# 2025 ACEC PLI Survey for Member Firms (PLI Provider)

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Q2: What are your firm’s fields of practice? Check all that apply. *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Valid Cases | 419 | 3 | 83 | 19 | 2 | 14 | 47 | 14 | 11 | 18 | 54 | 149 |
| **Architectural** | | | | | | | | | | | | |
| Mentions | 44 | 0 | 13 | 1 | 0 | 2 | 8 | 2 | 2 | 1 | 3 | 12 |
| % Valid Cases | 11% | 0% | 16% | 5% | 0% | 14% | 17% | 14% | 18% | 6% | 6% | 8% |
| **Building Commissioning** | | | | | | | | | | | | |
| Mentions | 23 | 0 | 9 | 1 | 0 | 1 | 7 | 0 | 1 | 1 | 1 | 2 |
| % Valid Cases | 5% | 0% | 11% | 5% | 0% | 7% | 15% | 0% | 9% | 6% | 2% | 1% |
| **Civil / General (Including Transportation)** | | | | | | | | | | | | |
| Mentions | 271 | 2 | 57 | 13 | 0 | 7 | **36** | 8 | 7 | 11 | 37 | **89** |
| % Valid Cases | 65% | 67% | 69% | 68% | 0% | 50% | **77% K** | 57% | 64% | 61% | 69% | **60%** |
| **Construction Engineering & Inspection** | | | | | | | | | | | | |
| Mentions | 181 | 2 | 34 | 8 | 1 | 8 | **26** | 8 | 4 | 3 | 27 | **58** |
| % Valid Cases | 43% | 67% | 41% | 42% | 50% | 57% | **55% K** | 57% | 36% | 17% | 50% | **39%** |
| **Construction Management** | | | | | | | | | | | | |
| Mentions | 95 | 0 | 15 | 2 | 1 | 4 | 15 | 5 | 1 | 2 | 11 | 37 |
| % Valid Cases | 23% | 0% | 18% | 11% | 50% | 29% | 32% | 36% | 9% | 11% | 20% | 25% |
| **Electrical** | | | | | | | | | | | | |
| Mentions | 85 | 0 | **23** | 2 | 2 | 2 | 12 | 4 | 2 | 5 | 9 | **23** |
| % Valid Cases | 20% | 0% | **28% K** | 11% | 100% | 14% | 26% | 29% | 18% | 28% | 17% | **15%** |
| **Energy / Industrial** | | | | | | | | | | | | |
| Mentions | 32 | 0 | 9 | 0 | 1 | 1 | 7 | 1 | 1 | 1 | 0 | 9 |
| % Valid Cases | 8% | 0% | 11% | 0% | 50% | 7% | 15% | 7% | 9% | 6% | 0% | 6% |
| **Environmental** | | | | | | | | | | | | |
| Mentions | 96 | 1 | 19 | **7** | 1 | **6** | **17** | 4 | 3 | 2 | **7** | **29** |
| % Valid Cases | 23% | 33% | 23% | **37% J** | 50% | **43% JK** | **36% JK** | 29% | 27% | 11% | **13%** | **19%** |
| **Geotechnical** | | | | | | | | | | | | |
| Mentions | 64 | 0 | **7** | 3 | 1 | **7** | **6** | 3 | 1 | 1 | **5** | **30** |
| % Valid Cases | 15% | 0% | **8%** | 16% | 50% | **50% BFJK** | **13%** | 21% | 9% | 6% | **9%** | **20% B** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFJK**

Q2: What are your firm's fields of practice? Check all that apply. *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinnerer, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **Lab Testing** | | | | | | | | | | | | |
| Mentions | 41 | 0 | **6** | 1 | 0 | **5** | 7 | 2 | 1 | 0 | 3 | **16** |
| % Valid Cases | 10% | 0% | **7%** | 5% | 0% | **36% BK** | 15% | 14% | 9% | 0% | 6% | **11%** |
| **Landscape Architecture** | | | | | | | | | | | | |
| Mentions | 51 | 0 | **16** | 2 | 0 | 0 | **13** | 2 | 2 | 2 | **5** | **9** |
| % Valid Cases | 12% | 0% | **19% K** | 11% | 0% | 0% | **28% JK** | 14% | 18% | 11% | **9%** | **6%** |
| **Mechanical / HVAC** | | | | | | | | | | | | |
| Mentions | 82 | 0 | **23** | 2 | 1 | 2 | **13** | 4 | 3 | 4 | **5** | **24** |
| % Valid Cases | 20% | 0% | **28% JK** | 11% | 50% | 14% | **28% J** | 29% | 27% | 22% | **9%** | **16%** |
| **Planning** | | | | | | | | | | | | |
| Mentions | 103 | 0 | **27** | 5 | 0 | 2 | 14 | 3 | 2 | 6 | 14 | **28** |
| % Valid Cases | 25% | 0% | **33% K** | 26% | 0% | 14% | 30% | 21% | 18% | 33% | 26% | **19%** |
| **Process** | | | | | | | | | | | | |
| Mentions | 20 | 0 | 9 | 0 | 1 | 1 | 6 | 1 | 0 | 0 | 0 | 2 |
| % Valid Cases | 5% | 0% | 11% | 0% | 50% | 7% | 13% | 7% | 0% | 0% | 0% | 1% |
| **Structural** | | | | | | | | | | | | |
| Mentions | 134 | 1 | 30 | 5 | 0 | 3 | 19 | 2 | 4 | 2 | 19 | 48 |
| % Valid Cases | 32% | 33% | 36% | 26% | 0% | 21% | 40% | 14% | 36% | 11% | 35% | 32% |
| **SUE-Subsurface Utility Locating** | | | | | | | | | | | | |
| Mentions | 26 | 0 | 9 | 1 | 0 | 0 | 3 | 1 | 0 | 0 | 4 | 8 |
| % Valid Cases | 6% | 0% | 11% | 5% | 0% | 0% | 6% | 7% | 0% | 0% | 7% | 5% |
| **Surveying** | | | | | | | | | | | | |
| Mentions | 146 | 2 | **37** | **11** | 0 | 2 | **25** | 4 | 3 | 4 | **17** | **39** |
| % Valid Cases | 35% | 67% | **45% K** | **58% JK** | 0% | 14% | **53% JK** | 29% | 27% | 22% | **31%** | **26%** |
| **Water / Wastewater** | | | | | | | | | | | | |
| Mentions | 127 | 0 | **33** | 5 | 1 | 6 | **23** | 2 | 0 | 3 | **12** | **41** |
| % Valid Cases | 30% | 0% | **40% J** | 26% | 50% | 43% | **49% JK** | 14% | 0% | 17% | **22%** | **28%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFJK**

