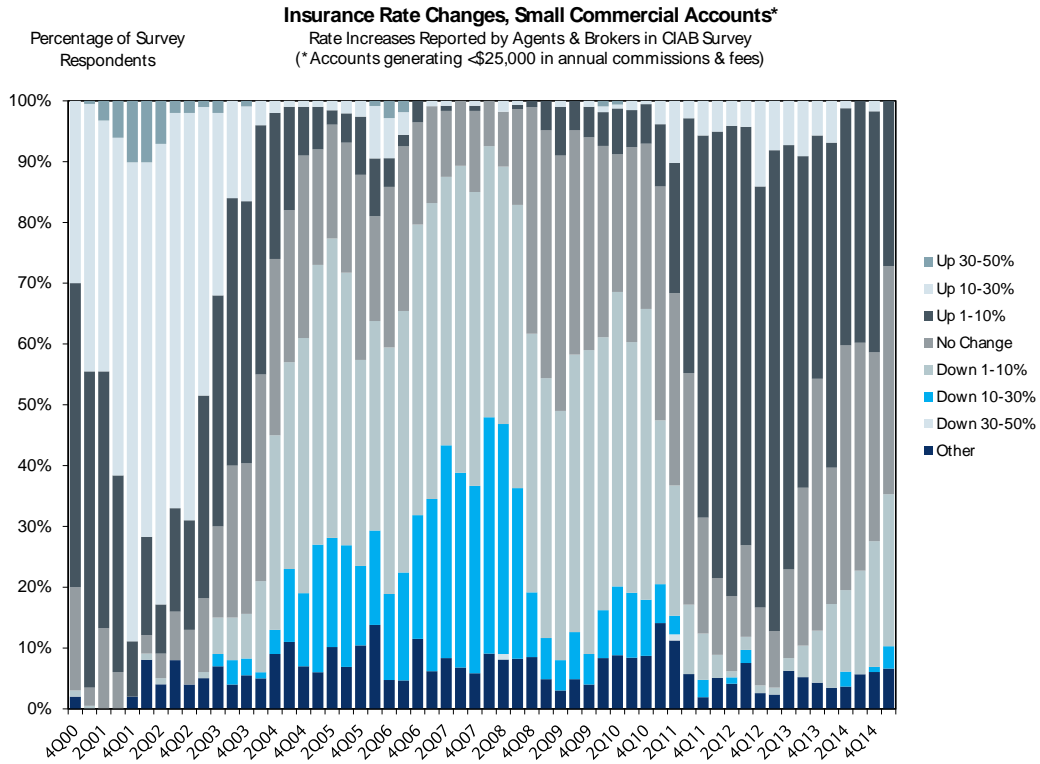


Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

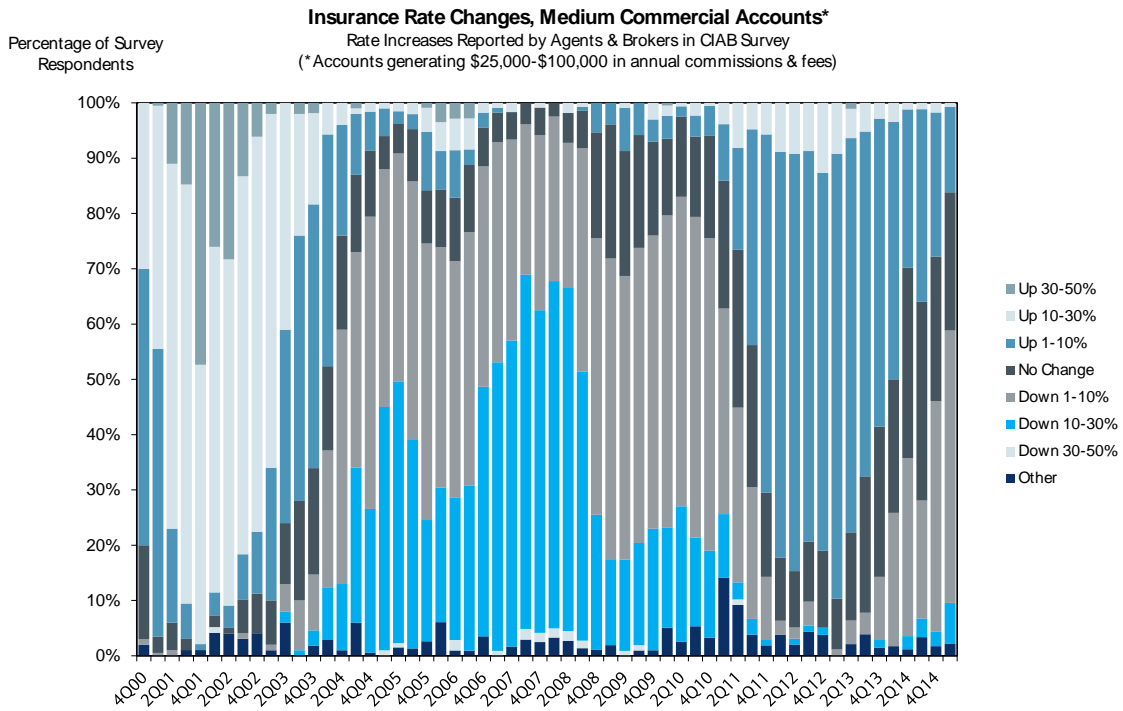
Cumulative Quarterly Rate Increases by Line



