



NEWS RELEASE – FOR IMMEDIATE RELEASE

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**COMMERCIAL P/C PRICING CONTINUED TO STABILIZE IN
 THIRD QUARTER OF 2014, ACCORDING TO CIAB SURVEY**

WASHINGTON, D.C. – October 29, 2014 – The commercial property/casualty market appeared to stabilize in the third quarter of 2014, with negligible price increases overall, according to The Council of Insurance Agents & Brokers’ quarterly Commercial P/C Market Index Survey.

On average, small, medium and large accounts in the third quarter rose a scant 0.1 percent compared to negative 0.5 percent last quarter. Small accounts experienced the largest increase of 1.1 percent, while large accounts fell 1.1 percent as the Barclays Research chart below shows.

“We didn’t see much change in pricing or underwriters’ approach over the last quarter compared to the second quarter,” said Ken A. Crerar, president/CEO of The Council. “Capacity remained plentiful and underwriters were still eager for new business. We’ll have to wait for the fourth quarter results to see whether the third quarter portends what’s in store going forward,” Crerar said.

Average Third Quarter 2014 Commercial Rates Stabilized

	Small Accounts	Medium Accounts	Large Accounts	Avg
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%
Fourth Quarter 2013	2.6%	2.4%	1.4%	2.1%
Third Quarter 2013	3.8%	3.7%	2.6%	3.4%
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.

Many of the brokers responding to the survey said there were no significant changes in pricing or terms and conditions during the third quarter. Along the eastern seaboard, a number of brokers noted market softening for property.

The relatively calm CAT season helped keep coastal property rates stable. “Coastal wind restrictions were looser without any storms,” a broker in the Northeast reported. A Southeastern broker saw “Premium reduction in coastal/wind and an increase in competition from non-admitted markets.” Brokers in parts of the Southwest,

however, struggled with wind and hail risks. As one said, “Wind/hail property deductibles are significant factors in new and renewal placements.”

The survey also found that competition dampened rate increases, due to ample capacity and a need for carriers to meet yearly underwriting goals. “More capacity means decreasing pricing and more favorable terms and conditions. The market is no longer firming,” a broker from the Southwest commented.

Capacity was bolstered additionally by specialty carriers. As one respondent observed, “Capacity in general is up in most areas due to the entrance into the marketplace of carriers like Berkshire Hathaway Specialty, which continues to set up new divisions.”

Brokers also reported that carriers continued to be aggressive on new business and were willing to negotiate on good renewal accounts to keep them from going on the market. Typical of the responses, a Northeast broker said, “Carriers continue to offer more competitive pricing and terms on clean renewal business.” A similar scenario played out in the Midwest. “Pricing is getting softer and carriers are beginning to take shots at good accounts when they get into the market.”

Topping the list of other concerns for brokers were acquiring and retaining talent, cyber and terrorism risks, competition and global challenges.

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.

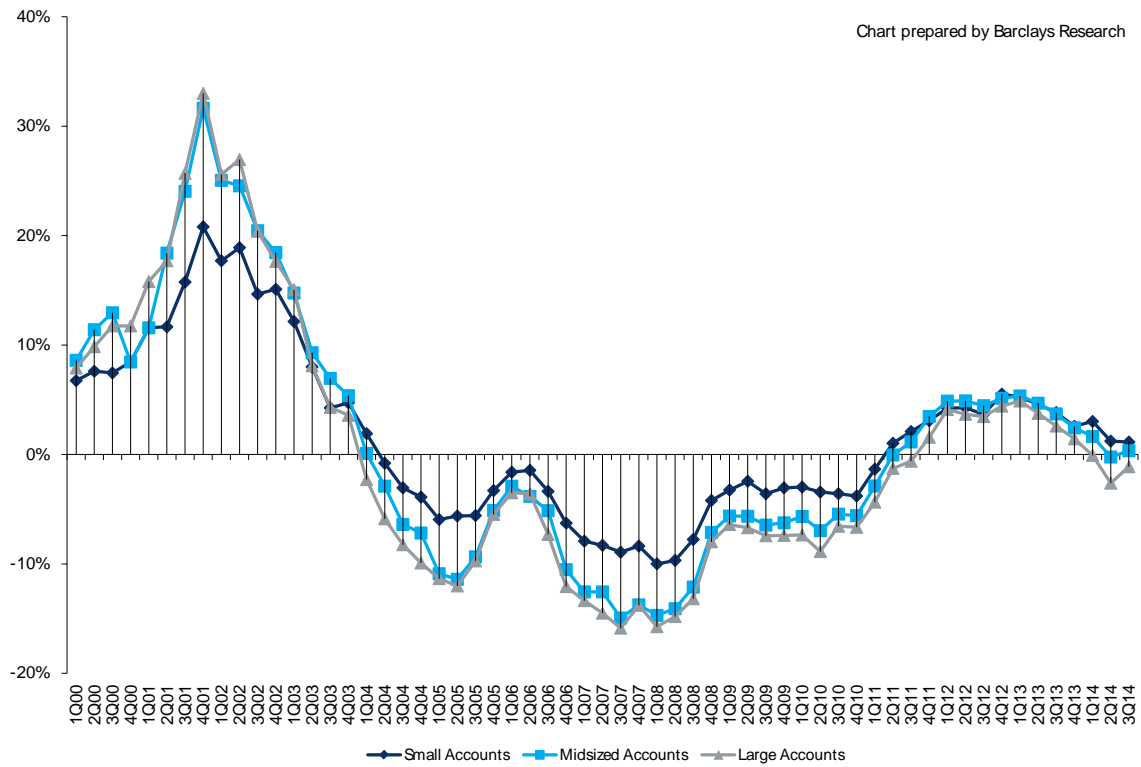
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Average Third Quarter 2014 Commercial Rate Increases Slow

	Small Accounts	Medium Accounts	Large Accounts	Avg
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%
Fourth Quarter 2013	2.6%	2.4%	1.4%	2.1%
Third Quarter 2013	3.8%	3.7%	2.6%	3.4%
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.