Q2: What are your firm's fields of practice?  Check all that apply. *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **Other (please specify)** | | | | | | | | | | | | |
| Mentions | 35 | 0 | 10 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 4 | 16 |
| % Valid Cases | 8% | 0% | 12% | 5% | 0% | 7% | 2% | 7% | 9% | 0% | 7% | 11% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFJK**

Q3: If 50% or more of your firm's gross revenue comes from one field of practice, check that field below. - Selected Choice *

| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Q8RG: PLI Provider | | | | | | | | | | |
| Sample Size | 419 | 3 | 83 | 19 | 2 | 14 | 47 | 14 | 11 | 18 | 54 | 149 |
| **Architectural** | | | | | | | | | | | | |
| Count | 4 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 1 |
| Column % | 1% | 0% | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 4% | 1% |
| **Building Commissioning** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Civil / General (Including Transportation)** | | | | | | | | | | | | |
| Count | 136 | 2 | 26 | 5 | 0 | 4 | 18 | 6 | 4 | **10** | 17 | **44** |
| Column % | 32% | 67% | 31% | 26% | 0% | 29% | 38% | 43% | 36% | **56% K** | 31% | **30%** |
| **Construction Engineering & Inspection** | | | | | | | | | | | | |
| Count | 29 | 0 | **1** | 0 | 0 | 1 | **5** | 1 | 1 | 0 | **9** | **10** |
| Column % | 7% | 0% | **1%** | 0% | 0% | 7% | **11% B** | 7% | 9% | 0% | **17% BK** | **7%** |
| **Construction Management** | | | | | | | | | | | | |
| Count | 10 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 2 | 5 |
| Column % | 2% | 0% | 1% | 0% | 0% | 7% | 2% | 0% | 0% | 0% | 4% | 3% |
| **Electrical** | | | | | | | | | | | | |
| Count | 9 | 0 | **0** | 0 | **1** | 0 | 1 | 0 | 0 | 1 | 3 | **2** |
| Column % | 2% | 0% | **0%** | 0% | **50% BK** | 0% | 2% | 0% | 0% | 6% | 6% | **1%** |
| **Energy / Industrial** | | | | | | | | | | | | |
| Count | 3 | 0 | 2 | 0 | **1** | 0 | **0** | 0 | 0 | 0 | **0** | **0** |
| Column % | 1% | 0% | 2% | 0% | **50% FJK** | 0% | **0%** | 0% | 0% | 0% | **0%** | **0%** |
| **Environmental** | | | | | | | | | | | | |
| Count | 11 | 0 | **2** | **3** | 0 | **2** | **0** | 0 | 0 | 0 | **0** | **4** |
| Column % | 3% | 0% | **2%** | **16% BFJK** | 0% | **14% FJ** | **0%** | 0% | 0% | 0% | **0%** | **3%** |
| **Geotechnical** | | | | | | | | | | | | |
| Count | 16 | 0 | 2 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 10 |
| Column % | 4% | 0% | 2% | 0% | 0% | 7% | 2% | 0% | 9% | 6% | 0% | 7% |

* Denotes variable with statistically significant findings
**Significant difference within groups: BFIJK**

Q3: If 50% or more of your firm's gross revenue comes from one field of practice, check that field below. - Selected Choice *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **Lab Testing** | | | | | | | | | | | | |
| Count | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Landscape Architecture** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| **Mechanical / HVAC** | | | | | | | | | | | | |
| Count | 18 | 0 | 4 | 0 | 0 | 0 | 3 | 0 | 1 | 2 | 1 | 7 |
| Column % | 4% | 0% | 5% | 0% | 0% | 0% | 6% | 0% | 9% | 11% | 2% | 5% |
| **Planning** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Process** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Structural** | | | | | | | | | | | | |
| Count | 35 | 0 | **9** | 2 | 0 | 0 | **0** | 0 | **3** | **0** | **8** | **13** |
| Column % | 8% | 0% | **11%** **F** | 11% | 0% | 0% | **0%** | 0% | **27%** **FI** | **0%** | **15%** **F** | **9%** **F** |
| **SUE-Subsurface Utility Locating** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% | 0% |
| **Surveying** | | | | | | | | | | | | |
| Count | 19 | 1 | 2 | 2 | 0 | 0 | **4** | 1 | 0 | 1 | **0** | 7 |
| Column % | 5% | 33% | 2% | 11% | 0% | 0% | **9%** **J** | 7% | 0% | 6% | **0%** | 5% |
| **Water / Wastewater** | | | | | | | | | | | | |
| Count | 21 | 0 | 8 | 1 | 0 | 1 | 2 | 0 | 0 | 0 | 1 | 8 |
| Column % | 5% | 0% | 10% | 5% | 0% | 7% | 4% | 0% | 0% | 0% | 2% | 5% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFIJK**

Q3: If 50% or more of your firm's gross revenue comes from one field of practice, check that field below. - Selected Choice *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| **Other (please specify)** | | | | | | | | | | | | |
| Count | 12 | 0 | 4 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 2 | 5 |
| Column % | 3% | 0% | 5% | 0% | 0% | 7% | 0% | 0% | 0% | 0% | 4% | 3% |
| **My firm does not reach 50% in any one discipline or field** | | | | | | | | | | | | |
| Count | 92 | 0 | 20 | 6 | 0 | 3 | 12 | **6** | 1 | 3 | **8** | 32 |
| Column % | 22% | 0% | 24% | 32% | 0% | 21% | 26% | **43%** J | 9% | 17% | **15%** | 21% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFIJK**