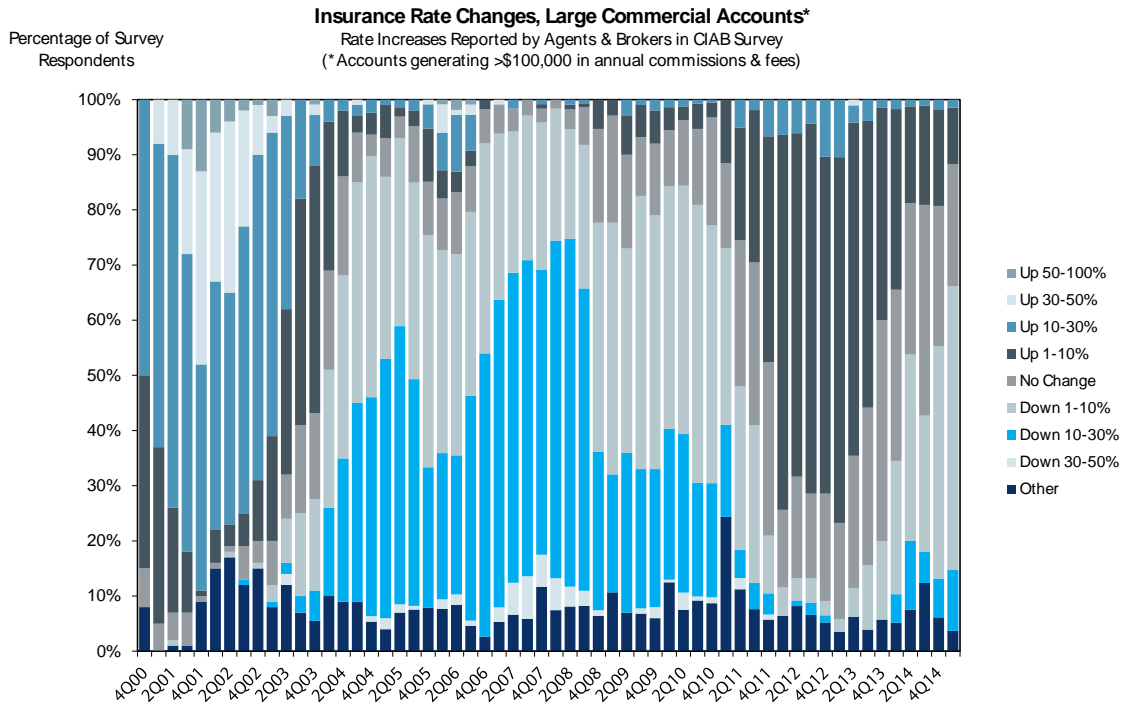
Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.



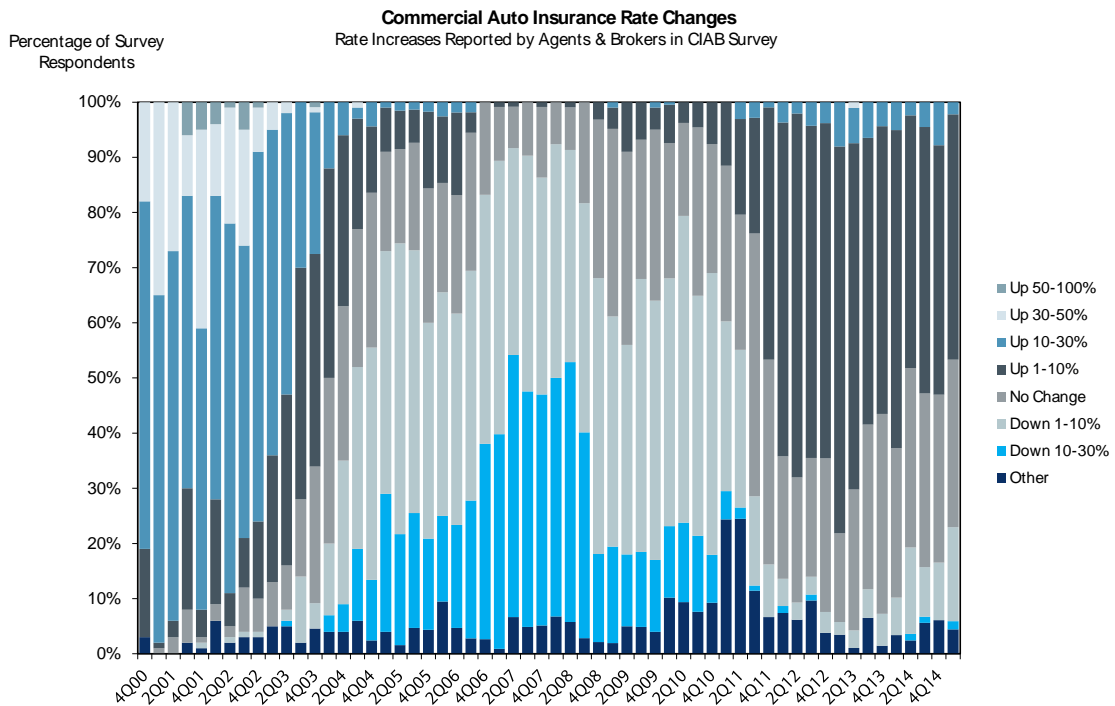
Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.



