



 THE COUNCIL

COMMERCIAL PROPERTY/ CASUALTY MARKET INDEX

Q1/2022



Commercial Property/Casualty Market Index

Q1/2022

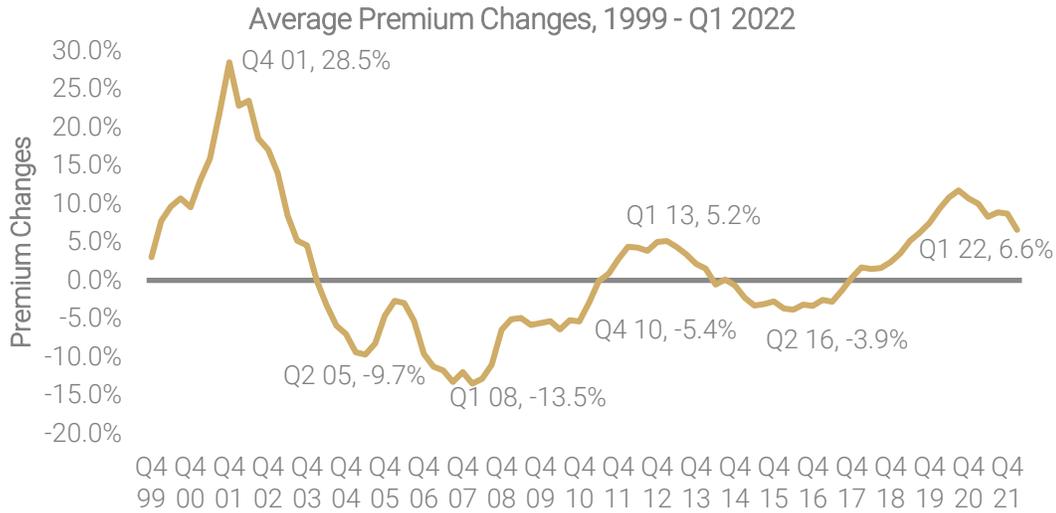
EXECUTIVE SUMMARY

The following are key takeaways from The Council of Insurance Agents & Brokers' *Commercial Property/Casualty Market Report Q1 2022 (January 1 – March 31)*:

- Premiums increased for the 18th consecutive quarter in Q1 2022, with respondents reporting an average premium increase across all account sizes of 6.6%.
- However, the rate at which premium prices increased moderated slightly in Q1 2022, with most lines showing lower increases than Q4 2021 by at least two percentage points or more.
- The only line aside from cyber that recorded a double-digit increase was umbrella, at 10.5%. Other problem lines, such as D&O liability and commercial property, all had increases below 10% this quarter, another sign of moderated price increases in Q1 2022.
- Brokers continued to struggle with the cyber line of business. Premium prices for the line increased by an average of 27.5% this quarter, and the theme of increased frequency and severity of cyber claims was again common in responses. Respondents also highlighted a tension between decreased capacity in the market and increased demand.
- Carriers enforced strict underwriting requirements for cyber, with many requiring at least multifactor authentication before they would even provide a quote. Insureds without loss controls, or with insufficient loss controls, would often be outright denied at renewals.

PREMIUM PRICING

Consensus among respondents in Q1 2022 was that while premium prices increased, there were signs that market conditions eased somewhat. Across the board for all account sizes, the rate at which premiums increased was either the same or lower than in Q4 2021.



Source: The Council of Insurance Agents & Brokers

Key numbers at a glance:

- **6.6%:** average increase in premiums for all account sizes, down from 8.7% in Q4 2021
- **18:** number of consecutive quarters of increased premiums across all account sizes
- **7.3%:** average increase in premiums for medium-sized accounts, higher than both small (6.4%) and large accounts (6.2%)

AVERAGE COMMERCIAL PRICING INCREASES

	By Account Size			AVERAGE
	SMALL	MEDIUM	LARGE	
First Quarter 2022	6.4%	7.3%	6.2%	6.6%
Fourth Quarter 2021	6.3%	10.6%	9.2%	8.7%
Third Quarter 2021	6.2%	10.1%	10.4%	8.9%
Second Quarter 2021	6.2%	9.4%	9.3%	8.3%
First Quarter 2021	6.3%	10.9%	12.9%	10.0%
High	20.8%	31.7%	33.0%	28.5%
High Date	4Q01	4Q01	4Q01	
Low	-10.0%	-15.0%	-15.9%	-13.6%
Low Date	1Q08	3Q07	3Q07	

Source:
The Council of Insurance Agents & Brokers

A similar picture emerged when considering lines of business. Premiums increased more slowly for all lines of business, including past problem lines like cyber or umbrella, and workers compensation even recorded a decrease in premiums, at -0.5%. Nevertheless, it is not yet clear whether this is a sign of a larger trend, as respondents said carriers displayed “continued vigilance in pricing terms and conditions,” and noted that while “renewal pricing was more reasonable, new business pricing was more aggressive.”

Key numbers at a glance:

- **5.7%:** average increase in premiums across the five major lines (commercial property, commercial auto, umbrella, general liability, workers compensation), down from 8.1% in Q4 2021
- **19:** number of consecutive quarters of increased premiums across the five major lines
- **27.5%:** average increase in premiums for cyber, down from 34.3% in Q4 2021
- **10.5%:** average increase in premiums for umbrella, down from 15.0% in Q4 2021

BY-LINE FIRST QUARTER 2022 RATE CHANGES RANGED FROM -0.5% TO +10.5%

	COMM'L AUTO	WORKERS' COMP	COMM'L PROPERTY	GEN'L LIABILITY	UMBRELLA	AVERAGE
First Quarter 2022	5.9%	-0.5%	8.6%	3.9%	10.5%	5.7%
Fourth Quarter 2021	8.0%	0.3%	10.5%	6.4%	15.0%	8.1%
Third Quarter 2021	7.4%	-0.3%	10.3%	6.3%	16.9%	8.1%
Second Quarter 2021	6.8%	0.3%	9.9%	6.0%	17.4%	8.1%
First Quarter 2021	9.0%	1.0%	12.0%	6.2%	19.7%	9.6%
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

RATE CHANGES IN OTHER LINES

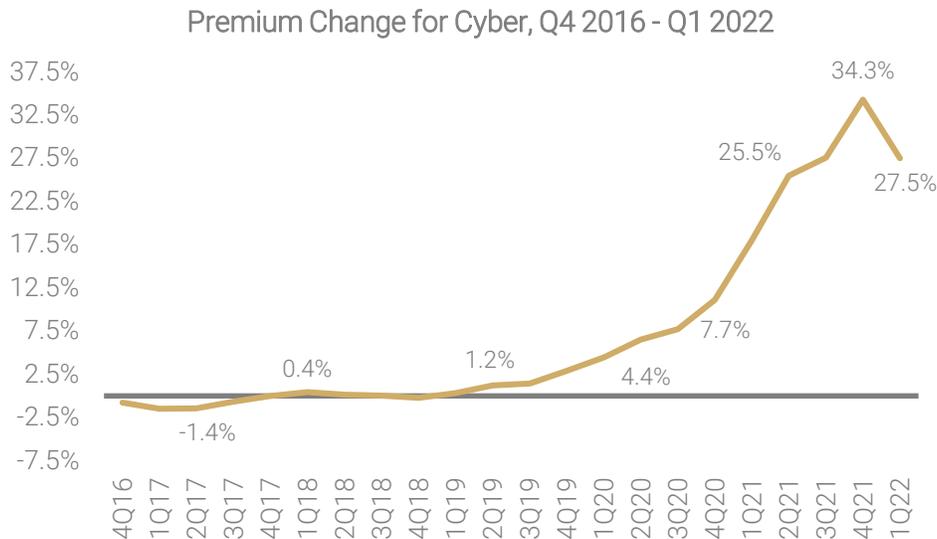
	1Q22	High	Low
Broker E&O	3.4%	15.4%	-4.5%
Business Interruption	3.8%	28.8%	-10.2%
Construction	4.4%	38.7%	-10.7%
Cyber	27.5%	34.3%	-1.5%
D&O Liability	7.8%	32.4%	-8.7%
Employment Practices	5.8%	21.9%	-8.1%
Flood	4.6%	8.6%	-2.7%
Marine	3.8%	4.5%	-10.6%
Medical Malpractice	5.1%	32.5%	-4.1%
Surety Bonds	1.0%	11.2%	-2.3%
Terrorism	0.7%	10.4%	-3.6%

Source:
The Council of Insurance Agents & Brokers

NOTABLE LINES OF BUSINESS: CYBER

More Frequent and Severe Claims, Less Capacity, Stricter Underwriting

Cyber premium prices increased by an average of 27.5% in Q1 2022. While down from Q4 2021, this was still a dramatic increase, especially relative to all other lines of business. When asked how carriers explained these increases, respondents pointed to the increased frequency and severity of cyber claims in the past year; when asked how they themselves would explain these increases, respondents again indicated claims as one of the primary drivers, if not the primary driver, of increases for this line. As one respondent noted, cyber attacks can cause “losses across all classes and types of business,” which can in turn lead to high losses, especially for small and medium-sized businesses, which may not be equipped to respond as promptly to attacks as larger companies.



Bearing that out, [according to](#) the Computing Technology Industry Association (CompTIA), the cost of cyber claims rose by 10% in the past year, and the average cost for a data breach came in at \$4.24 million in 2021. Not only that, a [report](#) from cybercrime research firm Cybersecurity Ventures estimated that businesses suffered a ransomware attack every eleven seconds in 2021. Respondents cited ransomware as one of the main methods bad actors used to attack insureds. Both CompTIA and Cybersecurity Ventures predicted those numbers would only continue to rise in the coming years.

“The plethora of ransomware attacks and the magnitude of loss caused the carriers to shy away from risk,” said one respondent from a large Northwestern firm, identifying the trend of decreasing cyber capacity. Nearly 80% of respondents this quarter said capacity for cyber decreased, with more than 30% of those respondents saying the decrease was “significant.”

On the other hand, nearly 90% of respondents reported an increase in demand for cyber insurance, driven by “an increased general awareness of the exposure faced by all individuals and organizations on a global basis without borders or regard for size, scope or industry,” according to a respondent from a large Northeastern firm.

Some respondents said that the tension between the excess demand and less capacity may have helped drive price increases in Q1 2022.