Q4: What is the annual gross revenue of your firm? *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 419 | 3 | 83 | 19 | 2 | 14 | 47 | 14 | 11 | 18 | 54 | 149 |
| **$1 million to $2.49 million** | | | | | | | | | | | | |
| Count | 126 | 1 | **18** | 4 | 0 | 4 | **10** | 6 | 1 | 7 | 15 | **56** |
| Column % | 30% | 33% | **22%** | 21% | 0% | 29% | **21%** | 43% | 9% | 39% | 28% | **38% BF** |
| **$2.5 million to $4.99 million** | | | | | | | | | | | | |
| Count | 75 | 0 | **15** | **2** | 0 | **2** | **2** | **2** | **7** | **5** | **14** | **26** |
| Column % | 18% | 0% | **18% F** | **11%** | 0% | **14%** | **4%** | **14%** | **64% BCEFGJK** | **28% F** | **26% F** | **17% F** |
| **$5.0 million to $7.49 million** | | | | | | | | | | | | |
| Count | 48 | 0 | 12 | 4 | 1 | 3 | 2 | 3 | 0 | 2 | 6 | 15 |
| Column % | 11% | 0% | 14% | 21% | 50% | 21% | 4% | 21% | 0% | 11% | 11% | 10% |
| **$7.5 million to $9.99 million** | | | | | | | | | | | | |
| Count | 25 | 0 | 4 | 2 | 0 | 0 | 2 | 0 | 1 | 1 | 5 | 9 |
| Column % | 6% | 0% | 5% | 11% | 0% | 0% | 4% | 0% | 9% | 6% | 9% | 6% |
| **$10 million to $19.99 million** | | | | | | | | | | | | |
| Count | 49 | 1 | 8 | 3 | 0 | 2 | 9 | 0 | 1 | 2 | 6 | 17 |
| Column % | 12% | 33% | 10% | 16% | 0% | 14% | 19% | 0% | 9% | 11% | 11% | 11% |
| **$20 million to $49.99 million** | | | | | | | | | | | | |
| Count | 44 | 0 | **14** | 4 | 0 | 1 | 6 | 1 | 1 | 0 | 6 | **11** |
| Column % | 11% | 0% | **17% K** | 21% | 0% | 7% | 13% | 7% | 9% | 0% | 11% | **7%** |
| **$50 million to $99.99 million** | | | | | | | | | | | | |
| Count | 25 | 1 | **5** | 0 | 0 | 0 | **9** | 0 | 0 | 1 | **1** | **8** |
| Column % | 6% | 33% | **6%** | 0% | 0% | 0% | **19% BJK** | 0% | 0% | 6% | **2%** | **5%** |
| **$100 million to $249.99 million** | | | | | | | | | | | | |
| Count | 15 | 0 | 5 | 0 | 0 | 1 | **5** | 0 | 0 | 0 | 1 | **3** |
| Column % | 4% | 0% | 6% | 0% | 0% | 7% | **11% K** | 0% | 0% | 0% | 2% | **2%** |
| **$250 million or more** | | | | | | | | | | | | |
| Count | 12 | 0 | 2 | 0 | **1** | 1 | 2 | **2** | 0 | 0 | **0** | 4 |
| Column % | 3% | 0% | 2% | 0% | **50% J** | 7% | 4% | **14% J** | 0% | 0% | **0%** | 3% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCEFGJK**

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

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 419 | 3 | 83 | 19 | 2 | 14 | 47 | 14 | 11 | 18 | 54 | 149 |
| **NET INCREASED** Count | 280 | 2 | 56 | 12 | 2 | 9 | **38** | 10 | **5** | 13 | 38 | **94** |
| Column % | 67% | 67% | 67% | 63% | 100% | 64% | **81% HK** | 71% | **45%** | 72% | 70% | **63%** |
| **Up more than 50%** Count | 19 | 0 | 2 | 1 | 0 | 1 | 2 | 1 | 0 | 2 | 4 | 6 |
| Column % | 5% | 0% | 2% | 5% | 0% | 7% | 4% | 7% | 0% | 11% | 7% | 4% |
| **Up 30% - 50%** Count | 20 | 0 | 4 | 0 | 0 | 1 | 3 | 0 | 1 | 1 | 2 | 8 |
| Column % | 5% | 0% | 5% | 0% | 0% | 7% | 6% | 0% | 9% | 6% | 4% | 5% |
| **Up 20% - 29%** Count | 36 | 0 | 9 | 1 | 0 | 0 | 5 | 2 | 1 | 1 | 7 | 10 |
| Column % | 9% | 0% | 11% | 5% | 0% | 0% | 11% | 14% | 9% | 6% | 13% | 7% |
| **Up 10% - 19%** Count | 92 | 0 | **16** | 6 | **2** | 2 | 14 | 4 | **1** | **7** | **9** | **30** |
| Column % | 22% | 0% | **19%** | 32% | **100% BHJK** | 14% | 30% | 29% | **9%** | **39% J** | **17%** | **20%** |
| **Up 5% - 9%** Count | 74 | **2** | **18** | 3 | 0 | 2 | 8 | 2 | 1 | **0** | 8 | **30** |
| Column % | 18% | **67% I** | **22% I** | 16% | 0% | 14% | 17% | 14% | 9% | **0%** | 15% | **20% I** |
| **Up 1% - 4%** Count | 39 | 0 | 7 | 1 | 0 | 3 | 6 | 1 | 1 | 2 | 8 | 10 |
| Column % | 9% | 0% | 8% | 5% | 0% | 21% | 13% | 7% | 9% | 11% | 15% | 7% |
| **Little or no change from last year** Count | 81 | 1 | 17 | 3 | 0 | 3 | 6 | 3 | 3 | 4 | 9 | 28 |
| Column % | 19% | 33% | 20% | 16% | 0% | 21% | 13% | 21% | 27% | 22% | 17% | 19% |
| **Down 1% - 4%** Count | 20 | 0 | 8 | 0 | 0 | 1 | 2 | 0 | 0 | 0 | 1 | 8 |
| Column % | 5% | 0% | 10% | 0% | 0% | 7% | 4% | 0% | 0% | 0% | 2% | 5% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFHIJK**

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

| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinnerer, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | **Q8RG: PLI Provider** | | | | | | | | | | |
| **Down 5% - 9%** Count | 13 | 0 | **1** | 2 | 0 | 0 | **0** | 1 | **2** | 0 | 1 | 6 |
| Column % | 3% | 0% | **1%** | 11% | 0% | 0% | **0%** | 7% | **18% BF** | 0% | 2% | 4% |
| **Down 10% - 19%** Count | 14 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 4 | 6 |
| Column % | 3% | 0% | 1% | 5% | 0% | 7% | 2% | 0% | 0% | 0% | 7% | 4% |
| **Down 20% - 29%** Count | 7 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 3 |
| Column % | 2% | 0% | 0% | 5% | 0% | 0% | 0% | 0% | 9% | 6% | 2% | 2% |
| **Down 30% - 50%** Count | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% |
| **Down more than 50%** Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| **NET DECREASED** Count | 58 | 0 | 10 | 4 | 0 | 2 | 3 | 1 | 3 | 1 | 7 | 27 |
| Column % | 14% | 0% | 12% | 21% | 0% | 14% | 6% | 7% | 27% | 6% | 13% | 18% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFHIJK**