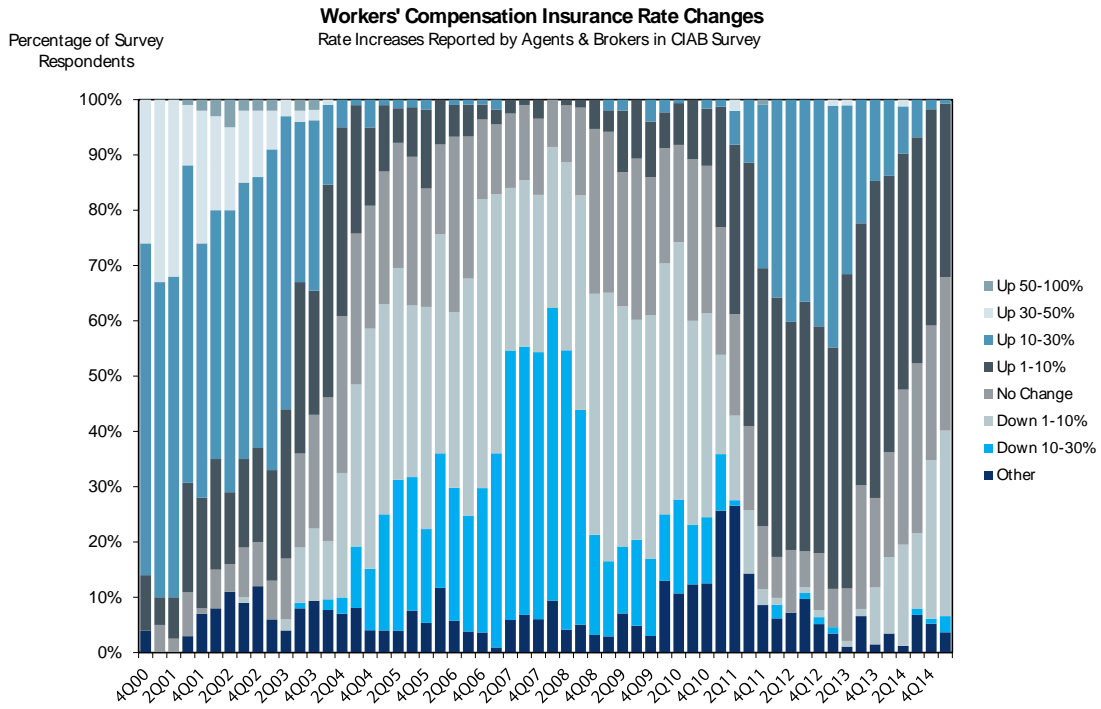
Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.



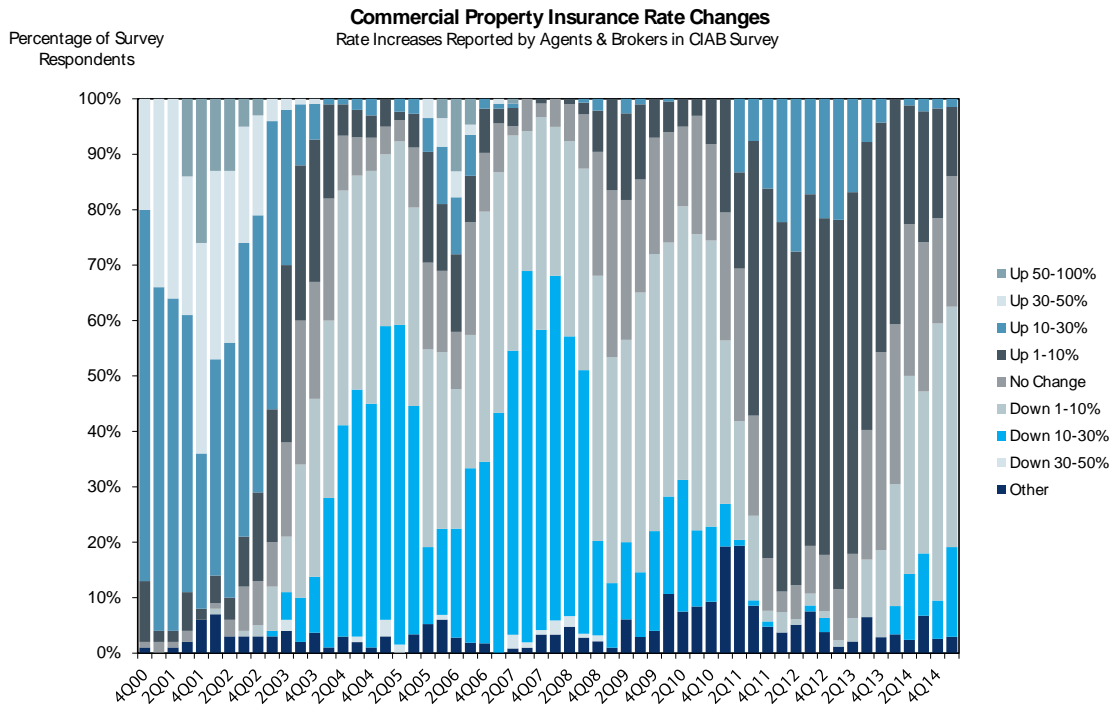
Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.