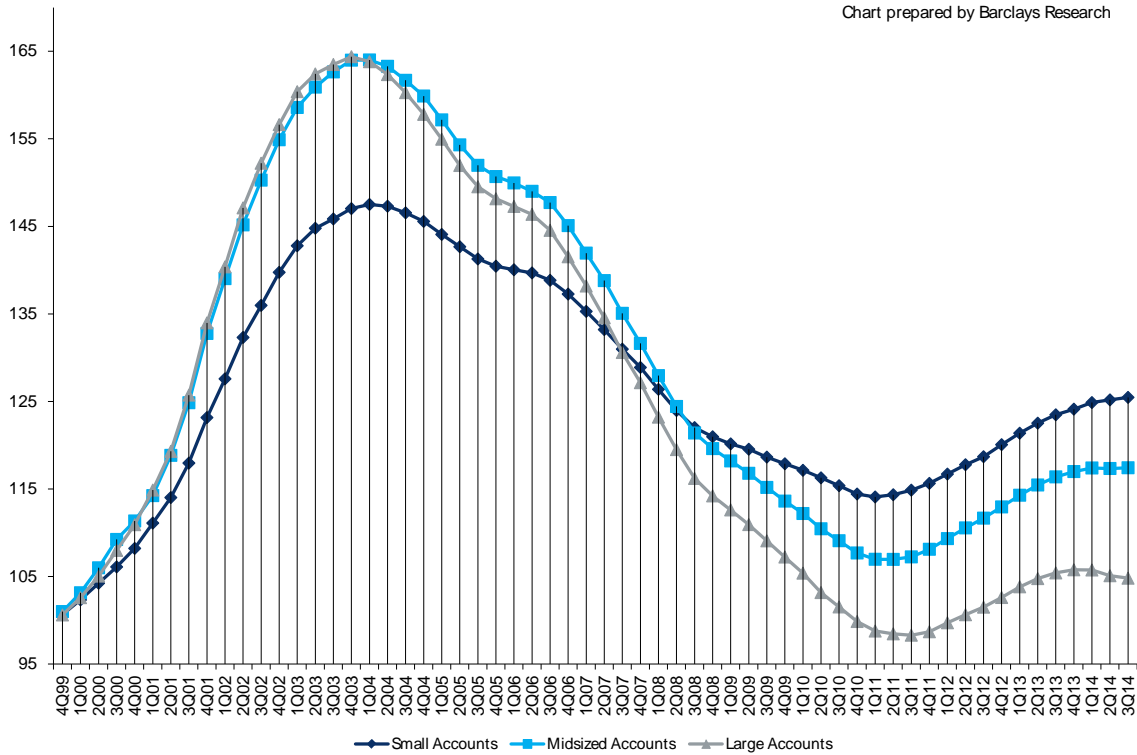
Average Commercial Premium Rate Changes by Account Size



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 Third Quarter 2014 Rate Changes Ranged From -1.6% to +2.6%

	Comm'l Auto	Workers' Comp	Comm'l Property	Gen'l Liability	Umbrella	Average
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%
Fourth Quarter 2013	3.0%	4.9%	2.1%	2.3%	2.3%	2.9%
Third Quarter 2013	3.3%	5.8%	3.5%	2.9%	2.9%	3.7%
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%

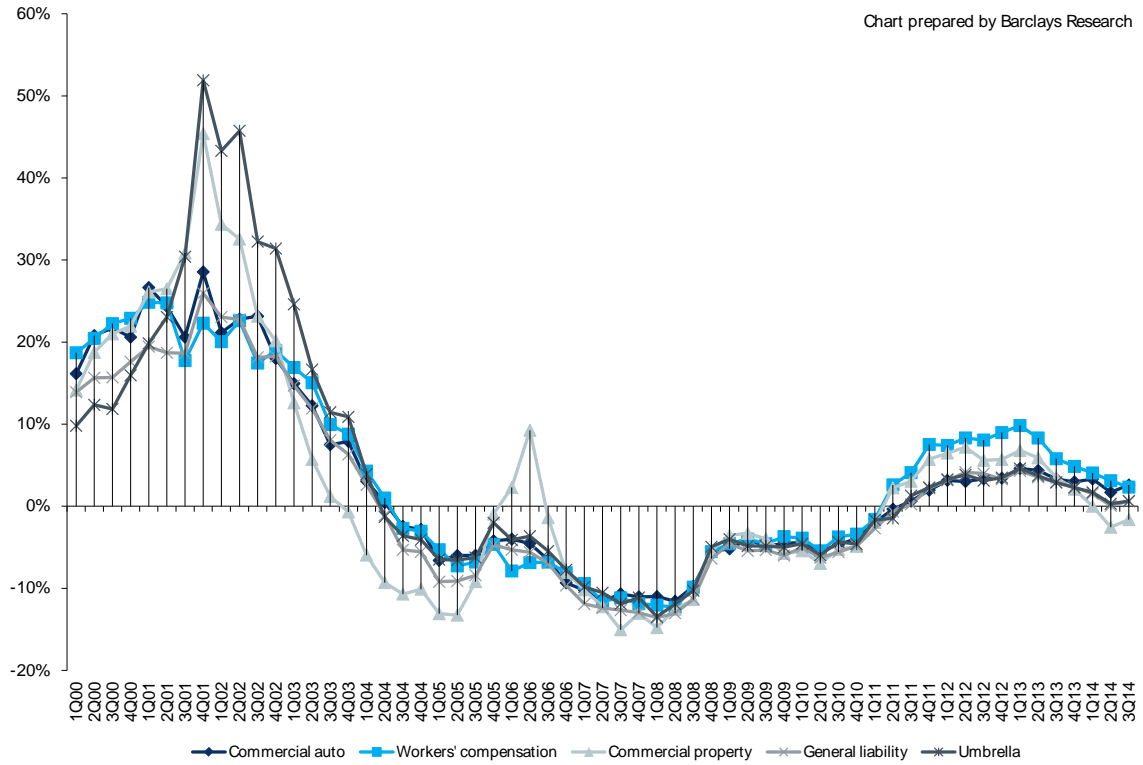
Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

Rate Changes in Other Lines

Third Quarter 2014 Rate Changes in Other Lines			
	3Q14	High	Low
Business interruption	-0.2%	28.8%	-10.2%
Construction	0.2%	38.7%	-10.7%
D&O liability	2.2%	32.4%	-8.7%
Employment practices	3.1%	21.9%	-8.1%
Surety bonds	0.4%	11.2%	-2.3%

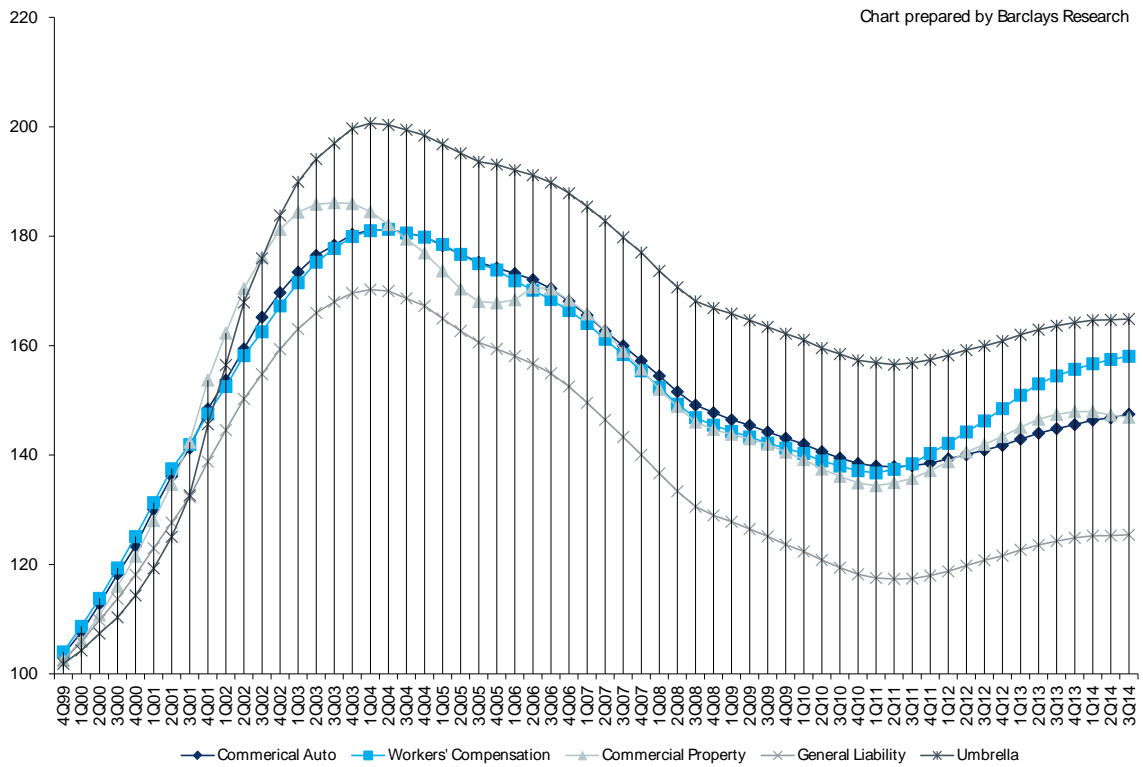
Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