Q6: Who has the primary responsibility for risk management in your firm? - Selected Choice *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 419 | 3 | 83 | 19 | 2 | 14 | 47 | 14 | 11 | 18 | 54 | 149 |
| **In-House Counsel** | | | | | | | | | | | | |
| Count | 22 | 1 | **4** | 0 | 0 | 0 | **9** | **2** | 0 | 0 | **0** | **6** |
| Column % | 5% | 33% | **5%** | 0% | 0% | 0% | **19% BJK** | **14% J** | 0% | 0% | **0%** | **4%** |
| **Full Time Risk Manager** | | | | | | | | | | | | |
| Count | 7 | 0 | **3** | 0 | **1** | 1 | 1 | 0 | 0 | 0 | 1 | **0** |
| Column % | 2% | 0% | **4% K** | 0% | **50% K** | 7% | 2% | 0% | 0% | 0% | 2% | **0%** |
| **Principal(s) tasked with this responsibility as needed (less than full time)** | | | | | | | | | | | | |
| Count | 155 | 0 | **31** | **10** | 1 | **7** | **9** | 5 | **7** | 6 | 19 | **58** |
| Column % | 37% | 0% | **37% F** | **53% F** | 50% | **50% F** | **19%** | 36% | **64% F** | 33% | 35% | **39% F** |
| **CEO / President / COO** | | | | | | | | | | | | |
| Count | 202 | 2 | 42 | 8 | 0 | 5 | 23 | 4 | 3 | 12 | 29 | 71 |
| Column % | 48% | 67% | 51% | 42% | 0% | 36% | 49% | 29% | 27% | 67% | 54% | 48% |
| **CFO / Controller** | | | | | | | | | | | | |
| Count | 22 | 0 | 2 | 0 | 0 | 0 | 4 | 2 | 1 | 0 | 5 | 8 |
| Column % | 5% | 0% | 2% | 0% | 0% | 0% | 9% | 14% | 9% | 0% | 9% | 5% |
| **Other (please specify)** | | | | | | | | | | | | |
| Count | 11 | 0 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 6 |
| Column % | 3% | 0% | 1% | 5% | 0% | 7% | 2% | 7% | 0% | 0% | 0% | 4% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFJK**

Q7: Insurance Carriers and Brokers
Does your firm carry professional liability insurance (PLI)?

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 419 | 3 | 83 | 19 | 2 | 14 | 47 | 14 | 11 | 18 | 54 | 149 |
| **Yes** Count | 415 | 3 | 83 | 19 | 2 | 14 | 47 | 14 | 11 | 18 | 54 | 149 |
| Column % | 99% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| **No** Count | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q8: Who is your primary professional liability insurance carrier? Please select only one. - Selected Choice *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 414 | 3 | 83 | 19 | 2 | 14 | 47 | 14 | 11 | 18 | 54 | 149 |
| **AIG / Lexington / New Hampshire Insurance** Count Column % | 3 1% | **3 100% BCEFGHIJK** | **0 0%** | **0 0%** | 0 0% | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** |
| **Arch / PUA** Count Column % | 11 3% | 0 0% | **0 0%** | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | **0 0%** | **11 7% BJ** |
| **Argo Pro** Count Column % | 2 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 2 1% |
| **Arrowhead / American Alternative Insurance Co.** Count Column % | 1 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 1 1% |
| **AXA XL** Count Column % | 83 20% | **0 0%** | **83 100% ACDEFGHIJK** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** |
| **AXIS** Count Column % | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% | 0 0% |
| **Beazley** Count Column % | 19 5% | **0 0%** | **0 0%** | **19 100% ABDEFGHIJK** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** |
| **Berkley Design Professional** Count Column % | 14 3% | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **14 100% ABCDFGHIJK** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** | **0 0%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: ABCDEFGHIJK**

Q8: Who is your primary professional liability insurance carrier?  Please select only one. - Selected Choice *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **Berkshire Hathaway Specialty Insurance** Count | 2 | 0 | **0** | **0** | **2** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| Column % | 0% | 0% | **0%** | **0%** | **100% BCEFGHIJK** | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** |
| **Chubb / ACE American Insurance Co.** Count | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% |
| **CNA / Schinnerer; Continental Casualty; Columbia Casualty; Victor** Count | 47 | **0** | **0** | **0** | **0** | **0** | **47** | **0** | **0** | **0** | **0** | **0** |
| Column % | 11% | **0%** | **0%** | **0%** | **0%** | **0%** | **100% ABCDEGHIJK** | **0%** | **0%** | **0%** | **0%** | **0%** |
| **Endurance American** Count | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% |
| **Great American** Count | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 3% |
| **Hanover** Count | 11 | 0 | **0** | 0 | 0 | 0 | 0 | 0 | 0 | 0 | **0** | **11** |
| Column % | 3% | 0% | **0%** | 0% | 0% | 0% | 0% | 0% | 0% | 0% | **0%** | **7% BJ** |
| **HCC; Houston Casualty; US Specialty Insurance** Count | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 3% |
| **Hiscox** Count | 12 | 0 | **0** | 0 | 0 | 0 | 0 | 0 | 0 | 0 | **0** | **12** |
| Column % | 3% | 0% | **0%** | 0% | 0% | 0% | 0% | 0% | 0% | 0% | **0%** | **8% BJ** |

* Denotes variable with statistically significant findings

**Significant difference within groups: ABCDEFGHIJK**

Q8: Who is your primary professional liability insurance carrier? Please select only one. - Selected Choice *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **Liberty Underwriters / Ironshore** Count | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| **Lloyds of London** Count | 14 | **0** | **0** | **0** | **0** | **0** | **0** | **14** | **0** | **0** | **0** | **0** |
| Column % | 3% | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** | **100% ABCDEFHIJK** | **0%** | **0%** | **0%** | **0%** |
| **Markel / Evanston / Alterra** Count | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| **Navigators / The Hartford** Count | 11 | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **11** | **0** | **0** | **0** |
| Column % | 3% | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** | **100% ABCDEFGIJK** | **0%** | **0%** | **0%** |
| **One Beacon** Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **RLI** Count | 18 | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **18** | **0** | **0** |
| Column % | 4% | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** | **100% ABCDEFGHJK** | **0%** | **0%** |
| **Starr** Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| **Terra Insurance** Count | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% |
| **Travelers** Count | 54 | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **54** | **0** |
| Column % | 13% | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** | **100% ABCDEFGHIK** | **0%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: ABCDEFGHIJK**

Q8: Who is your primary professional liability insurance carrier?  Please select only one. - Selected Choice *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| **Zurich / Steadfast Insurance** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| **Other (please specify)** | | | | | | | | | | | | |
| Count | 89 | 0 | **0** | **0** | 0 | **0** | **0** | **0** | **0** | **0** | **0** | **89** |
| Column % | 21% | 0% | **0%** | **0%** | 0% | **0%** | **0%** | **0%** | **0%** | **0%** | **0%** | **60% BCEFGHIJ** |

* Denotes variable with statistically significant findings

**Significant difference within groups: ABCDEFGHIJK**

Q8a: Does your firm participate in either a solo captive or group captive for PLI insurance?