Carriers responded to the increase in both frequency and severity of cyber claims and the clear evidence that cyberattacks could cause wide-ranging, far-reaching losses for businesses by adopting much stricter underwriting guidelines for this line. “If a company doesn’t have multifactor authentication (MFA), they are virtually uninsurable,” said one respondent from a large Northwestern firm, referring to the fact that some carriers will outright deny coverage or even refuse to provide a quote if an insured does not have MFA, and that was only the beginning. The following were also listed as requirements from carriers:

- Review IT security

- Train and communicate with employees about phishing and other targeted cyber attacks
- Strengthen passwords
- Manage third party vendors
- Review regulatory obligations
- Provide an incident response plan
- Implement endpoint detection and response
- Create system backups
- Undergo penetration testing and rectify any vulnerabilities either before or within 30 days of binding

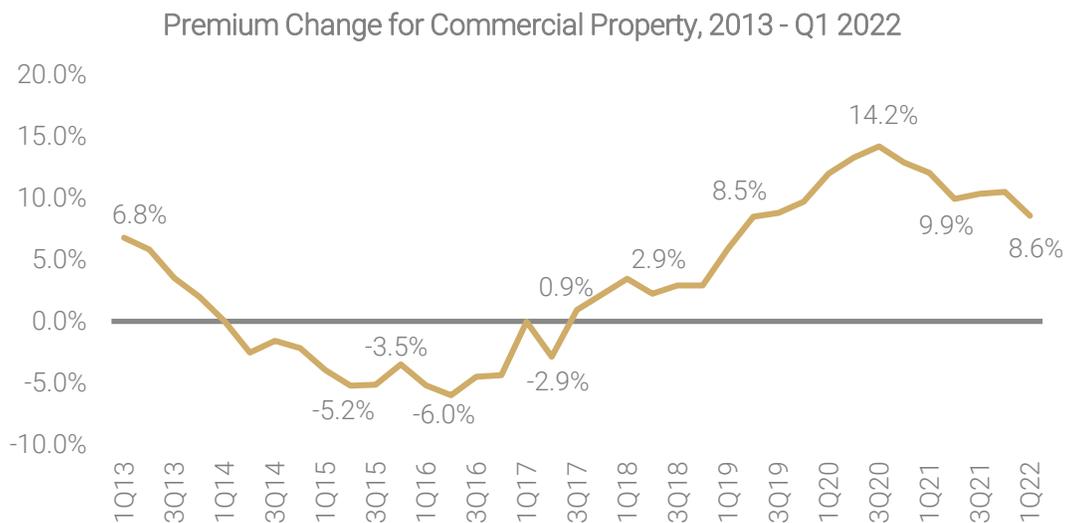
And that may not even be an exhaustive list.

Respondents pointed out that carriers would also offer tools insureds could use to help them meet those requirements, highlighting how seriously the industry is taking cyber risk. “Most cyber carriers offer self-service risk mitigation programs like best practices, sample procedures, trainings and videos,” commented one respondent from a Midwestern firm. “Many carriers are also offering consultations with cyber vendors or cyber experts. Many offer discounted software solutions and some offer reimbursement for certain pre-approved vendor payments.”

NOTABLE LINES OF BUSINESS: COMMERCIAL PROPERTY

Inflation and Valuation Corrections Posed Problems

Interestingly, commercial property was a focus in responses this quarter, even though less than 30% of respondents reported an increase in claims for that line and only 39% of respondents said they observed an increase in demand. Premium prices did rise by an average of 8.6%, the third highest out of all lines after cyber (27.5%) and umbrella (10.5%), but the slowing of rate increases was still clear.



One common issue identified in respondent comments was upward pressure on property valuations. “The biggest change [in underwriting] was the push for adequate valuations, which pushed premiums up,” said one respondent from a large Midwestern firm. “Carriers applied greater scrutiny of property valuation to be sure both personal and commercial risks were insured to the correct value,” said another respondent from a large Northeastern firm.

According to a [report](#) by Zurich North America, this renewed scrutiny of property valuations stemmed from the fact that while property values rose in the last year, driven by a decline in capitalization rates and increased demand for commercial property, existing commercial property valuations and the policies crafted using those valuations do not reflect the increase in property value. The insurer performed a review of North American property that revealed an average increase of over 12%, and globally, most regions also reported a rise in property value. This led to conflicts between the past total insurable value and the current value of the property, and opened insureds up to

the possibility their insurance may not fully cover their risks. It also made it more difficult for carriers to accurately gauge exposure.

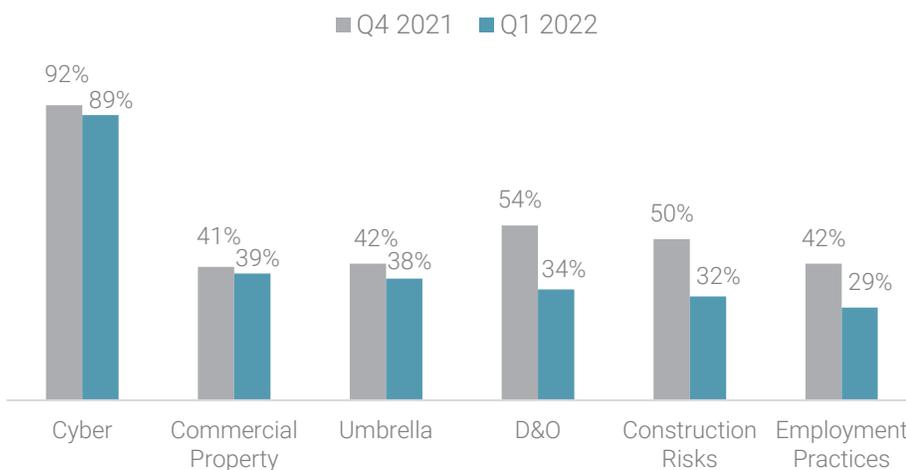
While this problem existed before the pandemic, it was compounded by the recent upward trend in inflation, which, in the event of damage to property, would make repairing a building or replacing its contents that much more expensive. As a result, insureds were stuck between a rock and a hard place this quarter: it was inarguable property valuations needed to be corrected, but at the same time, corrections to valuations tended to push premiums up, as carriers needed to price for increased exposure.

Respondents also noted that insurers were, in general, more cautious when it came to underwriting commercial property. One respondent from a midsized firm in the Southeast noted carriers were asking “additional property questions such as ‘have the doors and windows been replaced/updated?’” Other respondents mentioned that carriers were “keeping an eye on loss history and reducing limits deployed in high risk classes and locations” and even “reducing coverage, reducing limits, and increasing wind and all other perils deductibles.”

As one respondent from a large Midwestern firm summed it up, “Property carriers were closely monitoring who they insured and how much they placed on risks. The capacity may still be there but [carriers were] getting super picky about how they were using it.”

DEMAND AND CLAIMS

Respondents reporting an increase in demand



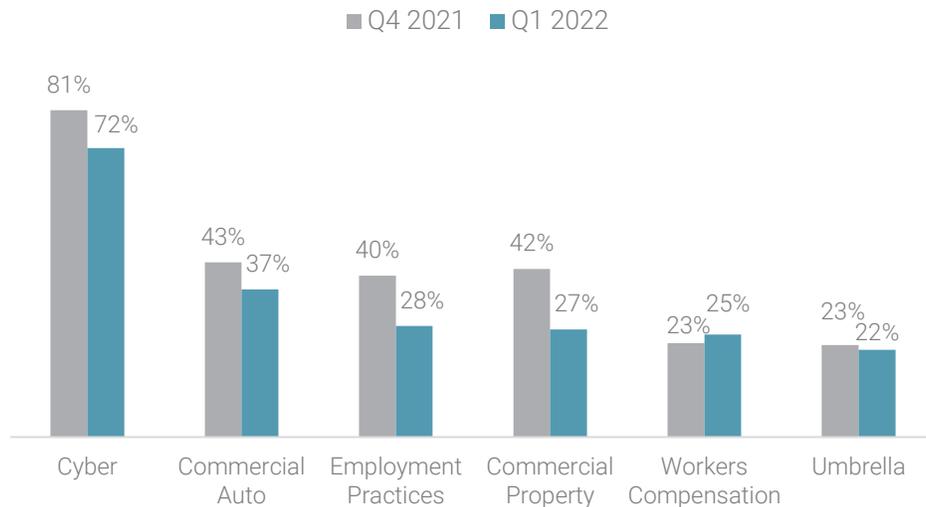
“Demand for cyber continued to increase due to potential for cyber claims and lack of capacity available in the marketplace.”

- from a large Northwestern firm

“Requests for cyber coverage from all clients increased by 25%+.”

- from a large Southeastern firm

Respondents reporting an increase in claims



PRIORITIES AND CHALLENGES

Besides “driving organic growth” and “recruiting and developing talent,” which were again the top two priorities and challenges for brokers in Q1 2022, “enhancing customer experience” was next on the list, with more than a third of respondents naming it a top-three challenge and priority. Though the approaches of different respondents varied, one key theme emerged: the use of technology to enhance customer experience.

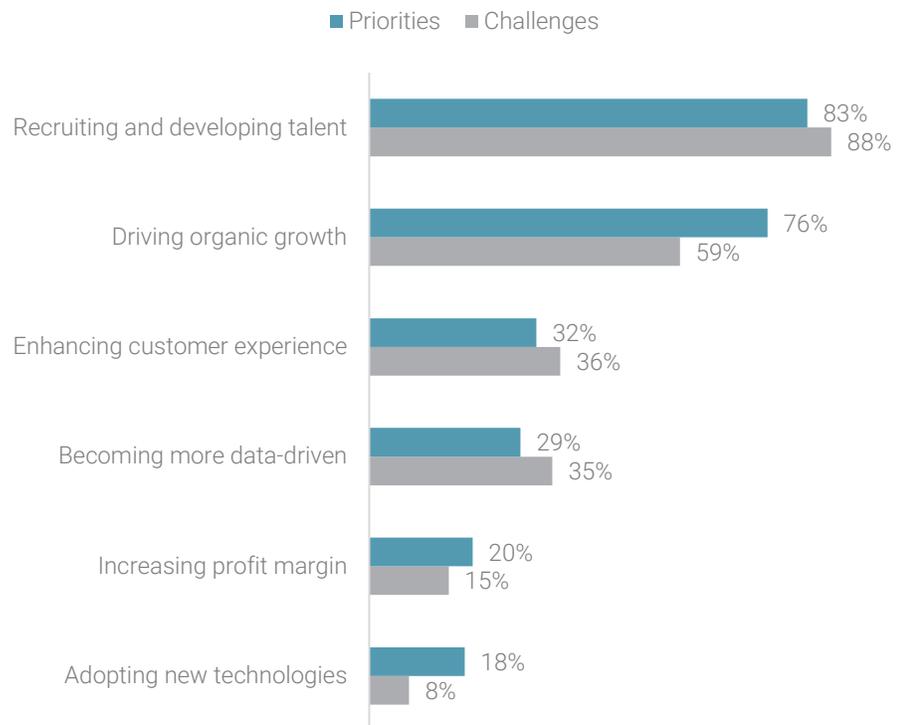
Respondents said that in order to enhance the customer experience, they planned to make more use of technology to:

- Get clients the information they need faster
- Ease gathering information during the renewal process
- Simplify the insurance purchasing process

Considering the focus on data in respondent strategies to enhance customer experience, it is perhaps unsurprising that “becoming more data-driven” was also one of the top challenges and priorities for brokers this quarter. Nearly as many respondents named it as a top-three challenge and priority as did those who chose “enhancing customer experience.” Some select ways respondents planned to become more data-driven included:

- Identifying the data they had, where it is located, and then assessing how they mined and utilized it
- Finding ways to extract data to determine how their clients are performing
- Investing in data and analytics tools and working with carriers and third-party administrators to get client data to analyze with those tools
- Leveraging data and new technology platforms to increase efficiency and strategic placement

Top Broker Priorities and Challenges in Q1 2022



- Improving internal data entry to gain more value from the data being retrieved

These responses make clear that, for brokers, a big part of enhancing the client experience depends on making good use of technology. As one respondent from a large Southeastern firm put it, “The future of our business will be dictated by those firms that have a deep understanding of the data they possess and know how to utilize it for their client's benefit.”