Average Commercial Rate Increases by Line



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

Cumulative Quarterly Rate Increases by Line

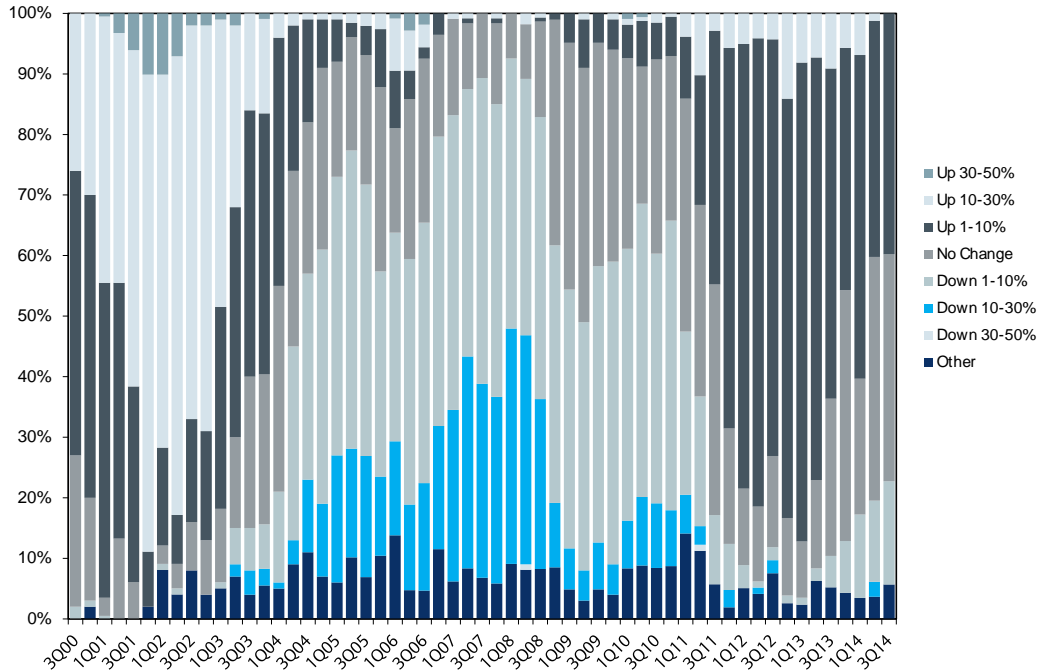


Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

Insurance Rate Changes, Small Commercial Accounts*

Percentage of Survey Respondents

Rate Increases Reported by Agents & Brokers in CIAB Survey
(* Accounts generating $\leq 25,000$ in annual commissions & fees)