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 404 | 3 | 81 | 18 | 2 | 14 | 47 | 13 | 11 | 18 | 54 | 143 |
| **Yes** | | | | | | | | | | | | |
| Count | 44 | 0 | 8 | 0 | 0 | 3 | 3 | 2 | 0 | 2 | 9 | 17 |
| Column % | 11% | 0% | 10% | 0% | 0% | 21% | 6% | 15% | 0% | 11% | 17% | 12% |
| **No** | | | | | | | | | | | | |
| Count | 360 | 3 | 73 | 18 | 2 | 11 | 44 | 11 | 11 | 16 | 45 | 126 |
| Column % | 89% | 100% | 90% | 100% | 100% | 79% | 94% | 85% | 100% | 89% | 83% | 88% |

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

| | | **Q8RG: PLI Provider** | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 413 | 3 | 82 | 19 | 2 | 14 | 47 | 14 | 11 | 18 | 54 | 148 |
| **NET TOP 2** Count | 250 | 2 | **68** | **10** | 1 | **10** | **38** | **2** | **6** | **11** | **38** | **64** |
| Column % | 61% | 67% | **83% CGHIK** | **53% G** | 50% | **71% G** | **81% CGK** | **14%** | **55%** | **61% G** | **70% GK** | **43% G** |
| **Very Satisfied** Count | 155 | 1 | **54** | **8** | 1 | **4** | **27** | **1** | **2** | **6** | **23** | **28** |
| Column % | 38% | 33% | **66% EGHIJK** | **42% GK** | 50% | **29%** | **57% GHK** | **7%** | **18%** | **33%** | **43% GK** | **19%** |
| **Satisfied** Count | 95 | 1 | **14** | **2** | 0 | **6** | 11 | 1 | 4 | 5 | 15 | 36 |
| Column % | 23% | 33% | **17%** | **11%** | 0% | **43% BC** | 23% | 7% | 36% | 28% | 28% | 24% |
| **Somewhat Satisfied** Count | 22 | 0 | **0** | **2** | 0 | 0 | **0** | 1 | **3** | 1 | 3 | **11** |
| Column % | 5% | 0% | **0%** | **11% B** | 0% | 0% | **0%** | 7% | **27% BF** | 6% | 6% | **7% B** |
| **Not Very Satisfied** Count | 6 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| Column % | 1% | 0% | 2% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 3% |
| **Very Unsatisfied** Count | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| **NET BOTTOM 2** Count | 8 | 0 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 |
| Column % | 2% | 0% | 2% | 5% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 3% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCEFGHIJK**

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

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 410 | 3 | 82 | 19 | 2 | 14 | 47 | 14 | 11 | 18 | 53 | 146 |
| **NET TOP 2** | | | | | | | | | | | | |
| Count | 205 | 2 | **58** | **8** | 1 | 8 | **30** | **3** | 5 | **11** | **27** | **52** |
| Column % | 50% | 67% | **71% CGJK** | **42%** | 50% | 57% | **64% GK** | **21%** | 45% | **61% GK** | **51%** | **36%** |
| **Very Satisfied** | | | | | | | | | | | | |
| Count | 114 | 1 | **42** | **5** | 1 | 4 | **21** | **1** | 3 | **6** | **15** | **15** |
| Column % | 28% | 33% | **51% CGJK** | **26% K** | 50% | 29% | **45% GK** | **7%** | 27% | **33% K** | **28% K** | **10%** |
| **Satisfied** | | | | | | | | | | | | |
| Count | 91 | 1 | 16 | 3 | 0 | 4 | 9 | 2 | 2 | 5 | 12 | 37 |
| Column % | 22% | 33% | 20% | 16% | 0% | 29% | 19% | 14% | 18% | 28% | 23% | 25% |
| **Somewhat Satisfied** | | | | | | | | | | | | |
| Count | 19 | 0 | **0** | 1 | 0 | 0 | **3** | 0 | **3** | **0** | **2** | **9** |
| Column % | 5% | 0% | **0%** | 5% | 0% | 0% | **6% B** | 0% | **27% BIJK** | **0%** | **4%** | **6% B** |
| **Not Very Satisfied** | | | | | | | | | | | | |
| Count | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Very Unsatisfied** | | | | | | | | | | | | |
| Count | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| **NET BOTTOM 2** | | | | | | | | | | | | |
| Count | 3 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 1% | 5% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCGIJK**

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

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinnerer, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 406 | 3 | 80 | 19 | 2 | 14 | 47 | 14 | 11 | 17 | 54 | 144 |
| **NET TOP 2** | | | | | | | | | | | | |
| Count | 236 | 1 | **70** | **11** | 1 | **10** | **37** | **1** | **6** | **15** | **33** | **51** |
| Column % | 58% | 33% | **88% CGHJK** | **58% G** | 50% | **71% GK** | **79% GK** | **7%** | **55% G** | **88% GJK** | **61% GK** | **35% G** |
| **Very Satisfied** | | | | | | | | | | | | |
| Count | 94 | 0 | **40** | **4** | 1 | 3 | **16** | **0** | **1** | **5** | **11** | **13** |
| Column % | 23% | 0% | **50% CGHJK** | **21%** | 50% | 21% | **34% GK** | **0%** | **9%** | **29% GK** | **20% K** | **9%** |
| **Satisfied** | | | | | | | | | | | | |
| Count | 142 | 1 | **30** | 7 | 0 | **7** | **21** | **1** | 5 | **10** | **22** | **38** |
| Column % | 35% | 33% | **38% G** | 37% | 0% | **50% G** | **45% GK** | **7%** | 45% | **59% GK** | **41% G** | **26%** |
| **Somewhat Satisfied** | | | | | | | | | | | | |
| Count | 34 | 0 | 4 | 2 | 0 | 1 | 1 | 1 | 0 | 2 | 7 | 15 |
| Column % | 8% | 0% | 5% | 11% | 0% | 7% | 2% | 7% | 0% | 12% | 13% | 10% |
| **Not Very Satisfied** | | | | | | | | | | | | |
| Count | 5 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 3 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 2% | 0% | 9% | 0% | 0% | 2% |
| **Very Unsatisfied** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| **NET BOTTOM 2** | | | | | | | | | | | | |
| Count | 6 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 4 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 2% | 0% | 9% | 0% | 0% | 3% |

* Denotes variable with statistically significant findings

**Significant difference within groups: CGHJK**

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

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 411 | 3 | 82 | 19 | 2 | 14 | 47 | 14 | 11 | 18 | 54 | 146 |
| **Yes** Count | 53 | 0 | **6** | **5** | 0 | 3 | **2** | 3 | 1 | 2 | **2** | **29** |
| Column % | 13% | 0% | **7%** | **26% BFJ** | 0% | 21% | **4%** | 21% | 9% | 11% | **4%** | **20% BFJ** |
| **No** Count | 358 | 3 | **76** | **14** | 2 | 11 | **45** | 11 | 10 | 16 | **52** | **117** |
| Column % | 87% | 100% | **93% CK** | **74%** | 100% | 79% | **96% CK** | 79% | 91% | 89% | **96% CK** | **80%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCFJK**

Q13: Please explain why you changed PLI carriers. Check all that apply.