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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**BELOW ARE THE SURVEY RESULTS FOR:
ALL REGIONS**

1. During the first quarter of 2022 (January 1 – March 31), on average, did premiums go up or down for each of the following account sizes, compared to the fourth quarter of 2021 (October 1 – December 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch.

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not sure
Small Account (Less than \$25k in commission and fees)	0.00%	0.00%	0.00%	4.55%	4.55%	71.21%	10.61%	1.52%	1.52%	1.52%	4.55%
Medium Account (Between \$25k to \$100k in commission and fees)	0.00%	0.00%	0.00%	1.56%	6.25%	65.63%	17.19%	3.13%	1.56%	1.56%	3.13%
Large Account (More than \$100k in commission and fees)	0.00%	0.00%	0.00%	4.76%	6.35%	61.90%	20.63%	0.00%	3.17%	0.00%	3.17%

2. During the first quarter of 2022 (January 1 – March 31), on average, did premiums go up or down for each of the following lines of business, compared to the fourth quarter of 2022 (October 1 – December 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No Change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not Sure
Business interruption	0.00%	0.00%	0.00%	1.64%	22.95%	65.57%	6.56%	1.64%	0.00%	0.00%	1.64%
Broker E&O	0.00%	0.00%	0.00%	0.00%	42.11%	29.82%	8.77%	3.51%	1.75%	0.00%	14.04%
Commercial auto	0.00%	0.00%	0.00%	1.67%	10.00%	61.67%	25.00%	1.67%	0.00%	0.00%	0.00%
Commercial property	0.00%	0.00%	0.00%	0.00%	3.28%	52.46%	34.43%	9.84%	0.00%	0.00%	0.00%
Construction risks	0.00%	0.00%	0.00%	5.08%	15.25%	62.71%	16.95%	0.00%	0.00%	0.00%	0.00%
Cyber	0.00%	0.00%	0.00%	0.00%	4.92%	4.92%	13.11%	31.15%	32.79%	13.11%	0.00%
D&O	0.00%	0.00%	1.67%	0.00%	10.00%	43.33%	35.00%	6.67%	1.67%	0.00%	1.67%
Flood	0.00%	0.00%	0.00%	0.00%	36.67%	38.33%	11.67%	5.00%	1.67%	0.00%	6.67%
Employment practices	0.00%	0.00%	0.00%	0.00%	16.95%	61.02%	16.95%	3.39%	1.69%	0.00%	0.00%
General liability	0.00%	0.00%	0.00%	1.67%	25.00%	63.33%	8.33%	1.67%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	0.00%	0.00%	40.00%	45.00%	8.33%	1.67%	1.67%	0.00%	3.33%
Medical malpractice	0.00%	0.00%	0.00%	0.00%	27.59%	37.93%	15.52%	3.45%	0.00%	1.72%	13.79%
Surety bonds	0.00%	0.00%	0.00%	0.00%	70.69%	18.97%	1.72%	0.00%	0.00%	0.00%	8.62%
Terrorism	0.00%	0.00%	0.00%	3.64%	63.64%	21.82%	0.00%	0.00%	0.00%	0.00%	10.91%
Umbrella	0.00%	0.00%	0.00%	0.00%	11.48%	32.79%	40.98%	11.48%	1.64%	1.64%	0.00%
Workers' compensation	0.00%	0.00%	1.67%	38.33%	41.67%	10.00%	6.67%	0.00%	0.00%	0.00%	1.67%

**BELOW ARE THE SURVEY RESULTS FOR:
NORTHEAST (CT, DE, DC, MA, ME, MD, NH, NJ, NY, PA, RI)**

1. During the first quarter of 2022 (January 1 – March 31), on average, did premiums go up or down for each of the following account sizes, compared to the fourth quarter of 2021 (October 1 – December 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch.)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not sure
Small Account (Less than \$25k in commission and fees)	0.00%	0.00%	0.00%	13.33%	6.67%	66.67%	6.67%	6.67%	0.00%	0.00%	0.00%
Medium Account (Between \$25k to \$100k in commission and fees)	0.00%	0.00%	0.00%	7.14%	7.14%	71.43%	7.14%	7.14%	0.00%	0.00%	0.00%
Large Account (More than \$100k in commission and fees)	0.00%	0.00%	0.00%	7.69%	15.38%	53.85%	23.08%	0.00%	0.00%	0.00%	0.00%

2. During the first quarter of 2022 (January 1 – March 31), on average, did premiums go up or down for each of the following lines of business, compared to the fourth quarter of 2021 (October 1 – December 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No Change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not Sure
Business interruption	0.00%	0.00%	0.00%	6.67%	20.00%	73.33%	0.00%	0.00%	0.00%	0.00%	0.00%
Broker E&O	0.00%	0.00%	0.00%	0.00%	40.00%	46.67%	0.00%	0.00%	6.67%	0.00%	6.67%
Commercial auto	0.00%	0.00%	0.00%	0.00%	13.33%	66.67%	20.00%	0.00%	0.00%	0.00%	0.00%
Commercial property	0.00%	0.00%	0.00%	0.00%	13.33%	60.00%	20.00%	6.67%	0.00%	0.00%	0.00%
Construction risks	0.00%	0.00%	0.00%	6.67%	13.33%	73.33%	6.67%	0.00%	0.00%	0.00%	0.00%
Cyber	0.00%	0.00%	0.00%	0.00%	6.67%	13.33%	13.33%	33.33%	26.67%	6.67%	0.00%
D&O	0.00%	0.00%	0.00%	0.00%	21.43%	42.86%	35.71%	0.00%	0.00%	0.00%	0.00%
Flood	0.00%	0.00%	0.00%	0.00%	33.33%	46.67%	20.00%	0.00%	0.00%	0.00%	0.00%
Employment practices	0.00%	0.00%	0.00%	0.00%	20.00%	66.67%	13.33%	0.00%	0.00%	0.00%	0.00%
General liability	0.00%	0.00%	0.00%	0.00%	20.00%	66.67%	13.33%	0.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	0.00%	0.00%	33.33%	40.00%	26.67%	0.00%	0.00%	0.00%	0.00%
Medical malpractice	0.00%	0.00%	0.00%	0.00%	33.33%	46.67%	13.33%	0.00%	0.00%	0.00%	6.67%
Surety bonds	0.00%	0.00%	0.00%	0.00%	66.67%	33.33%	0.00%	0.00%	0.00%	0.00%	0.00%
Terrorism	0.00%	0.00%	0.00%	0.00%	57.14%	35.71%	0.00%	0.00%	0.00%	0.00%	7.14%
Umbrella	0.00%	0.00%	0.00%	0.00%	13.33%	33.33%	40.00%	13.33%	0.00%	0.00%	0.00%
Workers' compensation	0.00%	0.00%	0.00%	33.33%	33.33%	13.33%	13.33%	0.00%	0.00%	0.00%	6.67%

**BELOW ARE THE SURVEY RESULTS FOR:
SOUTHEAST (AL, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV)**

1. During the first quarter of 2022 (January 1 – March 31), on average, did premiums go up or down for each of the following account sizes, compared to the fourth quarter of 2021 (October 1 – December 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch.)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not sure
Small Account (Less than \$25k in commission and fees)	0.00%	0.00%	0.00%	0.00%	0.00%	75.00%	25.00%	0.00%	0.00%	0.00%	0.00%
Medium Account (Between \$25k to \$100k in commission and fees)	0.00%	0.00%	0.00%	0.00%	0.00%	56.25%	37.50%	6.25%	0.00%	0.00%	0.00%
Large Account (More than \$100k in commission and fees)	0.00%	0.00%	0.00%	6.25%	0.00%	43.75%	43.75%	0.00%	0.00%	0.00%	6.25%

2. During the first quarter of 2022 (January 1 – March 31), on average, did premiums go up or down for each of the following lines of business, compared to the fourth quarter of 2021 (October 1 – December 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No Change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not Sure
Business interruption	0.00%	0.00%	0.00%	0.00%	20.00%	73.33%	6.67%	0.00%	0.00%	0.00%	0.00%
Broker E&O	0.00%	0.00%	0.00%	0.00%	46.67%	26.67%	20.00%	6.67%	0.00%	0.00%	0.00%
Commercial auto	0.00%	0.00%	0.00%	6.25%	0.00%	50.00%	43.75%	0.00%	0.00%	0.00%	0.00%
Commercial property	0.00%	0.00%	0.00%	0.00%	0.00%	31.25%	50.00%	18.75%	0.00%	0.00%	0.00%
Construction risks	0.00%	0.00%	0.00%	6.25%	12.50%	68.75%	12.50%	0.00%	0.00%	0.00%	0.00%
Cyber	0.00%	0.00%	0.00%	0.00%	0.00%	6.25%	18.75%	18.75%	43.75%	12.50%	0.00%
D&O	0.00%	0.00%	0.00%	0.00%	6.25%	43.75%	37.50%	6.25%	0.00%	0.00%	6.25%
Flood	0.00%	0.00%	0.00%	0.00%	31.25%	37.50%	25.00%	0.00%	0.00%	0.00%	6.25%
Employment practices	0.00%	0.00%	0.00%	0.00%	18.75%	68.75%	12.50%	0.00%	0.00%	0.00%	0.00%
General liability	0.00%	0.00%	0.00%	0.00%	18.75%	75.00%	6.25%	0.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	0.00%	0.00%	37.50%	56.25%	0.00%	0.00%	0.00%	0.00%	6.25%
Medical malpractice	0.00%	0.00%	0.00%	0.00%	12.50%	37.50%	25.00%	6.25%	0.00%	0.00%	18.75%
Surety bonds	0.00%	0.00%	0.00%	0.00%	75.00%	12.50%	0.00%	0.00%	0.00%	0.00%	12.50%
Terrorism	0.00%	0.00%	0.00%	0.00%	78.57%	7.14%	0.00%	0.00%	0.00%	0.00%	14.29%
Umbrella	0.00%	0.00%	0.00%	0.00%	0.00%	37.50%	56.25%	0.00%	6.25%	0.00%	0.00%
Workers' compensation	0.00%	0.00%	6.25%	50.00%	25.00%	18.75%	0.00%	0.00%	0.00%	0.00%	0.00%

**BELOW ARE THE SURVEY RESULTS FOR:
MIDWEST (AR, IL, IN, IA, KS, MI, MO, MN, NE, ND, SD, OH, WI)**

1. During the first quarter of 2022 (January 1 – March 31), on average, did premiums go up or down for each of the following account sizes, compared to the fourth quarter of 2021 (October 1 – December 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch.)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not sure
Small Account (Less than \$25k in commission and fees)	0.00%	0.00%	0.00%	5.26%	5.26%	68.42%	5.26%	0.00%	0.00%	0.00%	15.79%
Medium Account (Between \$25k to \$100k in commission and fees)	0.00%	0.00%	0.00%	0.00%	5.26%	73.68%	10.53%	0.00%	0.00%	0.00%	10.53%
Large Account (More than \$100k in commission and fees)	0.00%	0.00%	0.00%	0.00%	5.26%	78.95%	10.53%	0.00%	0.00%	0.00%	5.26%