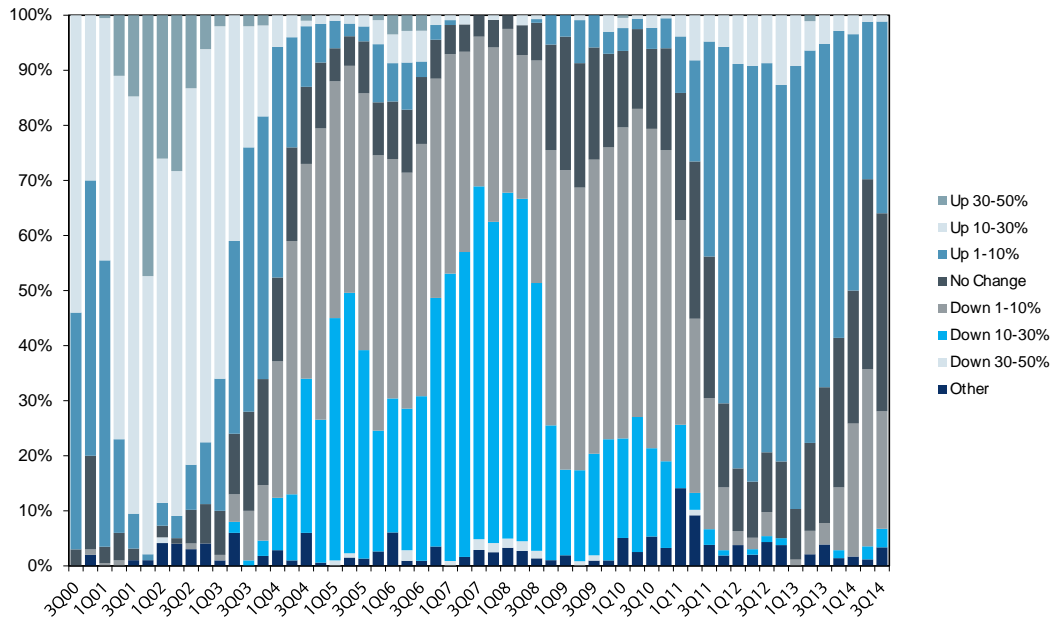


Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

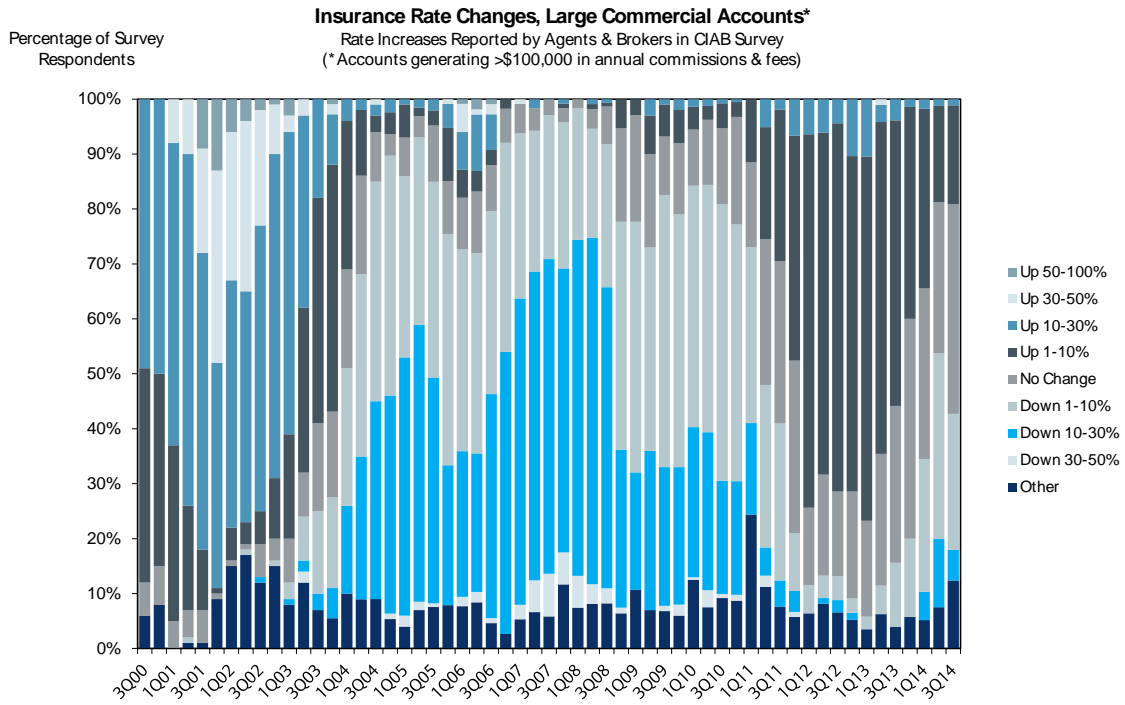
Insurance Rate Changes, Medium Commercial Accounts*

Percentage of Survey Respondents

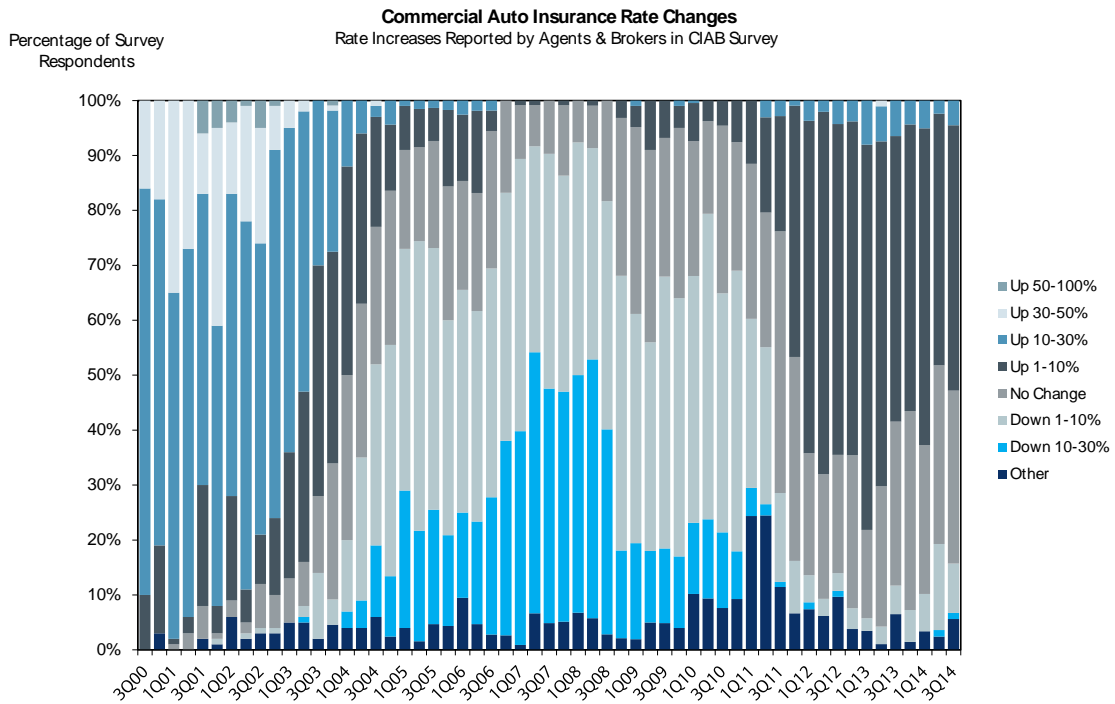
Rate Increases Reported by Agents & Brokers in CIAB Survey
(* Accounts generating \$25,000-\$100,000 in annual commissions & fees)



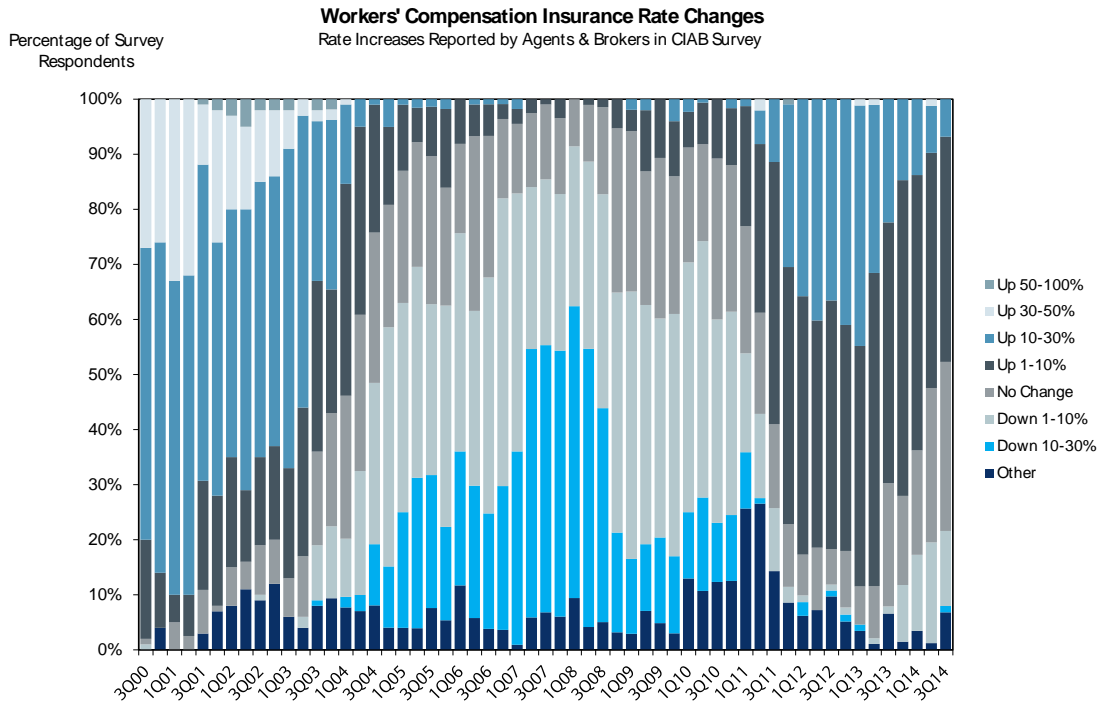
Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.