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Valid Cases | 52 | - | 6 | 5 | - | 3 | 2 | 2 | 1 | 2 | 2 | 29 |
| **Lower premium** | | | | | | | | | | | | |
| Mentions | 38 | - | 4 | 5 | - | 1 | 1 | 2 | 0 | 1 | 2 | 22 |
| % Valid Cases | 73% | - | 67% | 100% | - | 33% | 50% | 100% | 0% | 50% | 100% | 76% |
| **Better policy terms** | | | | | | | | | | | | |
| Mentions | 11 | - | 0 | 0 | - | 1 | 1 | 2 | 1 | 1 | 1 | 4 |
| % Valid Cases | 21% | - | 0% | 0% | - | 33% | 50% | 100% | 100% | 50% | 50% | 14% |
| **Not satisfied with pre-claims assistance** | | | | | | | | | | | | |
| Mentions | 3 | - | 0 | 0 | - | 0 | 0 | 0 | 1 | 0 | 1 | 1 |
| % Valid Cases | 6% | - | 0% | 0% | - | 0% | 0% | 0% | 100% | 0% | 50% | 3% |
| **Not satisfied with claims handling** | | | | | | | | | | | | |
| Mentions | 3 | - | 0 | 0 | - | 0 | 0 | 0 | 1 | 0 | 0 | 2 |
| % Valid Cases | 6% | - | 0% | 0% | - | 0% | 0% | 0% | 100% | 0% | 0% | 7% |
| **Not satisfied with risk management programs** | | | | | | | | | | | | |
| Mentions | 2 | - | 0 | 1 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| % Valid Cases | 4% | - | 0% | 20% | - | 0% | 0% | 0% | 0% | 0% | 0% | 3% |
| **Needed higher limits than existing carrier could provide** | | | | | | | | | | | | |
| Mentions | 1 | - | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| % Valid Cases | 2% | - | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 3% |
| **Could not renew with existing PLI carrier** | | | | | | | | | | | | |
| Mentions | 9 | - | 2 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 6 |
| % Valid Cases | 17% | - | 33% | 0% | - | 0% | 50% | 0% | 0% | 0% | 0% | 21% |
| **Changed carrier based on advice of Broker** | | | | | | | | | | | | |
| Mentions | 14 | - | 0 | 1 | - | 2 | 0 | 0 | 1 | 1 | 0 | 9 |
| % Valid Cases | 27% | - | 0% | 20% | - | 67% | 0% | 0% | 100% | 50% | 0% | 31% |

Q13: Please explain why you changed PLI carriers. Check all that apply.

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| **Other (please specify):** | | | | | | | | | | | | |
| Mentions | 4 | - | 0 | 0 | - | 1 | 0 | 0 | 0 | 0 | 0 | 3 |
| % Valid Cases | 8% | - | 0% | 0% | - | 33% | 0% | 0% | 0% | 0% | 0% | 10% |

Q14.1: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Broker Recommendation *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 384 | 3 | 79 | 18 | 2 | 12 | 43 | 13 | 11 | 16 | 50 | 136 |
| **NET TOP 3** Count | 269 | 2 | **48** | 15 | 1 | 11 | 26 | 10 | 10 | 12 | 32 | **101** |
| Column % | 70% | 67% | **61%** | 83% | 50% | 92% | 60% | 77% | 91% | 75% | 64% | **74% B** |
| **1** Count | 148 | 2 | **21** | 7 | 1 | **7** | 17 | **7** | 5 | 7 | 20 | 53 |
| Column % | 39% | 67% | **27%** | 39% | 50% | **58% B** | 40% | **54% B** | 45% | 44% | 40% | 39% |
| **2** Count | 78 | 0 | 15 | 5 | 0 | 2 | 7 | 2 | 2 | 3 | 10 | 32 |
| Column % | 20% | 0% | 19% | 28% | 0% | 17% | 16% | 15% | 18% | 19% | 20% | 24% |
| **3** Count | 43 | 0 | 12 | 3 | 0 | 2 | 2 | 1 | **3** | 2 | **2** | 16 |
| Column % | 11% | 0% | 15% | 17% | 0% | 17% | 5% | 8% | **27% J** | 13% | **4%** | 12% |
| **4** Count | 26 | 0 | 5 | 1 | 1 | 0 | 2 | 1 | 1 | 1 | 6 | 8 |
| Column % | 7% | 0% | 6% | 6% | 50% | 0% | 5% | 8% | 9% | 6% | 12% | 6% |
| **5** Count | 20 | 0 | 8 | 0 | 0 | 0 | **5** | 0 | 0 | 0 | 2 | **5** |
| Column % | 5% | 0% | 10% | 0% | 0% | 0% | **12% K** | 0% | 0% | 0% | 4% | **4%** |
| **6** Count | 21 | 0 | 7 | 0 | 0 | 1 | 2 | 1 | 0 | 0 | 4 | 6 |
| Column % | 5% | 0% | 9% | 0% | 0% | 8% | 5% | 8% | 0% | 0% | 8% | 4% |
| **7** Count | 21 | 1 | 5 | 2 | 0 | 0 | 2 | 1 | 0 | 2 | 2 | 6 |
| Column % | 5% | 33% | 6% | 11% | 0% | 0% | 5% | 8% | 0% | 13% | 4% | 4% |
| **8** Count | 25 | 0 | 5 | 0 | 0 | 0 | 5 | 0 | 0 | 1 | 4 | 10 |
| Column % | 7% | 0% | 6% | 0% | 0% | 0% | 12% | 0% | 0% | 6% | 8% | 7% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BJK**

Q14.1: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Broker Recommendation *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** | | | | | | | | | | | | |
| Count | 2 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 1% | 0% | 0% | 0% | 2% | 0% | 0% | 0% | 0% | 0% |
| **NET BOTTOM 3** | | | | | | | | | | | | |
| Count | 48 | 1 | 11 | 2 | 0 | 0 | 8 | 1 | 0 | 3 | 6 | 16 |
| Column % | 13% | 33% | 14% | 11% | 0% | 0% | 19% | 8% | 0% | 19% | 12% | 12% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BJK**