2. During the first quarter of 2022 (January 1 – March 31), on average, did premiums go up or down for each of the following lines of business, compared to the fourth quarter of 2021 (October 1 – December 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No Change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not Sure
Business interruption	0.00%	0.00%	0.00%	0.00%	16.67%	66.67%	16.67%	0.00%	0.00%	0.00%	0.00%
Broker E&O	0.00%	0.00%	0.00%	0.00%	43.75%	18.75%	6.25%	6.25%	0.00%	0.00%	25.00%
Commercial auto	0.00%	0.00%	0.00%	0.00%	17.65%	76.47%	5.88%	0.00%	0.00%	0.00%	0.00%
Commercial property	0.00%	0.00%	0.00%	0.00%	0.00%	55.56%	44.44%	0.00%	0.00%	0.00%	0.00%
Construction risks	0.00%	0.00%	0.00%	0.00%	17.65%	58.82%	23.53%	0.00%	0.00%	0.00%	0.00%
Cyber	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	12.50%	37.50%	37.50%	12.50%	0.00%
D&O	0.00%	0.00%	0.00%	0.00%	0.00%	56.25%	31.25%	12.50%	0.00%	0.00%	0.00%
Flood	0.00%	0.00%	0.00%	0.00%	41.18%	35.29%	0.00%	11.76%	5.88%	0.00%	5.88%
Employment practices	0.00%	0.00%	0.00%	0.00%	18.75%	56.25%	18.75%	6.25%	0.00%	0.00%	0.00%
General liability	0.00%	0.00%	0.00%	0.00%	29.41%	64.71%	5.88%	0.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	0.00%	0.00%	47.06%	41.18%	5.88%	0.00%	5.88%	0.00%	0.00%
Medical malpractice	0.00%	0.00%	0.00%	0.00%	25.00%	50.00%	6.25%	6.25%	0.00%	6.25%	6.25%
Surety bonds	0.00%	0.00%	0.00%	0.00%	75.00%	6.25%	6.25%	0.00%	0.00%	0.00%	12.50%
Terrorism	0.00%	0.00%	0.00%	11.76%	58.82%	23.53%	0.00%	0.00%	0.00%	0.00%	5.88%
Umbrella	0.00%	0.00%	0.00%	0.00%	11.76%	47.06%	29.41%	11.76%	0.00%	0.00%	0.00%
Workers' compensation	0.00%	0.00%	0.00%	29.41%	64.71%	5.88%	0.00%	0.00%	0.00%	0.00%	0.00%

**BELOW ARE THE SURVEY RESULTS FOR:
SOUTHWEST (SO. CA, AZ, NM, OK, TX)**

1. During the first quarter of 2022 (January 1 – March 31), on average, did premiums go up or down for each of the following account sizes, compared to the fourth quarter of 2021 (October 1 – December 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch.)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not sure
Small Account (Less than \$25k in commission and fees)	0.00%	0.00%	0.00%	0.00%	0.00%	80.00%	0.00%	0.00%	0.00%	20.00%	0.00%
Medium Account (Between \$25k to \$100k in commission and fees)	0.00%	0.00%	0.00%	0.00%	20.00%	40.00%	20.00%	0.00%	0.00%	20.00%	0.00%
Large Account (More than \$100k in commission and fees)	0.00%	0.00%	0.00%	20.00%	0.00%	60.00%	0.00%	0.00%	20.00%	0.00%	0.00%

2. During the first quarter of 2022 (January 1 – March 31), on average, did premiums go up or down for each of the following lines of business, compared to the fourth quarter of 2021 (October 1 – December 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No Change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not Sure
Business interruption	0.00%	0.00%	0.00%	0.00%	25.00%	50.00%	0.00%	25.00%	0.00%	0.00%	0.00%
Broker E&O	0.00%	0.00%	0.00%	0.00%	66.67%	0.00%	0.00%	0.00%	0.00%	0.00%	33.33%
Commercial auto	0.00%	0.00%	0.00%	0.00%	25.00%	25.00%	25.00%	25.00%	0.00%	0.00%	0.00%
Commercial property	0.00%	0.00%	0.00%	0.00%	0.00%	75.00%	0.00%	25.00%	0.00%	0.00%	0.00%
Construction risks	0.00%	0.00%	0.00%	33.33%	33.33%	33.33%	0.00%	0.00%	0.00%	0.00%	0.00%
Cyber	0.00%	0.00%	0.00%	0.00%	25.00%	0.00%	0.00%	50.00%	0.00%	25.00%	0.00%
D&O	0.00%	0.00%	0.00%	0.00%	50.00%	25.00%	0.00%	0.00%	25.00%	0.00%	0.00%
Flood	0.00%	0.00%	0.00%	0.00%	50.00%	0.00%	0.00%	25.00%	0.00%	0.00%	25.00%
Employment practices	0.00%	0.00%	0.00%	0.00%	25.00%	25.00%	25.00%	0.00%	25.00%	0.00%	0.00%
General liability	0.00%	0.00%	0.00%	25.00%	25.00%	25.00%	0.00%	25.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	0.00%	0.00%	66.67%	0.00%	0.00%	0.00%	0.00%	0.00%	33.33%
Medical malpractice	0.00%	0.00%	0.00%	0.00%	66.67%	0.00%	0.00%	0.00%	0.00%	0.00%	33.33%
Surety bonds	0.00%	0.00%	0.00%	0.00%	66.67%	0.00%	0.00%	0.00%	0.00%	0.00%	33.33%
Terrorism	0.00%	0.00%	0.00%	0.00%	66.67%	0.00%	0.00%	0.00%	0.00%	0.00%	33.33%
Umbrella	0.00%	0.00%	0.00%	0.00%	50.00%	25.00%	0.00%	25.00%	0.00%	0.00%	0.00%
Workers' compensation	0.00%	0.00%	0.00%	25.00%	50.00%	0.00%	25.00%	0.00%	0.00%	0.00%	0.00%

**BELOW ARE THE SURVEY RESULTS FOR:
PACIFIC NORTHWEST (NO. CA, AK, CO, HI, ID, MT, NV, OR, UT, WA, WY)**

1. During the first quarter of 2022 (January 1 – March 31), on average, did premiums go up or down for each of the following account sizes, compared to the fourth quarter of 2021 (October 1 – December 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch.)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not sure
Small Account (Less than \$25k in commission and fees)	0.00%	0.00%	0.00%	0.00%	9.09%	72.73%	9.09%	0.00%	9.09%	0.00%	0.00%
Medium Account (Between \$25k to \$100k in commission and fees)	0.00%	0.00%	0.00%	0.00%	10.00%	70.00%	10.00%	0.00%	10.00%	0.00%	0.00%
Large Account (More than \$100k in commission and fees)	0.00%	0.00%	0.00%	0.00%	10.00%	70.00%	10.00%	0.00%	10.00%	0.00%	0.00%

2. During the first quarter of 2022 (January 1 – March 31), on average, did premiums go up or down for each of the following lines of business, compared to the fourth quarter of 2021 (October 1 – December 31)? (If your company has more than one branch, refer to the premium change(s) at your individual branch)

	1 Down more than 30%	2 Down 20% - 30%	3 Down 10% - 19%	4 Down 1% - 9%	5 No Change	6 Up 1% - 9%	7 Up 10% - 19%	8 Up 20% - 29%	9 Up 30% - 50%	10 Up more than 50%	N/A Not Sure
Business interruption	0.00%	0.00%	0.00%	0.00%	44.44%	44.44%	0.00%	0.00%	0.00%	0.00%	11.11%
Broker E&O	0.00%	0.00%	0.00%	0.00%	25.00%	37.50%	12.50%	0.00%	0.00%	0.00%	25.00%
Commercial auto	0.00%	0.00%	0.00%	0.00%	0.00%	62.50%	37.50%	0.00%	0.00%	0.00%	0.00%
Commercial property	0.00%	0.00%	0.00%	0.00%	0.00%	62.50%	25.00%	12.50%	0.00%	0.00%	0.00%
Construction risks	0.00%	0.00%	0.00%	0.00%	12.50%	50.00%	37.50%	0.00%	0.00%	0.00%	0.00%
Cyber	0.00%	0.00%	0.00%	0.00%	10.00%	0.00%	10.00%	30.00%	30.00%	20.00%	0.00%
D&O	0.00%	0.00%	10.00%	0.00%	0.00%	30.00%	50.00%	10.00%	0.00%	0.00%	0.00%
Flood	0.00%	0.00%	0.00%	0.00%	37.50%	50.00%	0.00%	0.00%	0.00%	0.00%	12.50%
Employment practices	0.00%	0.00%	0.00%	0.00%	0.00%	62.50%	25.00%	12.50%	0.00%	0.00%	0.00%
General liability	0.00%	0.00%	0.00%	0.00%	37.50%	50.00%	12.50%	0.00%	0.00%	0.00%	0.00%
Marine	0.00%	0.00%	0.00%	0.00%	33.33%	55.56%	0.00%	11.11%	0.00%	0.00%	0.00%
Medical malpractice	0.00%	0.00%	0.00%	0.00%	37.50%	12.50%	25.00%	0.00%	0.00%	0.00%	25.00%
Surety bonds	0.00%	0.00%	0.00%	0.00%	62.50%	37.50%	0.00%	0.00%	0.00%	0.00%	0.00%
Terrorism	0.00%	0.00%	0.00%	0.00%	57.14%	28.57%	0.00%	0.00%	0.00%	0.00%	14.29%
Umbrella	0.00%	0.00%	0.00%	0.00%	11.11%	0.00%	55.56%	22.22%	0.00%	11.11%	0.00%
Workers' compensation	0.00%	0.00%	0.00%	50.00%	37.50%	0.00%	12.50%	0.00%	0.00%	0.00%	0.00%

AVERAGE COMMERCIAL PRICING INCREASES

	By Account Size SMALL	MEDIUM	LARGE	AVERAGE
First Quarter 2022	6.4%	7.3%	6.2%	6.6%
Fourth Quarter 2021	6.3%	10.6%	9.2%	8.7%
Third Quarter 2021	6.2%	10.1%	10.4%	8.9%
Second Quarter 2021	6.2%	9.4%	9.3%	8.3%
First Quarter 2021	6.3%	10.9%	12.9%	10.0%
High	20.8%	31.7%	33.0%	28.5%
High Date	4Q01	4Q01	4Q01	
Low	-10.0%	-15.0%	-15.9%	-13.6%
Low Date	1Q08	3Q07	3Q07	

Source:

The Council of Insurance Agents & Brokers

BY-LINE FIRST QUARTER 2022 RATE CHANGES RANGED FROM -0.5% TO +10.5%

	COMM'L AUTO	WORKERS' COMP	COMM'L PROPERTY	GEN'L LIABILITY	UMBRELLA	AVERAGE
First Quarter 2022	5.9%	-0.5%	8.6%	3.9%	10.5%	5.7%
Fourth Quarter 2021	8.0%	0.3%	10.5%	6.4%	15.0%	8.1%
Third Quarter 2021	7.4%	-0.3%	10.3%	6.3%	16.9%	8.1%
Second Quarter 2021	6.8%	0.3%	9.9%	6.0%	17.4%	8.1%
First Quarter 2021	9.0%	1.0%	12.0%	6.2%	19.7%	9.6%
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