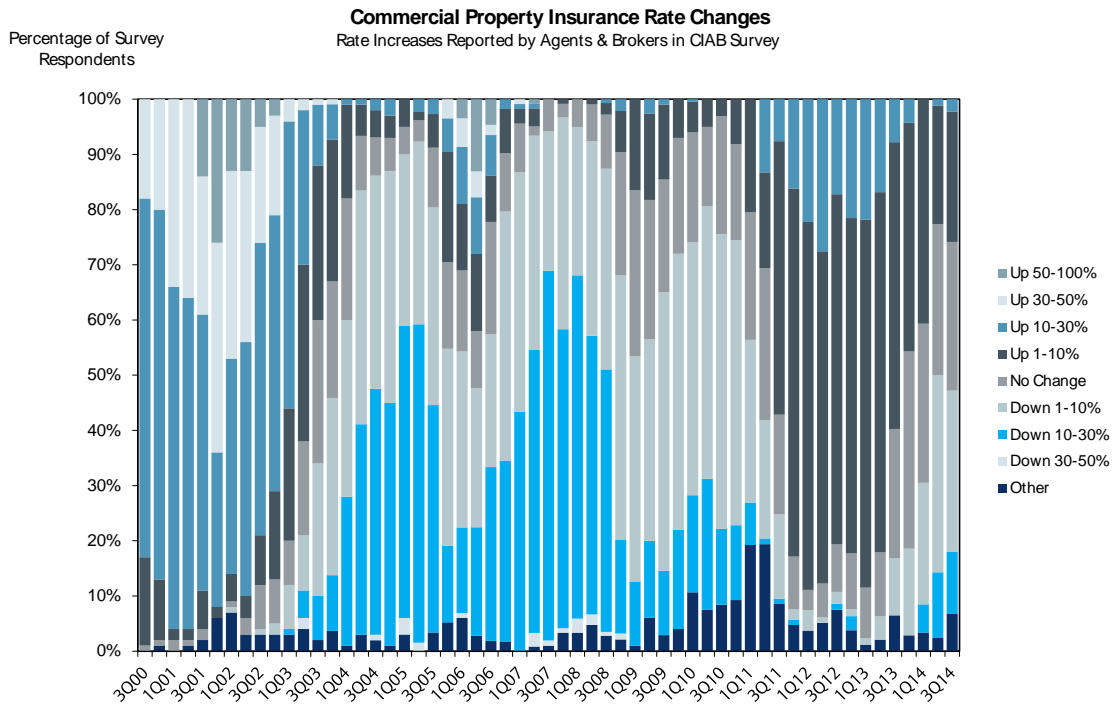
Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.



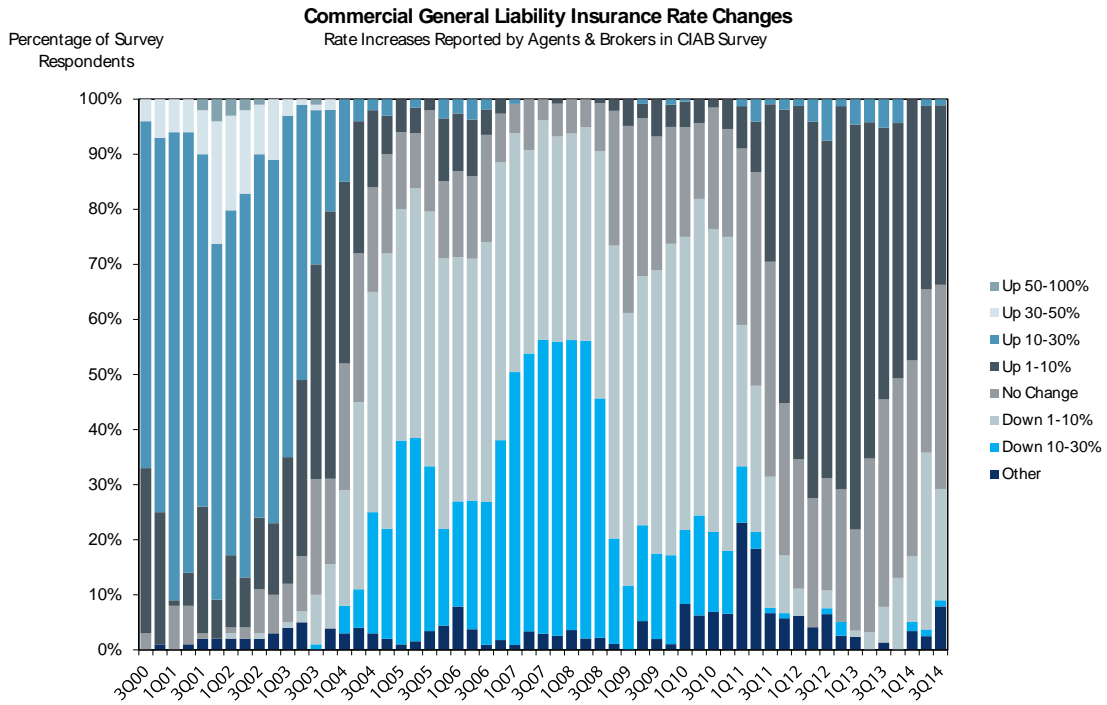
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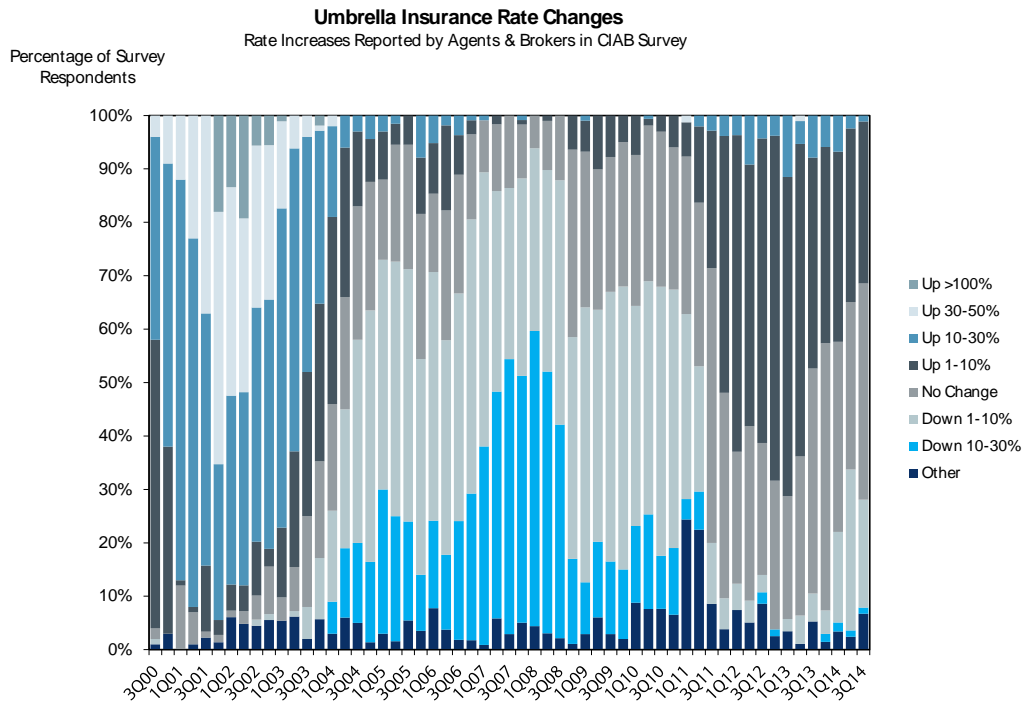
Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.