Q14.4: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Claim Handling Expertise *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 384 | 3 | 79 | 18 | 2 | 12 | 43 | 13 | 11 | 16 | 50 | 136 |
| **NET TOP 3** Count | 213 | 1 | **49** | 8 | 0 | 7 | **27** | 7 | **3** | 9 | 27 | 75 |
| Column % | 55% | 33% | **62% H** | 44% | 0% | 58% | **63% H** | 54% | **27%** | 56% | 54% | 55% |
| **1** Count | 50 | 0 | **16** | 1 | 0 | 1 | **10** | 1 | 1 | 2 | **3** | **15** |
| Column % | 13% | 0% | **20% J** | 6% | 0% | 8% | **23% JK** | 8% | 9% | 13% | **6%** | **11%** |
| **2** Count | 75 | 0 | 16 | 4 | 0 | 1 | 9 | 4 | 2 | 5 | 12 | 22 |
| Column % | 20% | 0% | 20% | 22% | 0% | 8% | 21% | 31% | 18% | 31% | 24% | 16% |
| **3** Count | 88 | 1 | 17 | 3 | 0 | **5** | 8 | 2 | **0** | 2 | 12 | 38 |
| Column % | 23% | 33% | 22% | 17% | 0% | **42% H** | 19% | 15% | **0%** | 13% | 24% | 28% |
| **4** Count | 73 | 1 | 14 | 4 | 0 | 3 | 6 | 3 | 4 | 2 | 11 | 24 |
| Column % | 19% | 33% | 18% | 22% | 0% | 25% | 14% | 23% | 36% | 13% | 22% | 18% |
| **5** Count | 46 | 1 | **9** | **2** | **2** | **0** | **2** | **0** | 3 | 3 | **5** | **19** |
| Column % | 12% | 33% | **11%** | **11%** | **100% BCEFGJK** | **0%** | **5%** | **0%** | 27% | 19% | **10%** | **14%** |
| **6** Count | 30 | 0 | 6 | 3 | 0 | 2 | 3 | 2 | 1 | 2 | 2 | 9 |
| Column % | 8% | 0% | 8% | 17% | 0% | 17% | 7% | 15% | 9% | 13% | 4% | 7% |
| **7** Count | 16 | 0 | **1** | 0 | 0 | 0 | **5** | 1 | 0 | 0 | 2 | 7 |
| Column % | 4% | 0% | **1%** | 0% | 0% | 0% | **12% B** | 8% | 0% | 0% | 4% | 5% |
| **8** Count | 4 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 1 |
| Column % | 1% | 0% | 0% | 6% | 0% | 0% | 0% | 0% | 0% | 0% | 4% | 1% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCEFGHJK**

Q14.4: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Claim Handling Expertise *

| | | **Q8RG: PLI Provider** | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| **9** | | | | | | | | | | | | |
| Count | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% | 1% |
| **NET BOTTOM 3** | | | | | | | | | | | | |
| Count | 22 | 0 | **1** | 1 | 0 | 0 | **5** | 1 | 0 | 0 | **5** | 9 |
| Column % | 6% | 0% | **1%** | 6% | 0% | 0% | **12%** B | 8% | 0% | 0% | **10%** B | 7% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCEFGHJK**

Q14.11: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Reputation of Carrier *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 384 | 3 | 79 | 18 | 2 | 12 | 43 | 13 | 11 | 16 | 50 | 136 |
| **NET TOP 3** Count | 205 | 2 | 41 | 10 | 2 | 4 | **28** | 9 | 7 | 10 | 28 | **63** |
| Column % | 53% | 67% | 52% | 56% | 100% | 33% | **65% K** | 69% | 64% | 63% | 56% | **46%** |
| **1** Count | 48 | 0 | **15** | **4** | 1 | 1 | **9** | 2 | 2 | 0 | **7** | **7** |
| Column % | 13% | 0% | **19% K** | **22% K** | 50% | 8% | **21% K** | 15% | 18% | 0% | **14% K** | **5%** |
| **2** Count | 59 | 1 | 14 | 3 | 1 | 1 | 7 | 1 | 0 | 4 | 9 | 18 |
| Column % | 15% | 33% | 18% | 17% | 50% | 8% | 16% | 8% | 0% | 25% | 18% | 13% |
| **3** Count | 98 | 1 | **12** | 3 | 0 | 2 | 12 | **6** | **5** | **6** | 12 | **38** |
| Column % | 26% | 33% | **15%** | 17% | 0% | 17% | 28% | **46% B** | **45% B** | **38% B** | 24% | **28% B** |
| **4** Count | 93 | 1 | **16** | 2 | 0 | 3 | **7** | 3 | 2 | 2 | 11 | **46** |
| Column % | 24% | 33% | **20%** | 11% | 0% | 25% | **16%** | 23% | 18% | 13% | 22% | **34% BF** |
| **5** Count | 56 | 0 | 14 | **5** | 0 | **4** | **3** | 1 | 0 | 3 | 11 | **15** |
| Column % | 15% | 0% | 18% | **28% FK** | 0% | **33% FK** | **7%** | 8% | 0% | 19% | 22% | **11%** |
| **6** Count | 19 | 0 | 3 | 0 | 0 | 0 | **4** | 0 | **2** | 0 | **0** | 10 |
| Column % | 5% | 0% | 4% | 0% | 0% | 0% | **9% J** | 0% | **18% J** | 0% | **0%** | 7% |
| **7** Count | 10 | 0 | 4 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 2 |
| Column % | 3% | 0% | 5% | 6% | 0% | 8% | 2% | 0% | 0% | 6% | 0% | 1% |
| **8** Count | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFJK**

Q14.11: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Reputation of Carrier *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **NET BOTTOM 3** | | | | | | | | | | | | |
| Count | 11 | 0 | 5 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 2 |
| Column % | 3% | 0% | 6% | 6% | 0% | 8% | 2% | 0% | 0% | 6% | 0% | 1% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFJK**

Q14.5: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Financial Strength of Carrier *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 384 | 3 | 79 | 18 | 2 | 12 | 43 | 13 | 11 | 16 | 50 | 136 |
| **NET TOP 3** Count | 74 | **2** | 17 | **1** | 1 | 2 | 12 | 2 | 4 | 1 | 7 | 25 |
| Column % | 19% | **67%** C | 22% | **6%** | 50% | 17% | 28% | 15% | 36% | 6% | 14% | 18% |
| **1** Count | 7 | 0 | 3 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 2 |
| Column % | 2% | 0% | 4% | 0% | 0% | 0% | 0% | 0% | 9% | 0% | 2% | 1% |
| **2** Count | 33 | 1 | 6 | 0 | 1 | 2 | 6 | 2 | 1 | 1 | 2 | 11 |
| Column % | 9% | 33% | 8% | 0% | 50% | 17% | 14% | 15% | 9% | 6% | 4% | 8% |
| **3** Count | 34 | 1 | 8 | 1 | 0 | 0 | 6 | 0 | 2 | 0 | 4 | 12 |
| Column % | 9% | 33% | 10% | 6% | 0% | 0% | 14% | 0% | 18% | 0% | 8% | 9% |
| **4** Count | 64 | 0 | 11 | 1 | 0 | 2 | 8 | 4 | 1 | 4 | 9 | 24 |
| Column % | 17% | 0% | 14% | 6% | 0% | 17% | 19% | 31% | 9% | 25% | 18% | 18% |
| **5** Count | 117 | 1 | **18** | 4 | 0 | 3 | **10** | 6 | 3 | 3 | 13 | **56** |
| Column % | 30% | 33% | **23%** | 22% | 0% | 25% | **23%** | 46% | 27% | 19% | 26% | **41%** BF |
| **6** Count | 89 | 0 | **25** | **8** | 1 | **5** | **8** | **1** | 1 | **6** | **14** | **19** |
| Column % | 23% | 0% | **32%** K | **44%** FGK | 50% | **42%** K | **19%** | **8%** | 9% | **38%** K | **28%** K | **14%** |
| **7** Count | 32 | 0 | 7 | 3 | 0 | 0 | 3 | 0 | 2 | 1 | 6 | 10 |
| Column % | 8% | 0% | 9% | 17% | 0% | 0% | 7% | 0% | 18% | 6% | 12% | 7% |
| **8** Count | 8 | 0 | 1 | 1 | 0 | 0 | 2 | 0 | 0 | 1 | 1 | 2 |
| Column % | 2% | 0% | 1% | 6% | 0% | 0% | 5% | 0% | 0% | 6% | 2% | 1% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCFGK**