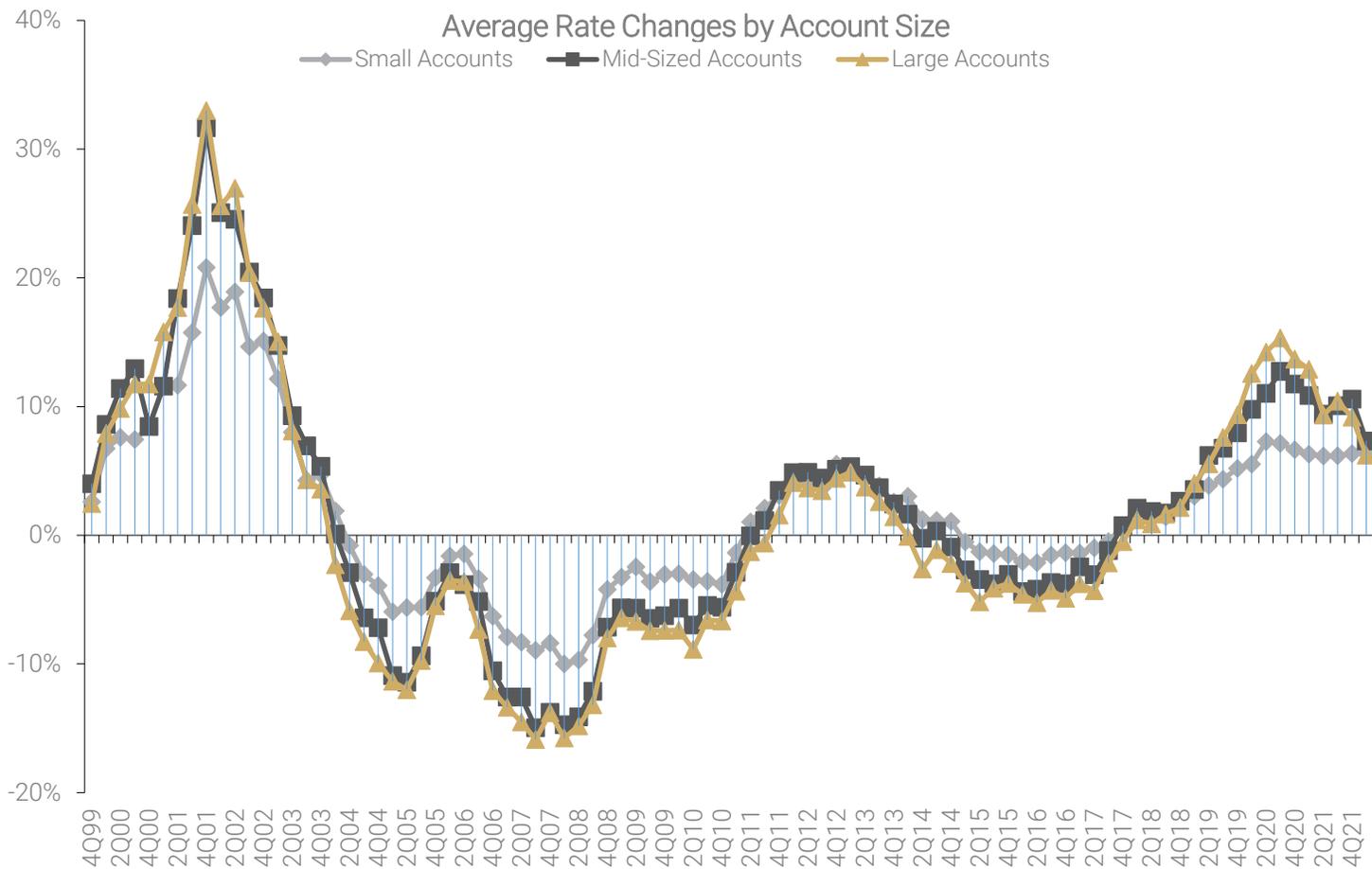
RATE CHANGES IN OTHER LINES

	1Q22	High	Low
Broker E&O	3.4%	15.4%	-4.5%
Business Interruption	3.8%	28.8%	-10.2%
Construction	4.4%	38.7%	-10.7%
Cyber	27.5%	34.3%	-1.5%
D&O Liability	7.8%	32.4%	-8.7%
Employment Practices	5.8%	21.9%	-8.1%
Flood	4.6%	8.6%	-2.7%
Marine	3.8%	4.5%	-10.6%
Medical Malpractice	5.1%	32.5%	-4.1%
Surety Bonds	1.0%	11.2%	-2.3%
Terrorism	0.7%	10.4%	-3.6%

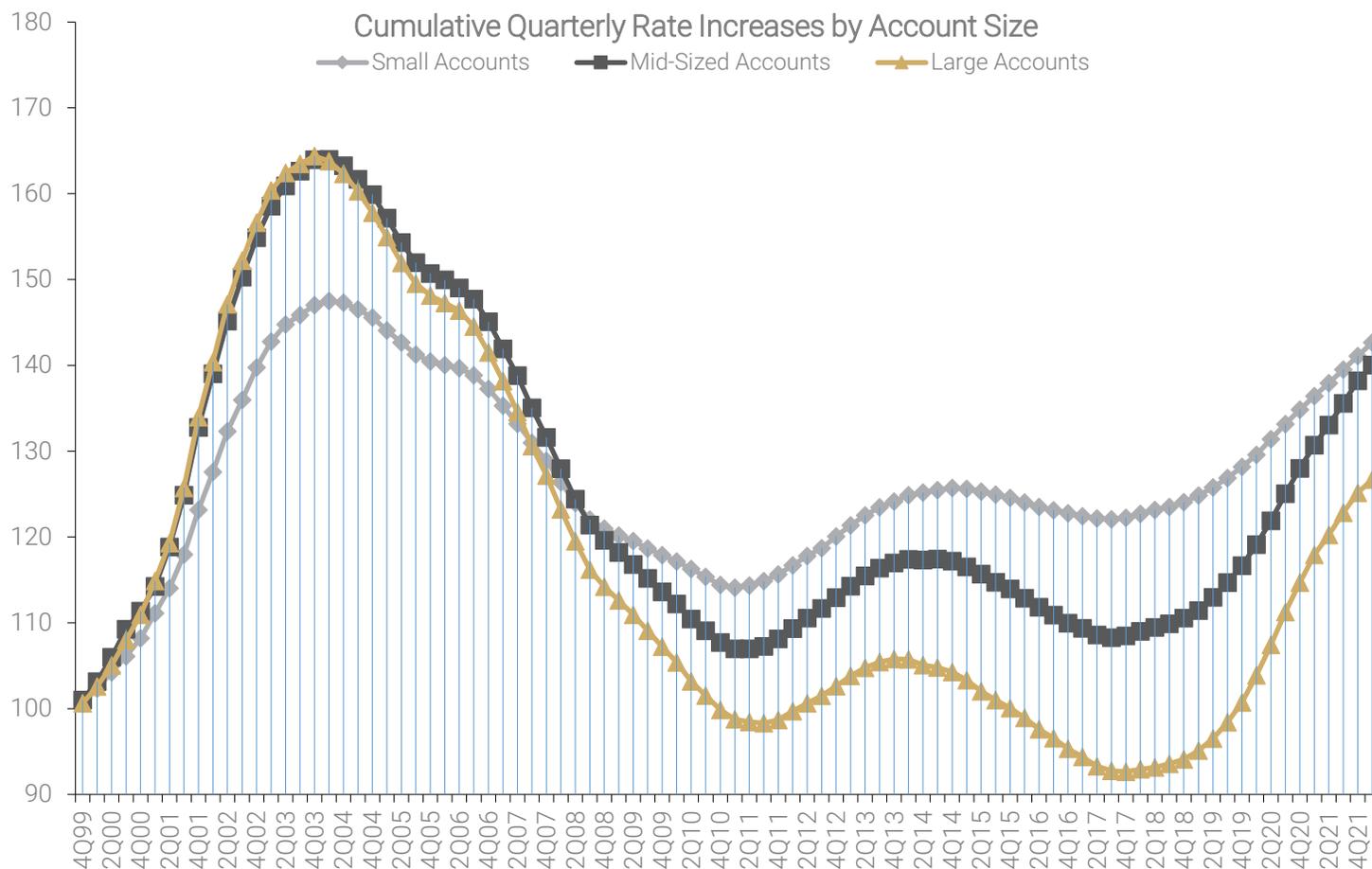
Source:

The Council of Insurance Agents & Brokers

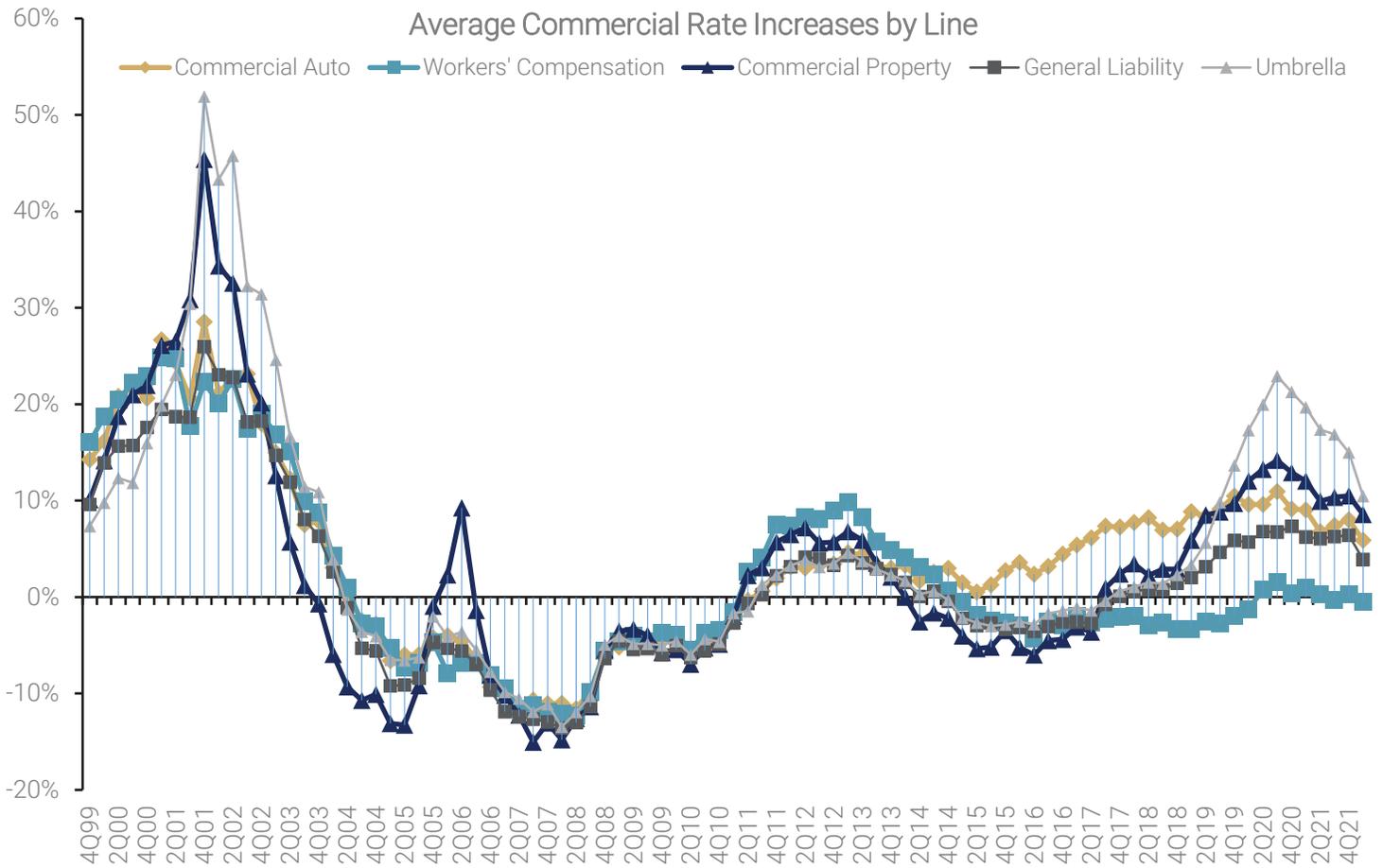
Average Rate Changes by Account Size



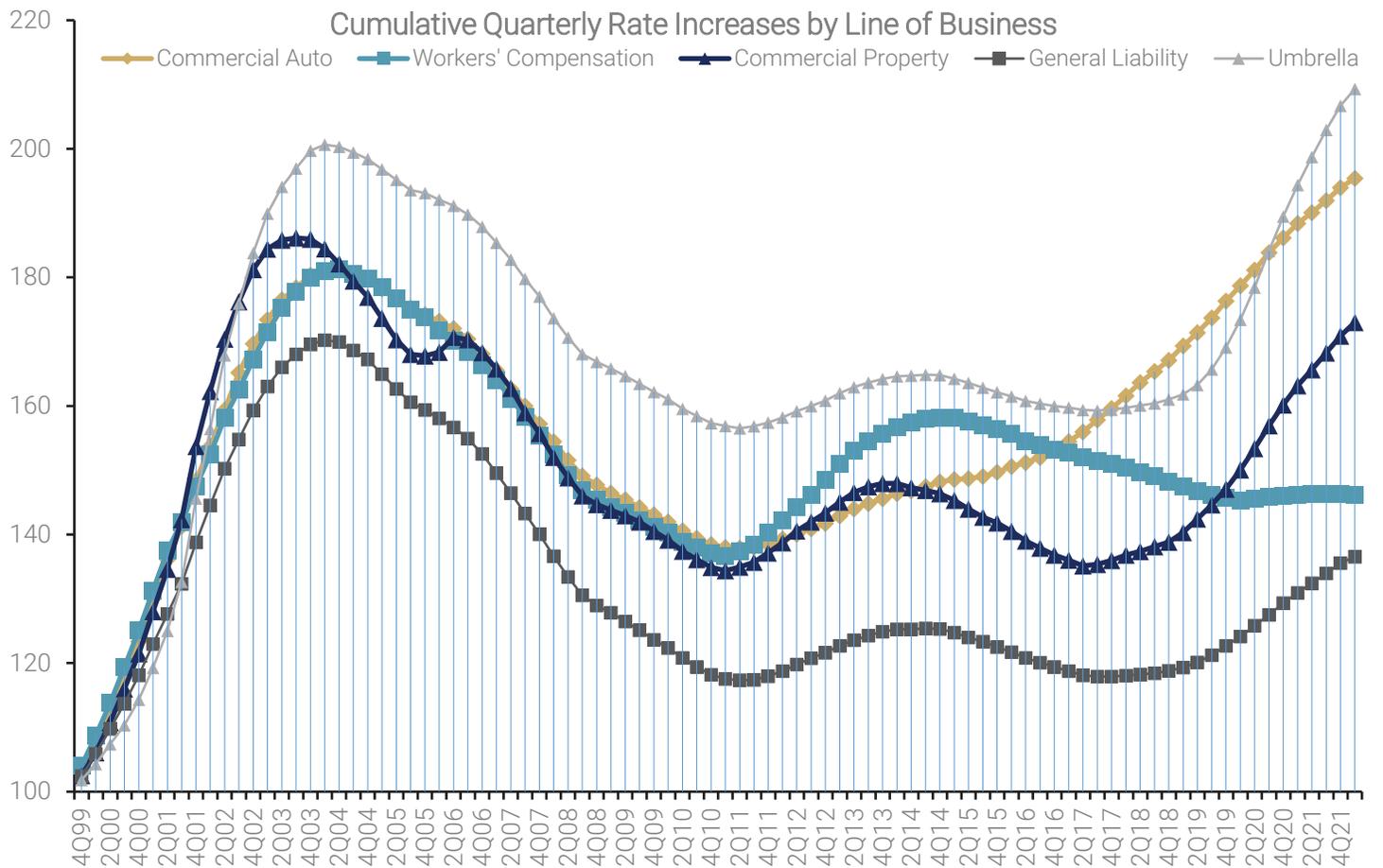
Cumulative Quarterly Rate Increases by Account Size



Average Commercial Rate Increases by Line

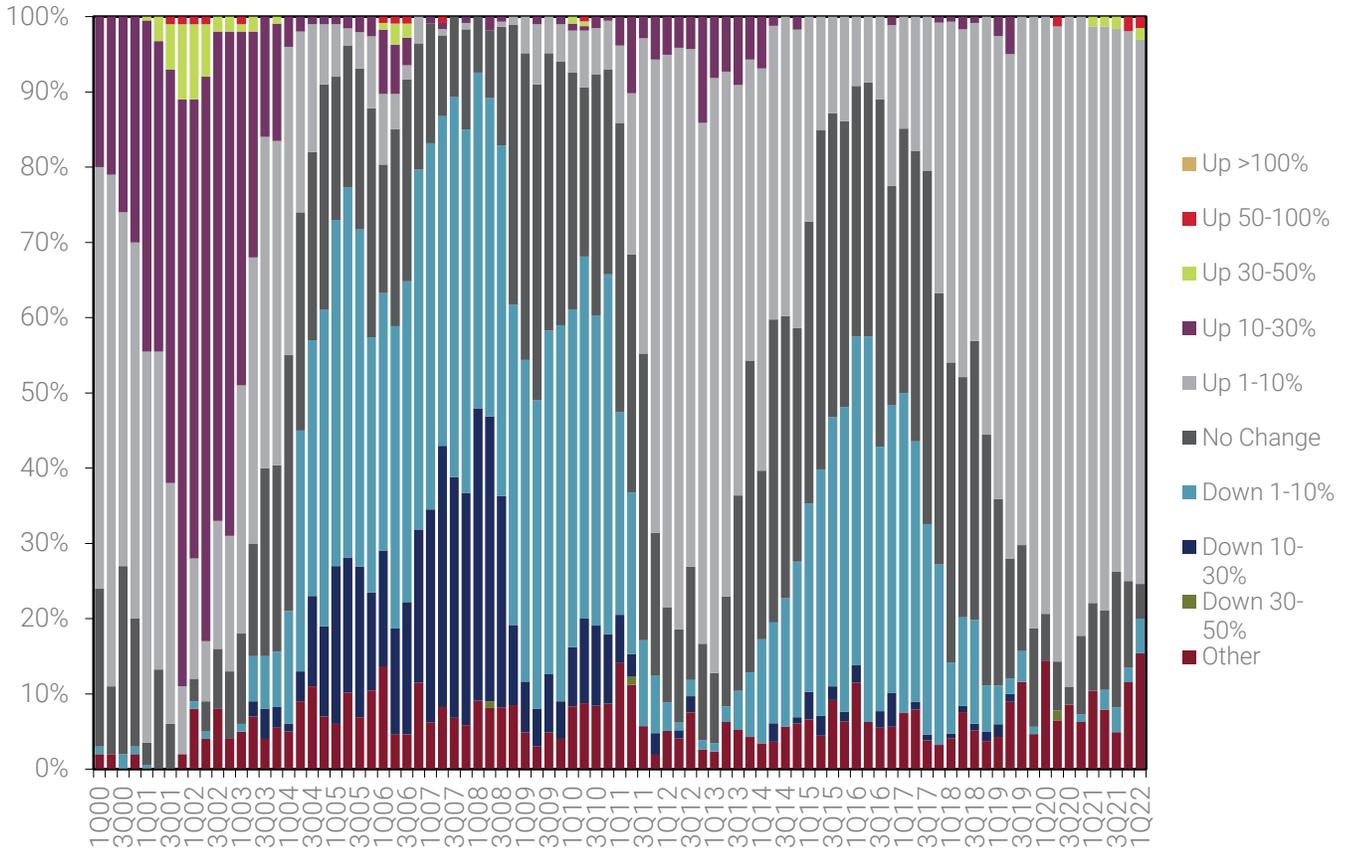


Cumulative Quarterly Rate Increases by Line of Business



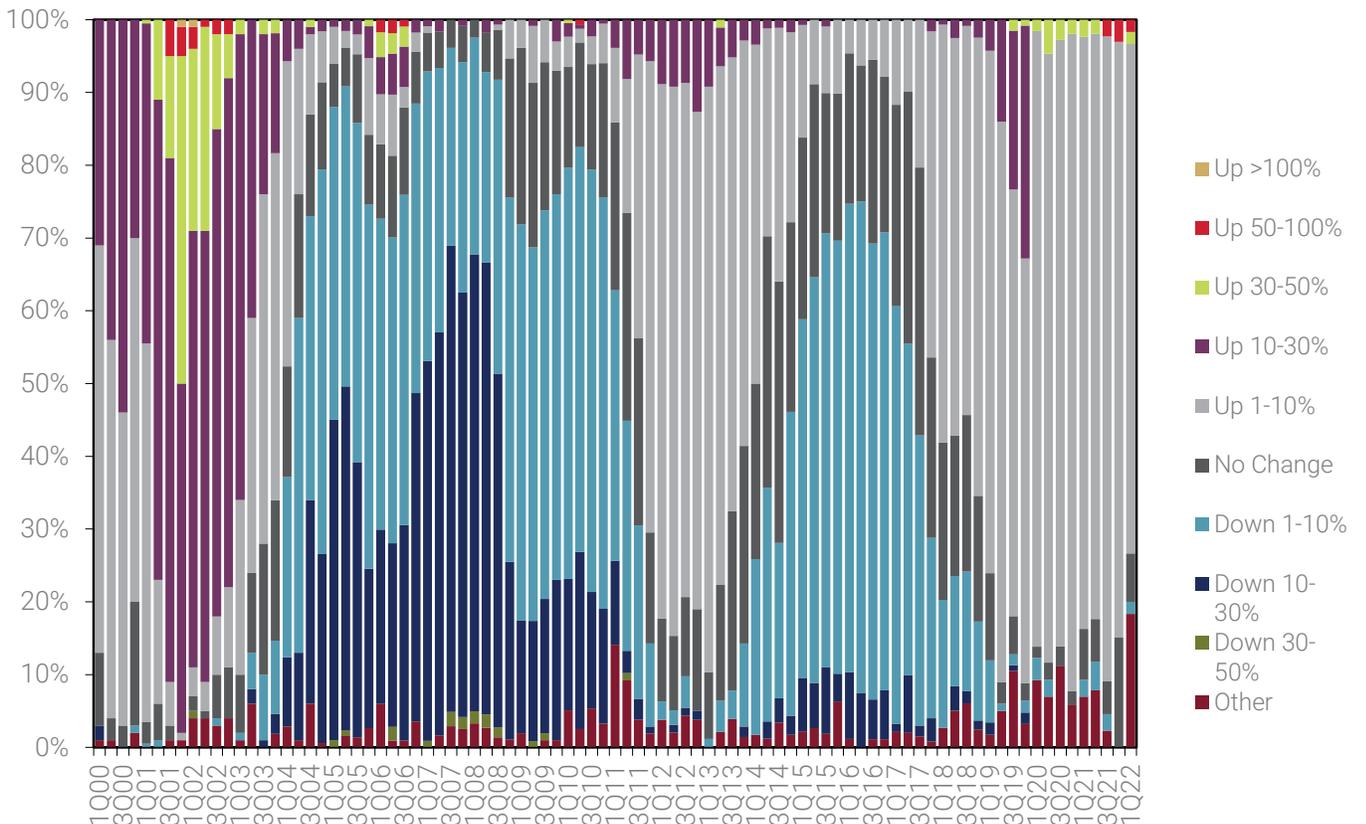
Percentage of Survey Respondents

Insurance Rate Changes, Small Commercial Accounts (Accounts generating <\$25,000 in annual commissions & fees)