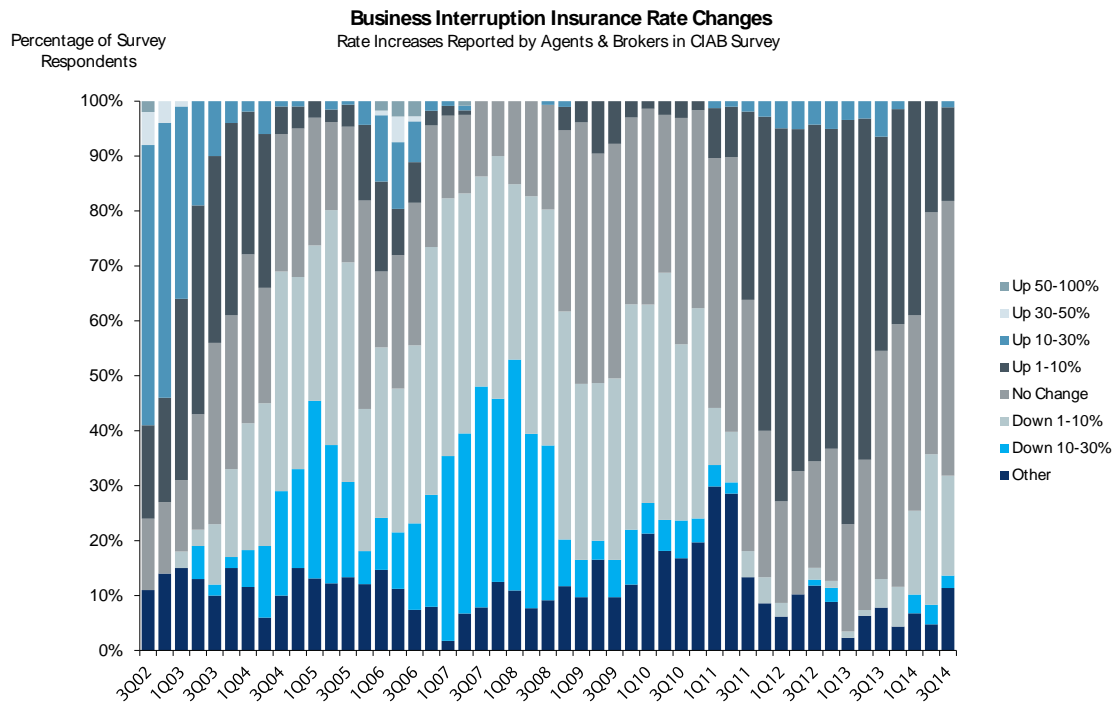
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Source: The Council of Insurance Agents & Brokers. Chart prepared by Barclays Research.

Commercial Property – Casualty Market Survey

3rd Quarter 2014 Released: October 2014

Below are the survey results for: ALL REGIONS

1. On average, how have premium rates changed over the last three months (July 1-September 30, 2014) 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%	17.05%	37.50%	39.77%	0.00%	0.00%	0.00%	0.00%	5.68%
Medium (\$25K – \$100K)	0.00%	0.00%	3.37%	21.35%	35.96%	34.83%	1.12%	0.00%	0.00%	0.00%	3.37%
Large (>\$100K)	0.00%	1.12%	4.50%	24.72%	38.20%	17.98%	1.12%	0.00%	0.00%	0.00%	12.36%

2. How much have premium rates changed over the last three months (July 1-September 30, 2014) 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%	2.27%	18.18%	50.00%	17.05%	1.14%	0.00%	0.00%	0.00%	11.36%
Commercial Auto	0.00%	0.00%	1.12%	8.99%	31.46%	48.32%	3.37%	1.12%	0.00%	0.00%	5.62%
Commercial Property	0.00%	1.12%	10.11%	29.21%	26.97%	23.60%	1.12%	1.12%	0.00%	0.00%	6.75%
Construction Risks	0.00%	0.00%	4.60%	16.09%	37.93%	29.89%	1.15%	0.00%	0.00%	0.00%	10.34%
D & O	0.00%	0.00%	1.12%	7.87%	34.83%	42.70%	4.49%	0.00%	0.00%	0.00%	8.99%
Flood Insurance	0.00%	0.00%	0.00%	3.37%	55.06%	21.35%	4.49%	1.12%	0.00%	0.00%	14.61%
Employment Practices	0.00%	0.00%	0.00%	4.49%	40.45%	37.08%	7.87%	1.12%	0.00%	0.00%	8.99%
General Liability	0.00%	0.00%	1.12%	20.22%	37.08%	32.59%	1.12%	0.00%	0.00%	0.00%	7.87%
Marine	0.00%	0.00%	3.41%	13.64%	50.00%	15.91%	1.14%	0.00%	0.00%	0.00%	15.90%
Medical Malpractice	0.00%	0.00%	2.27%	7.95%	34.09%	10.23%	1.14%	0.00%	0.00%	0.00%	44.32%
Surety Bonds	0.00%	0.00%	0.00%	1.12%	56.18%	8.99%	0.00%	0.00%	0.00%	0.00%	33.71%
Terrorism	0.00%	0.00%	1.14%	4.55%	59.09%	10.22%	1.14%	0.00%	0.00%	0.00%	23.86%
Umbrella	0.00%	0.00%	1.12%	20.22%	40.45%	30.34%	0.00%	1.12%	0.00%	0.00%	6.75%
Workers' Compensation	0.00%	0.00%	1.14%	13.64%	30.68%	40.91%	5.68%	1.14%	0.00%	0.00%	6.81%
Broker E&O	0.00%	0.00%	1.14%	7.95%	38.64%	23.86%	0.00%	0.00%	0.00%	0.00%	28.41%

Commercial Property – Casualty Market Survey

3rd Quarter 2014 Released: October 2014

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 (July 1-September 30, 2014) 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%	22.22%	38.89%	38.89%	0.00%	0.00%	0.00%	0.00%	0.00%
Medium (\$25K – \$100K)	0.00%	0.00%	11.11%	22.22%	38.89%	27.78%	0.00%	0.00%	0.00%	0.00%	0.00%
Large (>\$100K)	0.0%	0.0%	5.56%	33.33%	33.33%	16.67%	0.0%	0.0%	0.0%	0.0%	11.11%