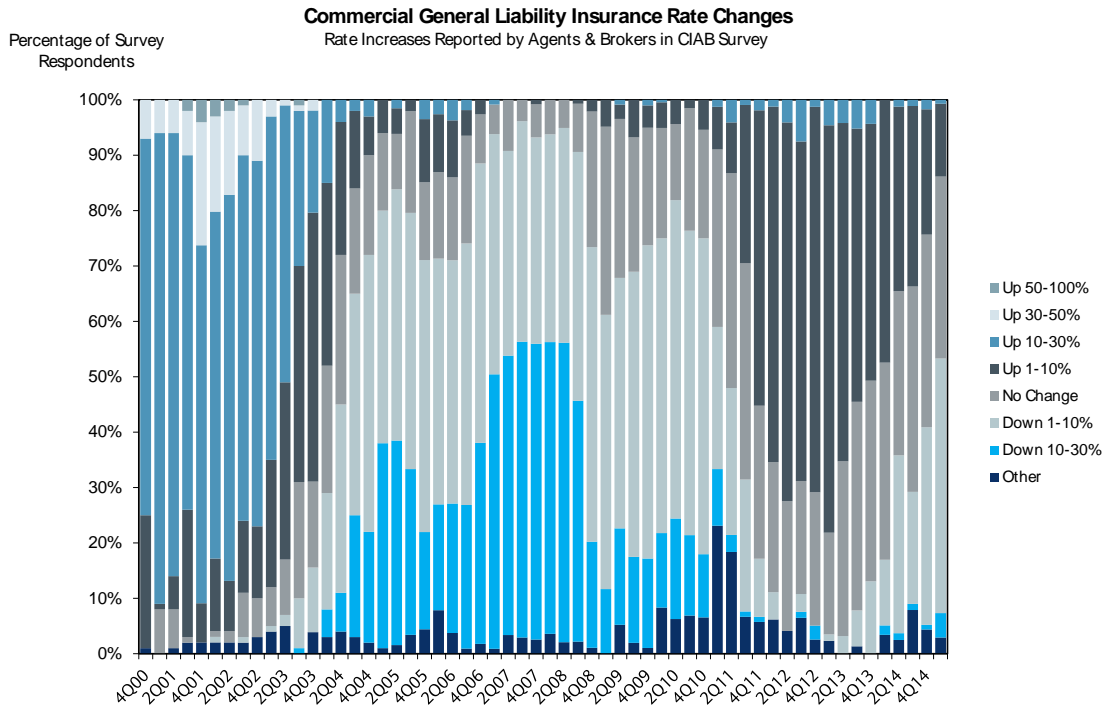
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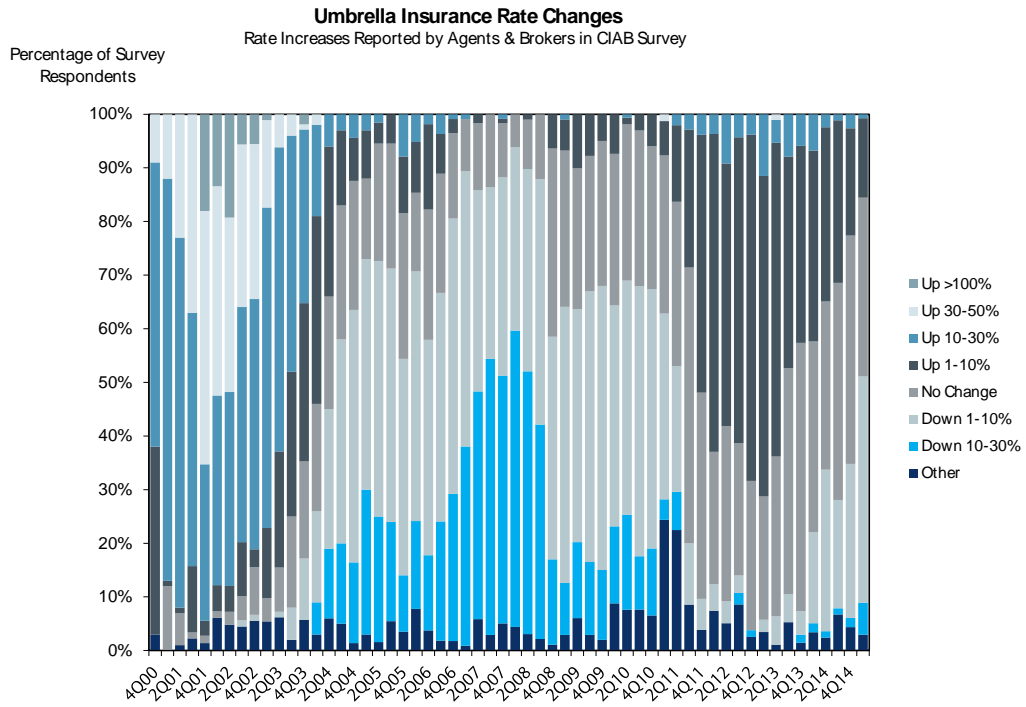
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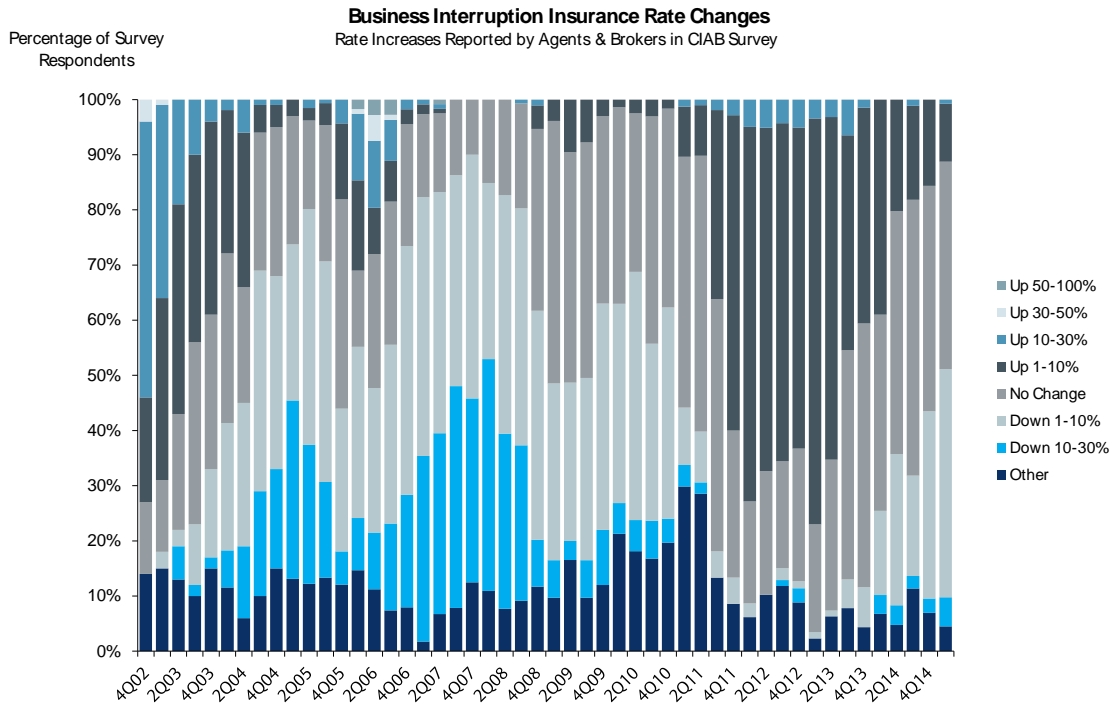
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Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

Commercial Property – Casualty Market Survey

1st Quarter 2015 Released: April 2015

Below are the survey results for: **ALL REGIONS**

1. On average, how have premium rates changed over the last three months (January 1, 2015 - March 31, 2015) for the following accounts? Please check N/A if you don't know or don't handle the type of account.