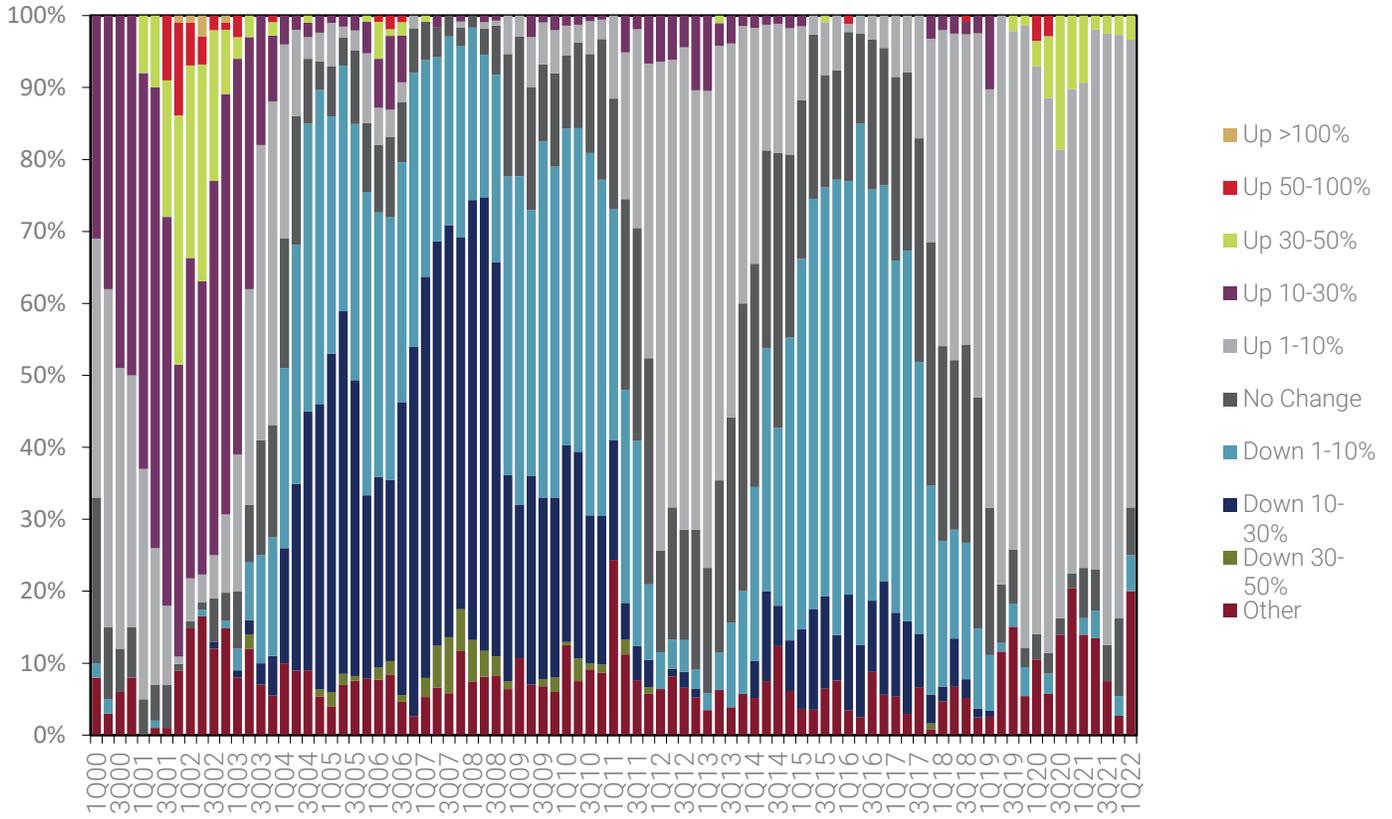
Percentage of Survey Respondents

Insurance Rate Changes, Medium Commercial Accounts (Accounts generating \$25,000-\$100,000 in annual commissions & fees)



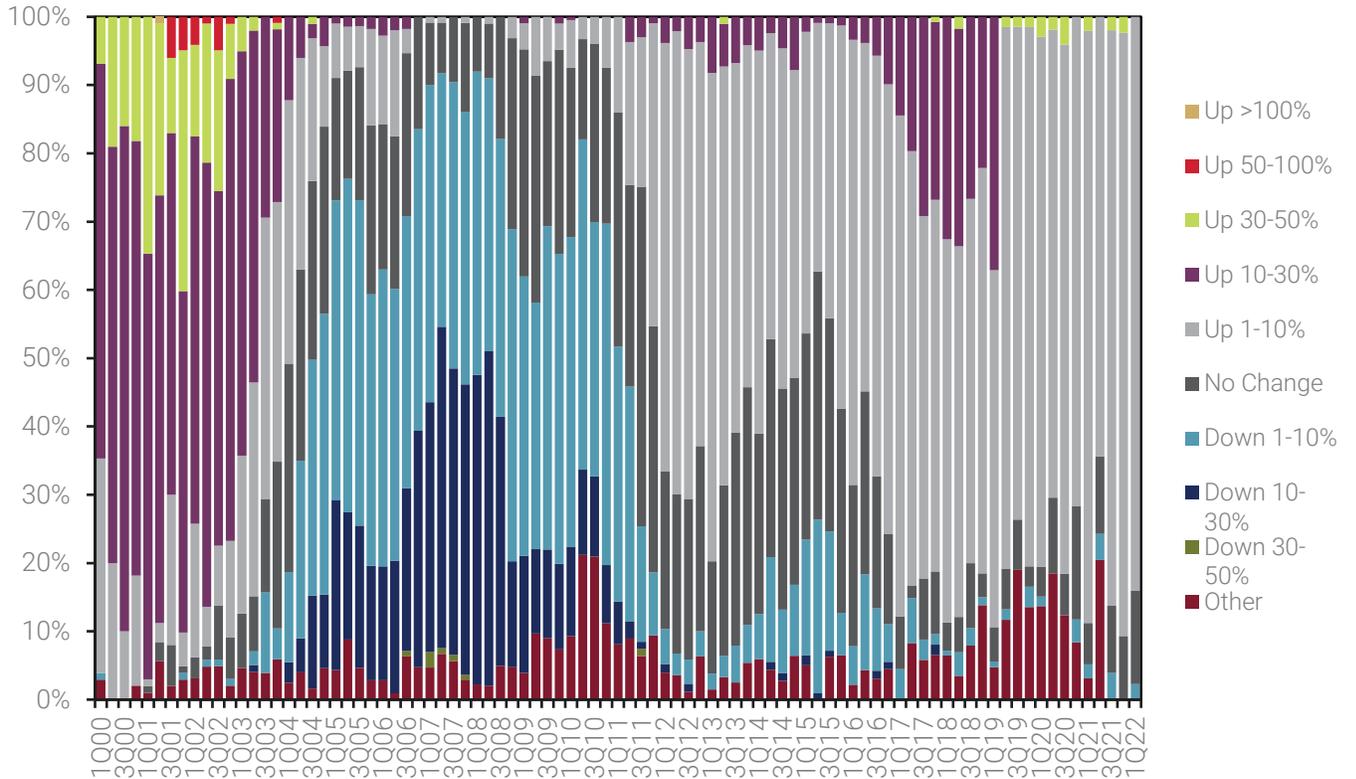
Insurance Rate Changes, Large Commercial Accounts (Accounts generating >\$100,000 in annual commissions & fees)