2. How much have premium rates changed over the last three (July 1-September 30, 2014) 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%	11.76%	17.65%	41.18%	23.53%	0.00%	0.00%	0.00%	0.00%	5.88%
Commercial Auto	0.00%	0.00%	5.56%	16.66%	27.78%	44.44%	0.00%	0.00%	0.00%	0.00%	5.56%
Commercial Property	0.00%	0.00%	16.67%	27.78%	16.66%	38.89%	0.00%	0.00%	0.00%	0.00%	0.00%
Construction Risks	0.00%	0.00%	5.88%	23.53%	23.53%	35.29%	0.00%	0.00%	0.00%	0.00%	11.77%
D & O	0.00%	0.00%	0.00%	5.56%	27.78%	61.11%	0.00%	0.00%	0.00%	0.00%	5.55%
Flood Insurance	0.00%	0.00%	0.00%	11.11%	55.55%	16.67%	5.56%	0.00%	0.00%	0.00%	11.11%
Employment Practices	0.00%	0.00%	0.00%	5.56%	33.33%	55.56%	0.00%	0.00%	0.00%	0.00%	5.55%
General Liability	0.00%	0.00%	5.56%	33.33%	16.67%	38.89%	0.00%	0.00%	0.00%	0.00%	5.55%
Marine	0.00%	0.00%	5.56%	11.11%	38.89%	22.22%	0.00%	0.00%	0.00%	0.00%	22.22%
Medical Malpractice	0.00%	0.00%	0.00%	5.56%	38.89%	22.22%	0.00%	0.00%	0.00%	0.00%	33.33%
Surety Bonds	0.00%	0.00%	0.00%	0.00%	61.11%	11.11%	0.00%	0.00%	0.00%	0.00%	27.78%
Terrorism	0.00%	0.00%	5.56%	5.55%	55.55%	16.67%	5.56%	0.00%	0.00%	0.00%	11.11%
Umbrella	0.00%	0.00%	0.00%	16.67%	50.00%	27.78%	0.00%	0.00%	0.00%	0.00%	5.55%
Worker's Compensation	0.00%	0.00%	0.00%	5.56%	22.22%	55.56%	11.11%	0.00%	0.00%	0.00%	5.55%
Broker E&O	0.00%	0.00%	5.88%	11.77%	29.41%	29.41%	0.00%	0.00%	0.00%	0.00%	23.53%

Commercial Property – Casualty Market Survey 3rd Quarter 2014 Released: October 2014

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 (July 1-September 30, 2014) 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%	34.78%	34.78%	26.09%	0.00%	0.00%	0.00%	0.00%	4.35%
Medium (\$25K – \$100K)	0.00%	0.00%	4.35%	34.78%	17.39%	39.13%	0.00%	0.00%	0.00%	0.00%	4.35%
Large (>\$100K)	0.00%	4.35%	13.04%	26.09%	21.74%	21.74%	0.00%	0.00%	0.00%	0.00%	13.04%

2. How much have premium rates changed over the last three months (July 1-September 30, 2014) 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%	34.78%	43.47%	8.70%	4.35%	0.00%	0.00%	0.00%	8.70%
Commercial Auto	0.00%	0.00%	0.00%	8.70%	21.73%	52.17%	8.70%	4.35%	0.00%	0.00%	4.35%
Commercial Property	0.00%	0.00%	21.74%	47.83%	8.69%	8.70%	0.00%	4.35%	0.00%	0.00%	8.69%
Construction Risks	0.00%	0.00%	13.04%	8.70%	47.82%	17.39%	4.35%	0.00%	0.00%	0.00%	8.70%
D & O	0.00%	0.00%	0.00%	13.04%	47.83%	21.74%	4.35%	0.00%	0.00%	0.00%	13.04%
Flood Insurance	0.00%	0.00%	0.00%	0.00%	65.21%	17.39%	8.70%	0.00%	0.00%	0.00%	8.70%
Employment Practices	0.00%	0.00%	0.00%	4.35%	43.48%	21.74%	13.04%	0.00%	0.00%	0.00%	17.39%
General Liability	0.00%	0.00%	0.00%	30.43%	30.44%	21.74%	4.35%	0.00%	0.00%	0.00%	13.04%
Marine	0.00%	0.00%	8.70%	21.74%	34.78%	13.04%	4.35%	0.00%	0.00%	0.00%	17.39%
Medical Malpractice	0.00%	0.00%	4.55%	0.00%	27.27%	4.55%	0.00%	0.00%	0.00%	0.00%	63.63%
Surety Bonds	0.00%	0.00%	0.00%	0.00%	60.87%	4.35%	0.00%	0.00%	0.00%	0.00%	34.78%
Terrorism	0.00%	0.00%	0.00%	9.09%	68.18%	4.55%	0.00%	0.00%	0.00%	0.00%	18.18%
Umbrella	0.00%	0.00%	4.35%	26.09%	17.39%	39.13%	0.00%	4.35%	0.00%	0.00%	8.69%
Workers' Compensation	0.00%	0.00%	0.00%	34.78%	21.74%	26.09%	4.35%	0.00%	0.00%	0.00%	13.04%
Broker E&O	0.00%	0.00%	0.00%	8.70%	39.13%	13.04%	0.00%	0.00%	0.00%	0.00%	39.13%

Commercial Property – Casualty Market Survey 3rd Quarter 2014 Released: October 2014

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 (July 1-September 30, 2014) 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%	3.85%	42.31%	38.46%	0.00%	0.00%	0.00%	0.00%	15.38%
Medium (\$25K – \$100K)	0.00%	0.00%	0.00%	11.54%	46.15%	34.62%	0.00%	0.00%	0.00%	0.00%	7.69%
Large (>\$100K)	0.00%	0.00%	0.00%	19.23%	53.85%	15.38%	0.00%	0.00%	0.00%	0.00%	11.54%