	1 Down 30-40%	2 Down 20-30%	3 Down 10-20%	4 Down 1-10%	5 No Change	6 Up 1-10%	7 Up 10-20%	8 Up 20-30%	9 Up 30-50%	10 Up 50- 100%	N/A
Small (<\$25K Comm. & Fees)	0.00%	0.74%	2.94%	25.00%	37.50%	27.20%	0.00%	0.00%	0.00%	0.00%	6.62%
Medium (\$25K – \$100K)	0.00%	0.00%	7.35%	49.26%	25.00%	15.44%	0.74%	0.00%	0.00%	0.00%	2.21%
Large (>\$100K)	0.00%	2.21%	8.82%	51.47%	22.06%	10.29%	1.47%	0.00%	0.00%	0.00%	3.68%

2. How much have premium rates changed over the last three months (January 1, 2015 - March 31, 2015) for the following lines? Please check N/A if you don't know or don't handle the line.

	1 Down 30-40%	2 Down 20-30%	3 Down 10-20%	4 Down 1-10%	5 No Change	6 Up 1-10%	7 Up 10-20%	8 Up 20-30%	9 Up 30-50%	10 Up 50- 100%	N/A
Business Interruption	0.00%	0.00%	5.26%	41.35%	37.59%	10.53%	0.75%	0.00%	0.00%	0.00%	4.52%
Commercial Auto	0.00%	0.00%	1.48%	17.04%	30.37%	44.44%	2.22%	0.00%	0.00%	0.00%	4.45%
Commercial Property	0.00%	2.94%	13.24%	43.38%	23.53%	12.50%	1.47%	0.00%	0.00%	0.00%	2.94%
Construction Risks	0.00%	0.00%	2.94%	28.68%	30.88%	17.65%	2.20%	0.00%	0.00%	0.00%	17.65%
D & O	0.00%	0.00%	0.00%	14.81%	39.26%	33.33%	0.74%	1.48%	0.00%	0.00%	10.38%
Flood Insurance	0.00%	0.00%	0.75%	8.21%	47.76%	21.64%	4.48%	0.75%	0.00%	0.00%	16.42%
Employment Practices	0.00%	0.00%	0.00%	13.33%	38.52%	31.85%	5.93%	2.22%	0.00%	0.00%	8.15%
General Liability	0.00%	0.00%	4.38%	45.99%	32.85%	13.14%	0.73%	0.00%	0.00%	0.00%	2.91%
Marine	0.00%	0.00%	5.97%	31.34%	38.81%	8.96%	0.00%	0.00%	0.00%	0.00%	14.92%
Medical Malpractice	0.00%	0.00%	1.50%	16.54%	24.06%	9.02%	0.75%	0.00%	0.00%	0.00%	48.13%
Surety Bonds	0.00%	0.00%	0.75%	8.96%	46.27%	4.48%	0.75%	0.00%	0.00%	0.00%	38.79%
Terrorism	0.00%	0.00%	3.02%	9.09%	59.09%	7.58%	0.76%	0.76%	0.00%	0.00%	19.70%
Umbrella	0.00%	0.00%	5.93%	42.22%	33.33%	14.81%	0.75%	0.00%	0.00%	0.00%	2.96%
Workers' Compensation	0.00%	0.00%	2.92%	33.58%	27.74%	31.39%	0.72%	0.00%	0.00%	0.00%	3.65%
Broker E&O	0.00%	0.00%	1.52%	6.05%	37.88%	13.64%	0.00%	0.76%	0.00%	0.00%	40.15%

Commercial Property – Casualty Market Survey

1st Quarter 2015 Released: April 2015

Below are the survey results for: **NORTHEAST**
(CT, DE, DC, MA, ME, MD, NH, NJ, NY, PA, RI)

1. On average, how have premium rates changed over the last three months (January 1, 2015 - March 31, 2015) for the following accounts? Please check N/A if you don't know or don't handle the type of account.

	1 Down 30-40%	2 Down 20-30%	3 Down 10-20%	4 Down 1-10%	5 No Change	6 Up 1-10%	7 Up 10-20%	8 Up 20-30%	9 Up 30-50%	10 Up 50- 100%	N/A
Small (<\$25K Comm. & Fees)	0.00%	0.00%	3.13%	21.88%	37.50%	28.13%	0.00%	0.00%	0.00%	0.00%	9.36%
Medium (\$25K – \$100K)	0.00%	0.00%	9.68%	45.16%	29.03%	12.90%	0.00%	0.00%	0.00%	0.00%	3.23%
Large (>\$100K)	0.00%	6.25%	12.50%	46.88%	21.88%	3.13%	3.13%	0.00%	0.00%	0.00%	6.23%

2. How much have premium rates changed over the last three (January 1, 2015 - March 31, 2015) for the following lines? Please check N/A if you don't know or don't handle the line.