Percentage of Survey Respondents



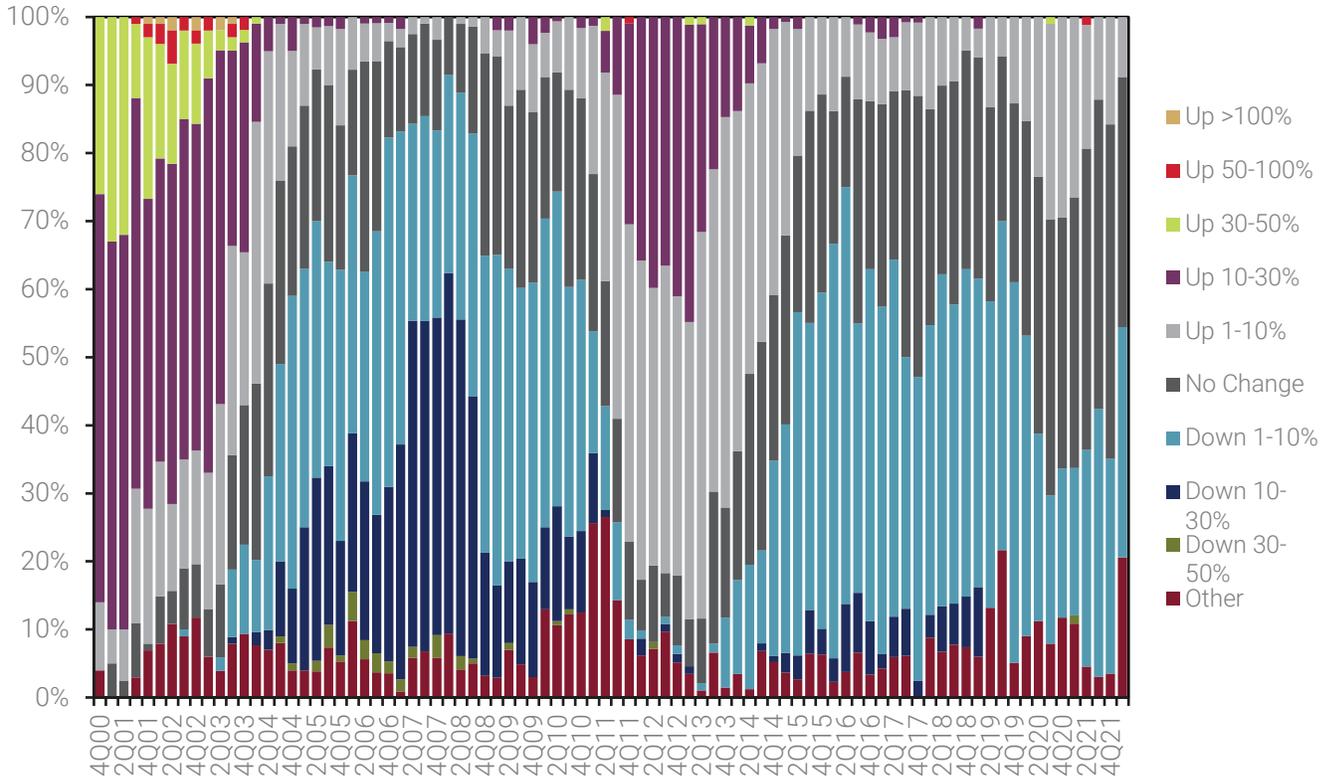
Commercial Auto Insurance Rate Changes

Percentage of Survey Respondents



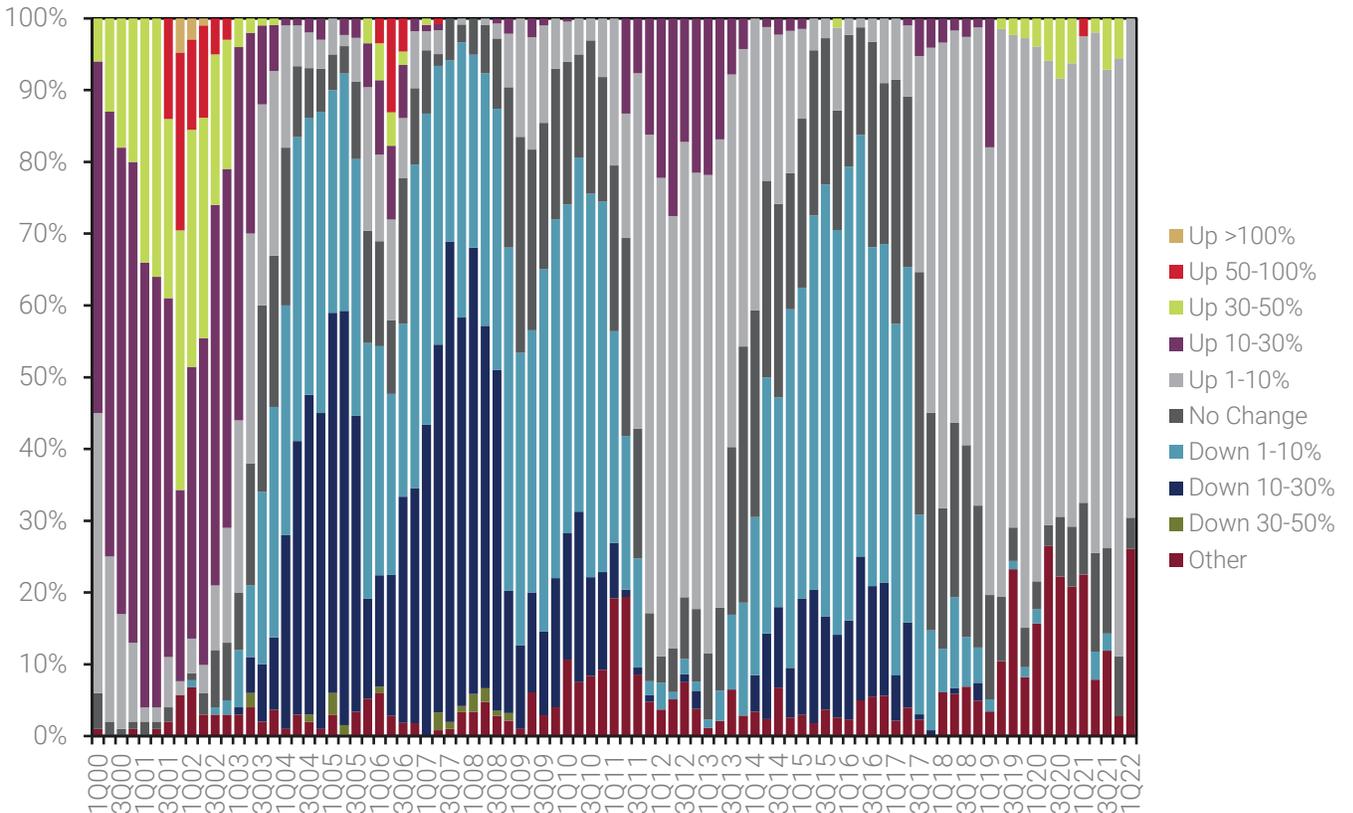
Workers Compensation Insurance Rate Changes

Percentage of Survey Respondents



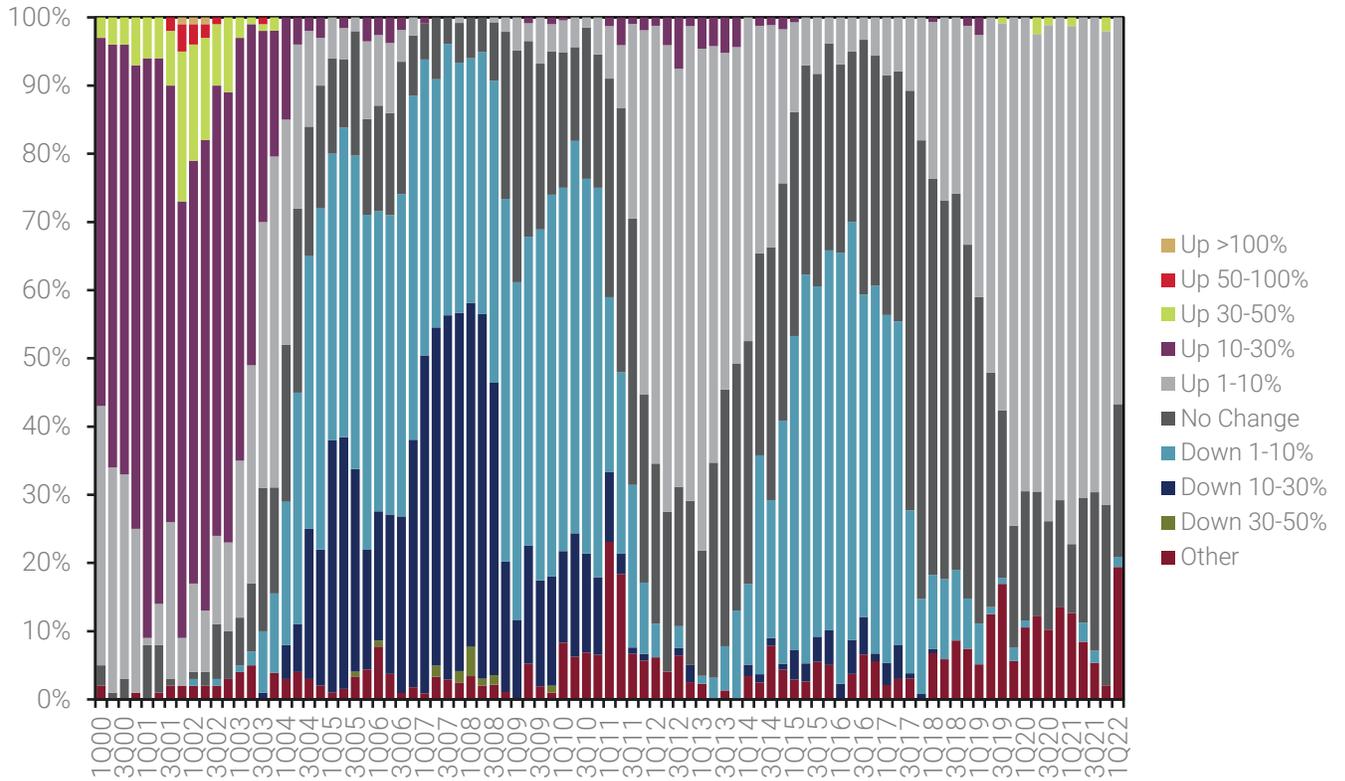
Commercial Property Insurance Rate Changes

Percentage of Survey Respondents



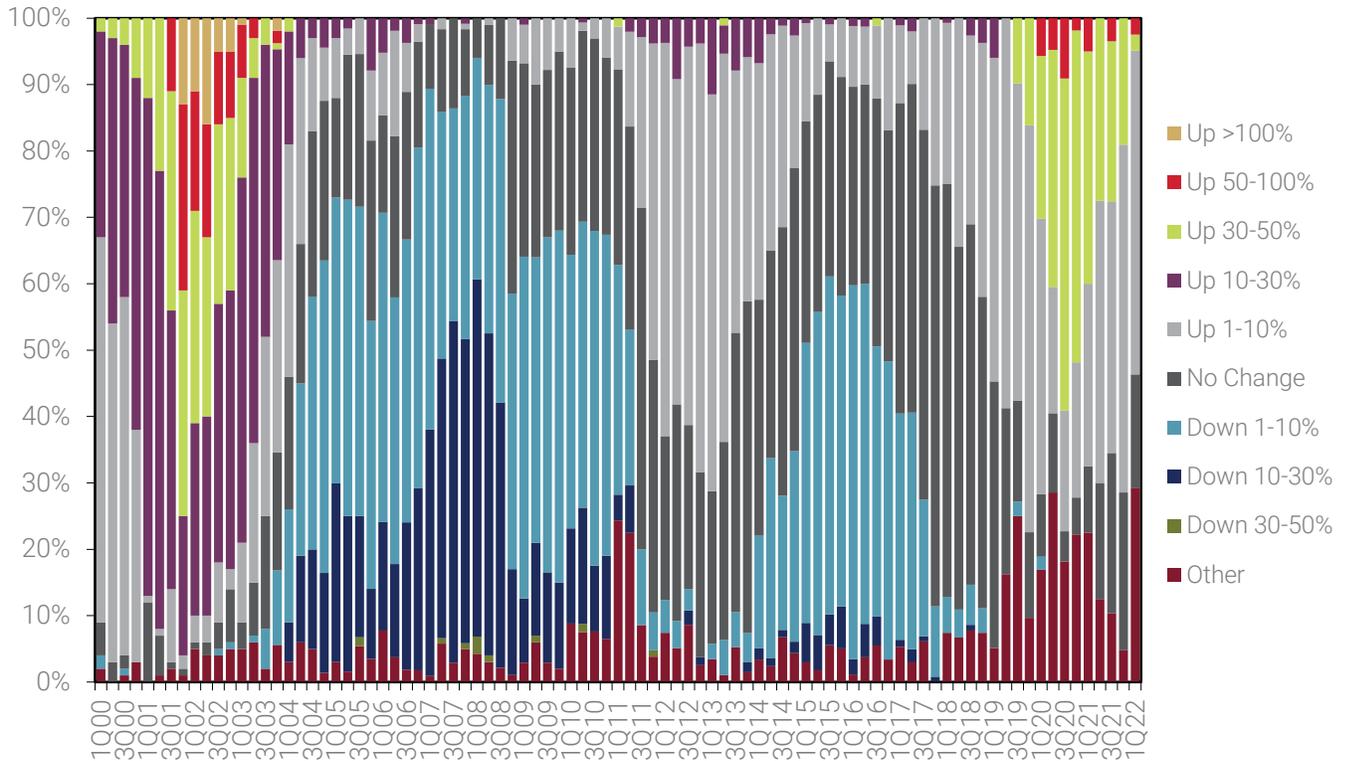
Commercial General Liability Insurance Rate Changes

Percentage of Survey Respondents



Umbrella Insurance Rate Changes

Percentage of Survey Respondents



Business Interruption Insurance Rate Changes

Percentage of Survey Respondents