2. How much have premium rates changed over the last three (July 1-September 30, 2014) 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%	7.69%	61.54%	15.38%	0.00%	0.00%	0.00%	0.00%	15.39%
Commercial Auto	0.00%	0.00%	0.00%	3.85%	34.61%	57.69%	0.00%	0.00%	0.00%	0.00%	3.85%
Commercial Property	0.00%	0.00%	0.00%	30.77%	26.92%	34.62%	0.00%	0.00%	0.00%	0.00%	7.69%
Construction Risks	0.00%	0.00%	0.00%	23.08%	34.61%	34.62%	0.00%	0.00%	0.00%	0.00%	7.69%
D & O	0.00%	0.00%	0.00%	11.54%	34.61%	46.15%	3.85%	0.00%	0.00%	0.00%	3.85%
Flood Insurance	0.00%	0.00%	0.00%	0.00%	61.53%	23.08%	3.85%	0.00%	0.00%	0.00%	11.54%
Employment Practices	0.00%	0.00%	0.00%	7.69%	50.00%	34.61%	3.85%	0.00%	0.00%	0.00%	3.85%
General Liability	0.00%	0.00%	0.00%	7.69%	57.69%	30.77%	0.00%	0.00%	0.00%	0.00%	3.85%
Marine	0.00%	0.00%	0.00%	7.69%	69.23%	15.39%	0.00%	0.00%	0.00%	0.00%	7.69%
Medical Malpractice	0.00%	0.00%	3.85%	23.08%	38.46%	3.85%	0.00%	0.00%	0.00%	0.00%	30.76%
Surety Bonds	0.00%	0.00%	0.00%	0.00%	69.23%	11.54%	0.00%	0.00%	0.00%	0.00%	19.23%
Terrorism	0.00%	0.00%	0.00%	0.00%	65.39%	7.69%	0.00%	0.00%	0.00%	0.00%	26.92%
Umbrella	0.00%	0.00%	0.00%	19.23%	53.84%	23.08%	0.00%	0.00%	0.00%	0.00%	3.85%
Workers' Compensation	0.00%	0.00%	0.00%	4.00%	44.00%	48.00%	0.00%	0.00%	0.00%	0.00%	4.00%
Broker E&O	0.00%	0.00%	0.00%	7.69%	46.15%	23.08%	0.00%	0.00%	0.00%	0.00%	23.08%

Commercial Property – Casualty Market Survey 3rd Quarter 2014 Released: October 2014

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 (July 1-September 30, 2014) 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%	0.00%	45.45%	54.55%	0.00%	0.00%	0.00%	0.00%	0.00%
Medium (\$25K – \$100K)	0.00%	0.00%	0.00%	18.18%	54.55%	18.18%	9.09%	0.00%	0.00%	0.00%	0.00%
Large (>\$100K)	0.00%	0.00%	0.00%	27.27%	36.37%	18.18%	9.09%	0.00%	0.00%	0.00%	9.09%

2. How much have premium rates changed over the last three months (July 1-September 30, 2014) 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%	9.09%	54.55%	18.18%	0.00%	0.00%	0.00%	0.00%	18.18%
Commercial Auto	0.00%	0.00%	0.00%	9.09%	45.46%	27.27%	9.09%	0.00%	0.00%	0.00%	9.09%
Commercial Property	0.00%	9.09%	9.09%	0.00%	54.55%	9.09%	9.09%	0.00%	0.00%	0.00%	9.09%
Construction Risks	0.00%	0.00%	0.00%	9.09%	54.55%	27.27%	0.00%	0.00%	0.00%	0.00%	9.09%
D & O	0.00%	0.00%	9.09%	0.00%	27.28%	36.36%	9.09%	0.00%	0.00%	0.00%	18.18%
Flood Insurance	0.00%	0.00%	0.00%	0.00%	45.46%	18.18%	0.00%	0.00%	0.00%	0.00%	36.36%
Employment Practices	0.00%	0.00%	0.00%	0.00%	45.46%	27.27%	9.09%	0.00%	0.00%	0.00%	18.18%
General Liability	0.00%	0.00%	0.00%	9.09%	54.55%	27.27%	0.00%	0.00%	0.00%	0.00%	9.09%
Marine	0.00%	0.00%	0.00%	10.00%	60.00%	10.00%	0.00%	0.00%	0.00%	0.00%	20.00%
Medical Malpractice	0.00%	0.00%	0.00%	0.00%	54.55%	0.00%	0.00%	0.00%	0.00%	0.00%	45.45%
Surety Bonds	0.00%	0.00%	0.00%	9.09%	45.46%	0.00%	0.00%	0.00%	0.00%	0.00%	45.45%
Terrorism	0.00%	0.00%	0.00%	9.09%	45.46%	0.00%	0.00%	0.00%	0.00%	0.00%	45.45%
Umbrella	0.00%	0.00%	0.00%	18.18%	54.55%	18.18%	0.00%	0.00%	0.00%	0.00%	9.09%
Workers' Compensation	0.00%	0.00%	9.09%	9.09%	36.37%	27.27%	18.18%	0.00%	0.00%	0.00%	0.00%
Broker E&O	0.00%	0.00%	0.00%	9.09%	63.64%	9.09%	0.00%	0.00%	0.00%	0.00%	18.18%

Commercial Property – Casualty Market Survey 3rd Quarter 2014 Released: October 2014

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 (July 1-September 30, 2014) 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%	20.00%	20.00%	60.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Medium (\$25K – \$100K)	0.00%	0.00%	0.00%	18.18%	27.27%	54.55%	0.00%	0.00%	0.00%	0.00%	0.00%
Large (>\$100K)	0.00%	0.00%	0.00%	18.18%	45.46%	18.18%	0.00%	0.00%	0.00%	0.00%	18.18%

2. How much have premium rates changed over the last three months (July 1-September 30, 2014) 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%	18.18%	45.46%	27.27%	0.00%	0.00%	0.00%	0.00%	9.09%
Commercial Auto	0.00%	0.00%	0.00%	9.09%	36.36%	45.46%	0.00%	0.00%	0.00%	0.00%	9.09%
Commercial Property	0.00%	0.00%	0.00%	18.18%	54.55%	18.18%	0.00%	0.00%	0.00%	0.00%	9.09%
Construction Risks	0.00%	0.00%	0.00%	10.00%	30.00%	40.00%	0.00%	0.00%	0.00%	0.00%	20.00%
D & O	0.00%	0.00%	0.00%	0.00%	27.27%	54.55%	9.09%	0.00%	0.00%	0.00%	9.09%
Flood Insurance	0.00%	0.00%	0.00%	9.09%	27.28%	36.36%	0.00%	9.09%	0.00%	0.00%	18.18%
Employment Practices	0.00%	0.00%	0.00%	0.00%	18.18%	54.55%	18.18%	9.09%	0.00%	0.00%	0.00%
General Liability	0.00%	0.00%	0.00%	18.18%	18.18%	54.55%	0.00%	0.00%	0.00%	0.00%	9.09%
Marine	0.00%	0.00%	0.00%	18.18%	45.46%	18.18%	0.00%	0.00%	0.00%	0.00%	18.18%
Medical Malpractice	0.00%	0.00%	0.00%	0.00%	9.09%	27.27%	9.09%	0.00%	0.00%	0.00%	54.55%
Surety Bonds	0.00%	0.00%	0.00%	0.00%	18.18%	18.18%	0.00%	0.00%	0.00%	0.00%	63.64%
Terrorism	0.00%	0.00%	0.00%	0.00%	45.46%	27.27%	0.00%	0.00%	0.00%	0.00%	27.27%
Umbrella	0.00%	0.00%	0.00%	18.18%	27.27%	45.46%	0.00%	0.00%	0.00%	0.00%	9.09%
Workers' Compensation	0.00%	0.00%	0.00%	9.09%	27.27%	45.46%	0.00%	9.09%	0.00%	0.00%	9.09%
Broker E&O	0.00%	0.00%	0.00%	0.00%	9.09%	54.55%	0.00%	0.00%	0.00%	0.00%	36.36%