	1 Down 30-40%	2 Down 20-30%	3 Down 10-20%	4 Down 1-10%	5 No Change	6 Up 1-10%	7 Up 10-20%	8 Up 20-30%	9 Up 30-50%	10 Up 50- 100%	N/A
Business Interruption	0.00%	0.00%	9.68%	35.48%	38.71%	6.45%	3.23%	0.00%	0.00%	0.00%	6.45%
Commercial Auto	0.00%	0.00%	3.12%	25.00%	21.88%	37.50%	0.00%	0.00%	0.00%	0.00%	12.50%
Commercial Property	0.00%	6.25%	12.50%	46.88%	21.88%	6.25%	3.13%	0.00%	0.00%	0.00%	3.11%
Construction Risks	0.00%	0.00%	3.13%	25.00%	40.63%	3.13%	3.11%	0.00%	0.00%	0.00%	25.00%
D & O	0.00%	0.00%	0.00%	16.13%	48.39%	25.81%	0.00%	0.00%	0.00%	0.00%	9.67%
Flood Insurance	0.00%	0.00%	0.00%	15.62%	43.75%	21.88%	6.25%	0.00%	0.00%	0.00%	12.50%
Employment Practices	0.00%	0.00%	0.00%	9.38%	53.13%	25.00%	3.13%	0.00%	0.00%	0.00%	9.36%
General Liability	0.00%	0.00%	9.10%	42.42%	30.30%	6.06%	0.00%	0.00%	0.00%	0.00%	12.12%
Marine	0.00%	0.00%	9.40%	31.25%	28.10%	6.25%	0.00%	0.00%	0.00%	0.00%	25.00%
Medical Malpractice	0.00%	0.00%	3.13%	21.88%	15.63%	6.25%	0.00%	0.00%	0.00%	0.00%	53.11%
Surety Bonds	0.00%	0.00%	3.13%	12.50%	43.75%	0.00%	0.00%	0.00%	0.00%	0.00%	40.62%
Terrorism	0.00%	0.00%	6.25%	9.36%	59.38%	3.13%	0.00%	3.13%	0.00%	0.00%	18.75%
Umbrella	0.00%	0.00%	9.38%	34.38%	34.38%	9.36%	0.00%	0.00%	0.00%	0.00%	12.50%
Worker's Compensation	0.00%	0.00%	6.06%	30.30%	36.36%	15.15%	0.00%	0.00%	0.00%	0.00%	12.13%
Broker E&O	0.00%	0.00%	3.23%	12.90%	29.03%	12.90%	0.00%	0.00%	0.00%	0.00%	41.94%

Commercial Property – Casualty Market Survey 1st Quarter 2015 Released: April 2015

Below are the survey results for: **SOUTHEAST**
(AL, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)

1. On average, how have premium rates changed over the last three (January 1, 2015 - March 31, 2015) for the following accounts? Please check N/A if you don't know or don't handle the type of account.

	1 Down 30-40%	2 Down 20-30%	3 Down 10-20%	4 Down 1-10%	5 No Change	6 Up 1-10%	7 Up 10-20%	8 Up 20-30%	9 Up 30-50%	10 Up 50- 100%	N/A
Small (<\$25K Comm. & Fees)	0.00%	0.00%	0.00%	42.31%	26.92%	30.77%	0.00%	0.00%	0.00%	0.00%	0.00%
Medium (\$25K – \$100K)	0.00%	0.00%	11.54%	50.00%	26.92%	11.54%	0.00%	0.00%	0.00%	0.00%	0.00%
Large (>\$100K)	0.00%	3.85%	11.54%	53.85%	23.08%	7.68%	0.00%	0.00%	0.00%	0.00%	0.00%

2. How much have premium rates changed over the last three months (January 1, 2015 - March 31, 2015) for the following lines? Please check N/A if you don't know or don't handle the line.

	1 Down 30-40%	2 Down 20-30%	3 Down 10-20%	4 Down 1-10%	5 No Change	6 Up 1-10%	7 Up 10-20%	8 Up 20-30%	9 Up 30-50%	10 Up 50- 100%	N/A
Business Interruption	0.00%	0.00%	0.00%	52.00%	36.00%	12.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Commercial Auto	0.00%	0.00%	3.85%	7.69%	26.92%	50.00%	11.54%	0.00%	0.00%	0.00%	0.00%
Commercial Property	0.00%	3.85%	11.54%	53.85%	19.23%	11.53%	0.00%	0.00%	0.00%	0.00%	0.00%
Construction Risks	0.00%	0.00%	3.85%	38.45%	30.77%	19.23%	3.85%	0.00%	0.00%	0.00%	3.85%
D & O	0.00%	0.00%	0.00%	15.38%	61.54%	23.08%	0.00%	0.00%	0.00%	0.00%	0.00%
Flood Insurance	0.00%	0.00%	0.00%	3.85%	57.69%	30.76%	3.85%	0.00%	0.00%	0.00%	3.85%
Employment Practices	0.00%	0.00%	0.00%	15.38%	53.85%	26.92%	3.85%	0.00%	0.00%	0.00%	0.00%
General Liability	0.00%	0.00%	3.85%	38.46%	38.46%	19.23%	0.00%	0.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	8.00%	28.00%	48.00%	8.00%	0.00%	0.00%	0.00%	0.00%	8.00%
Medical Malpractice	0.00%	0.00%	0.00%	12.50%	37.50%	12.50%	0.00%	0.00%	0.00%	0.00%	37.50%
Surety Bonds	0.00%	0.00%	0.00%	12.00%	72.00%	4.00%	0.00%	0.00%	0.00%	0.00%	12.00%
Terrorism	0.00%	0.00%	0.00%	12.50%	66.67%	12.50%	0.00%	0.00%	0.00%	0.00%	8.33%
Umbrella	0.00%	0.00%	7.69%	42.31%	23.08%	26.92%	0.00%	0.00%	0.00%	0.00%	0.00%
Workers' Compensation	0.00%	0.00%	0.00%	46.15%	26.92%	26.93%	0.00%	0.00%	0.00%	0.00%	0.00%
Broker E&O	0.00%	0.00%	0.00%	12.50%	54.17%	8.33%	0.00%	0.00%	0.00%	0.00%	25.00%

Commercial Property – Casualty Market Survey

1st Quarter 2015 Released: April 2015

Below are the survey results for: **MIDWEST**

(AR, IL, IN, IA, KS, MI, MO, MN, NE, ND, SD, OH, WI)

1. On average, how have premium rates changed over the last three months (January 1, 2015 - March 31, 2015) for the following accounts? Please check N/A if you don't know or don't handle the type of account.

	1 Down 30-40%	2 Down 20-30%	3 Down 10-20%	4 Down 1-10%	5 No Change	6 Up 1-10%	7 Up 10-20%	8 Up 20-30%	9 Up 30-50%	10 Up 50- 100%	N/A
Small (<\$25K Comm. & Fees)	0.00%	0.00%	4.44%	17.78%	44.44%	26.67%	0.00%	0.00%	0.00%	0.00%	6.67%
Medium (\$25K – \$100K)	0.00%	0.00%	2.17%	54.35%	21.74%	17.39%	0.00%	0.00%	0.00%	0.00%	4.35%
Large (>\$100K)	0.00%	0.00%	4.44%	57.78%	20.00%	13.33%	0.00%	0.00%	0.00%	0.00%	4.45%

2. How much have premium rates changed over the last three (January 1, 2015 - March 31, 2015) for the following lines? Please check N/A if you don't know or don't handle the line.

	1 Down 30-40%	2 Down 20-30%	3 Down 10-20%	4 Down 1-10%	5 No Change	6 Up 1-10%	7 Up 10-20%	8 Up 20-30%	9 Up 30-50%	10 Up 50- 100%	N/A
Business Interruption	0.00%	0.00%	6.52%	41.30%	34.78%	8.70%	0.00%	0.00%	0.00%	0.00%	8.70%
Commercial Auto	0.00%	0.00%	0.00%	17.39%	39.13%	39.13%	0.00%	0.00%	0.00%	0.00%	4.35%
Commercial Property	0.00%	2.17%	15.22%	39.13%	21.74%	15.22%	0.00%	0.00%	0.00%	0.00%	6.52%
Construction Risks	0.00%	0.00%	2.17%	26.09%	26.09%	21.74%	0.00%	0.00%	0.00%	0.00%	23.91%
D & O	0.00%	0.00%	0.00%	13.04%	32.61%	32.61%	2.17%	0.00%	0.00%	0.00%	19.57%
Flood Insurance	0.00%	0.00%	0.00%	4.35%	47.83%	19.57%	4.35%	0.00%	0.00%	0.00%	23.90%
Employment Practices	0.00%	0.00%	0.00%	13.33%	31.11%	35.56%	4.44%	0.00%	0.00%	0.00%	15.56%
General Liability	0.00%	0.00%	0.00%	52.17%	32.61%	15.22%	0.00%	0.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	4.35%	32.60%	39.13%	8.70%	0.00%	0.00%	0.00%	0.00%	15.22%
Medical Malpractice	0.00%	0.00%	2.17%	17.40%	23.91%	6.52%	0.00%	0.00%	0.00%	0.00%	50.00%
Surety Bonds	0.00%	0.00%	0.00%	8.70%	39.13%	6.52%	2.17%	0.00%	0.00%	0.00%	43.48%
Terrorism	0.00%	0.00%	0.00%	6.67%	55.56%	6.67%	2.22%	0.00%	0.00%	0.00%	28.88%
Umbrella	0.00%	0.00%	2.17%	52.17%	30.43%	15.23%	0.00%	0.00%	0.00%	0.00%	0.00%
Workers' Compensation	0.00%	0.00%	0.00%	32.61%	30.43%	34.78%	0.00%	0.00%	0.00%	0.00%	2.18%
Broker E&O	0.00%	0.00%	2.17%	2.17%	39.14%	10.87%	0.00%	0.00%	0.00%	0.00%	45.65%

Commercial Property – Casualty Market Survey 1st Quarter 2015 Released: April 2015

Below are the survey results for: **SOUTHWEST (So. CA, AZ, NM, OK, TX)**

1. On average, how have premium rates changed over the last three months (January 1, 2015 - March 31, 2015) for the following accounts? Please check N/A if you don't know or don't handle the type of account.

	1 Down 30-40%	2 Down 20-30%	3 Down 10-20%	4 Down 1-10%	5 No Change	6 Up 1-10%	7 Up 10-20%	8 Up 20-30%	9 Up 30-50%	10 Up 50- 100%	N/A
Small (<\$25K Comm. & Fees)	0.00%	6.68%	0.00%	13.33%	33.33%	33.33%	0.00%	0.00%	0.00%	0.00%	13.33%
Medium (\$25K – \$100K)	0.00%	0.00%	6.67%	40.00%	20.00%	26.67%	6.66%	0.00%	0.00%	0.00%	0.00%
Large (>\$100K)	0.00%	0.00%	13.33%	40.00%	20.00%	20.00%	6.67%	0.00%	0.00%	0.00%	0.00%

2. How much have premium rates changed over the last three months (January 1, 2015 - March 31, 2015) for the following lines? Please check N/A if you don't know or don't handle the line.

	1 Down 30-40%	2 Down 20-30%	3 Down 10-20%	4 Down 1-10%	5 No Change	6 Up 1-10%	7 Up 10-20%	8 Up 20-30%	9 Up 30-50%	10 Up 50- 100%	N/A
Business Interruption	0.00%	0.00%	0.00%	28.57%	50.00%	21.43%	0.00%	0.00%	0.00%	0.00%	0.00%
Commercial Auto	0.00%	0.00%	0.00%	7.14%	28.57%	64.29%	0.00%	0.00%	0.00%	0.00%	0.00%
Commercial Property	0.00%	0.00%	14.29%	28.57%	21.43%	28.57%	7.14%	0.00%	0.00%	0.00%	0.00%
Construction Risks	0.00%	0.00%	7.14%	35.71%	14.29%	35.71%	7.15%	0.00%	0.00%	0.00%	0.00%
D & O	0.00%	0.00%	0.00%	14.29%	21.43%	57.14%	0.00%	7.14%	0.00%	0.00%	0.00%
Flood Insurance	0.00%	0.00%	0.00%	7.14%	50.00%	14.29%	7.14%	0.00%	0.00%	0.00%	21.43%
Employment Practices	0.00%	0.00%	0.00%	21.43%	28.57%	28.57%	14.29%	7.14%	0.00%	0.00%	0.00%
General Liability	0.00%	0.00%	7.14%	42.86%	21.43%	21.43%	7.14%	0.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	0.00%	21.43%	50.00%	21.43%	0.00%	0.00%	0.00%	0.00%	7.14%
Medical Malpractice	0.00%	0.00%	0.00%	21.43%	21.43%	14.29%	0.00%	0.00%	0.00%	0.00%	42.85%
Surety Bonds	0.00%	0.00%	0.00%	0.00%	28.57%	7.14%	0.00%	0.00%	0.00%	0.00%	64.29%
Terrorism	0.00%	0.00%	7.14%	7.14%	64.29%	7.14%	0.00%	0.00%	0.00%	0.00%	14.29%
Umbrella	0.00%	0.00%	7.14%	35.71%	28.57%	21.43%	7.15%	0.00%	0.00%	0.00%	0.00%
Workers' Compensation	0.00%	0.00%	6.67%	40.00%	13.33%	33.33%	6.67%	0.00%	0.00%	0.00%	0.00%
Broker E&O	0.00%	0.00%	0.00%	0.00%	42.86%	14.29%	0.00%	7.14%	0.00%	0.00%	35.71%

Commercial Property – Casualty Market Survey

1st Quarter 2015 Released: April 2015

Below are the survey results for: **PACIFIC NW**
(No. CA, AK, CO, HI, ID, MT, NV, OR, UT, WA, WY)

1. On average, how have premium rates changed over the last three months (January 1, 2015 - March 31, 2015) for the following accounts? Please check N/A if you don't know or don't handle the type of account.

	1 Down 30-40%	2 Down 20-30%	3 Down 10-20%	4 Down 1-10%	5 No Change	6 Up 1-10%	7 Up 10-20%	8 Up 20-30%	9 Up 30-50%	10 Up 50- 100%	N/A
Small (<\$25K Comm. & Fees)	0.00%	0.00%	5.56%	33.33%	38.89%	16.67%	0.00%	0.00%	0.00%	0.00%	5.55%
Medium (\$25K – \$100K)	0.00%	0.00%	11.11%	50.00%	27.78%	11.11%	0.00%	0.00%	0.00%	0.00%	0.00%
Large (>\$100K)	0.00%	0.00%	5.56%	50.00%	27.78%	11.11%	0.00%	0.00%	0.00%	0.00%	5.55%

2. How much have premium rates changed over the last three months (January 1, 2015 - March 31, 2015) for the following lines? Please check N/A if you don't know or don't handle the line.

	1 Down 30-40%	2 Down 20-30%	3 Down 10-20%	4 Down 1-10%	5 No Change	6 Up 1-10%	7 Up 10-20%	8 Up 20-30%	9 Up 30-50%	10 Up 50- 100%	N/A
Business Interruption	0.00%	0.00%	5.88%	47.06%	35.30%	11.76%	0.00%	0.00%	0.00%	0.00%	0.00%
Commercial Auto	0.00%	0.00%	0.00%	23.53%	29.41%	47.06%	0.00%	0.00%	0.00%	0.00%	0.00%
Commercial Property	0.00%	0.00%	11.11%	44.44%	38.89%	5.56%	0.00%	0.00%	0.00%	0.00%	0.00%
Construction Risks	0.00%	0.00%	0.00%	22.22%	38.89%	16.67%	0.00%	0.00%	0.00%	0.00%	22.22%
D & O	0.00%	0.00%	0.00%	16.67%	22.22%	44.44%	0.00%	5.56%	0.00%	0.00%	11.11%
Flood Insurance	0.00%	0.00%	6.25%	12.50%	37.50%	18.75%	0.00%	6.25%	0.00%	0.00%	18.75%
Employment Practices	0.00%	0.00%	0.00%	11.11%	16.67%	44.44%	11.11%	11.11%	0.00%	0.00%	5.56%
General Liability	0.00%	0.00%	5.56%	50.00%	38.89%	5.55%	0.00%	0.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	5.88%	41.18%	35.29%	5.88%	0.00%	0.00%	0.00%	0.00%	11.76%
Medical Malpractice	0.00%	0.00%	0.00%	5.88%	23.53%	11.76%	5.88%	0.00%	0.00%	0.00%	52.95%
Surety Bonds	0.00%	0.00%	0.00%	5.88%	47.06%	5.88%	0.00%	0.00%	0.00%	0.00%	41.18%
Terrorism	0.00%	0.00%	5.88%	11.76%	52.95%	11.76%	0.00%	0.00%	0.00%	0.00%	17.65%
Umbrella	0.00%	0.00%	5.88%	35.30%	58.82%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Workers' Compensation	0.00%	0.00%	5.88%	17.65%	17.65%	58.82%	0.00%	0.00%	0.00%	0.00%	0.00%
Broker E&O	0.00%	0.00%	0.00%	0.00%	23.53%	29.41%	0.00%	0.00%	0.00%	0.00%	47.06%