Q14.5: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Financial Strength of Carrier *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **NET BOTTOM 3** | | | | | | | | | | | | |
| Count | 40 | 0 | 8 | 4 | 0 | 0 | 5 | 0 | 2 | 2 | 7 | 12 |
| Column % | 10% | 0% | 10% | 22% | 0% | 0% | 12% | 0% | 18% | 13% | 14% | 9% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCFGK**

Q14.6: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Length of time Carrier has been writing PLI for Design Professionals *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 384 | 3 | 79 | 18 | 2 | 12 | 43 | 13 | 11 | 16 | 50 | 136 |
| **NET TOP 3** Count | 53 | 0 | **19** | **0** | 1 | 0 | **10** | 1 | 0 | 3 | 6 | **13** |
| Column % | 14% | 0% | **24% CK** | **0%** | 50% | 0% | **23% CK** | 8% | 0% | 19% | 12% | **10%** |
| **1** Count | 12 | 0 | 4 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | 3 | 2 |
| Column % | 3% | 0% | 5% | 0% | 0% | 0% | 7% | 0% | 0% | 0% | 6% | 1% |
| **2** Count | 13 | 0 | 6 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 1 | 4 |
| Column % | 3% | 0% | 8% | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 2% | 3% |
| **3** Count | 28 | 0 | 9 | 0 | 1 | 0 | 5 | 1 | 0 | 3 | 2 | 7 |
| Column % | 7% | 0% | 11% | 0% | 50% | 0% | 12% | 8% | 0% | 19% | 4% | 5% |
| **4** Count | 39 | 1 | 7 | 4 | 1 | 1 | 6 | 1 | 3 | 0 | 5 | 10 |
| Column % | 10% | 33% | 9% | 22% | 50% | 8% | 14% | 8% | 27% | 0% | 10% | 7% |
| **5** Count | 71 | 1 | **11** | 5 | 0 | 3 | 8 | **5** | 4 | 4 | **7** | **22** |
| Column % | 18% | 33% | **14%** | 28% | 0% | 25% | 19% | **38% BJK** | 36% | 25% | **14%** | **16%** |
| **6** Count | 126 | 1 | **19** | 4 | 0 | **1** | **9** | 6 | 4 | 4 | **21** | **57** |
| Column % | 33% | 33% | **24%** | 22% | 0% | **8%** | **21%** | 46% | 36% | 25% | **42% BEF** | **42% BEF** |
| **7** Count | 78 | 0 | **19** | 5 | 0 | **7** | **10** | **0** | **0** | 4 | **10** | **23** |
| Column % | 20% | 0% | **24%** | 28% | 0% | **58% BFGHJK** | **23%** | **0%** | **0%** | 25% | **20%** | **17%** |
| **8** Count | 16 | 0 | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | **0** | **11** |
| Column % | 4% | 0% | 5% | 0% | 0% | 0% | 0% | 0% | 0% | 6% | **0%** | **8% J** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCEFGHJK**

Q14.6: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Length of time Carrier has been writing PLI for Design Professionals *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% | 0% |
| **NET BOTTOM 3** Count | 95 | 0 | **23** | 5 | 0 | **7** | **10** | **0** | **0** | **5** | **11** | **34** |
| Column % | 25% | 0% | **29% G** | 28% | 0% | **58% BFGHJK** | **23%** | **0%** | **0%** | **31% G** | **22%** | **25% G** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCEFGHJK**

Q14.7: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Price *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 384 | 3 | 79 | 18 | 2 | 12 | 43 | 13 | 11 | 16 | 50 | 136 |
| **NET TOP 3** Count | 239 | 2 | **35** | **14** | 1 | 7 | **20** | **10** | 8 | **7** | **35** | **99** |
| Column % | 62% | 67% | **44%** | **78% BF** | 50% | 58% | **47%** | **77% B** | 73% | **44%** | **70% BF** | **73% BFI** |
| **1** Count | 92 | 1 | **8** | **5** | 0 | 3 | **2** | 3 | 2 | **5** | **12** | **51** |
| Column % | 24% | 33% | **10%** | **28% BF** | 0% | 25% | **5%** | 23% | 18% | **31% BF** | **24% BF** | **38% BF** |
| **2** Count | 93 | 1 | **13** | 5 | 0 | 3 | 11 | 4 | **6** | **2** | 13 | **34** |
| Column % | 24% | 33% | **16%** | 28% | 0% | 25% | 26% | 31% | **55% BIK** | **13%** | 26% | **25%** |
| **3** Count | 54 | 0 | 14 | 4 | 1 | 1 | 7 | 3 | 0 | 0 | 10 | 14 |
| Column % | 14% | 0% | 18% | 22% | 50% | 8% | 16% | 23% | 0% | 0% | 20% | 10% |
| **4** Count | 39 | 0 | **13** | 2 | 0 | **3** | 5 | 1 | 0 | **3** | **1** | 11 |
| Column % | 10% | 0% | **16% J** | 11% | 0% | **25% J** | 12% | 8% | 0% | **19% J** | **2%** | 8% |
| **5** Count | 34 | 0 | 9 | 1 | 0 | 1 | **7** | 1 | 0 | 1 | 6 | **8** |
| Column % | 9% | 0% | 11% | 6% | 0% | 8% | **16% K** | 8% | 0% | 6% | 12% | **6%** |
| **6** Count | 48 | 1 | 9 | 1 | 1 | 1 | 8 | 1 | 3 | 3 | 7 | 13 |
| Column % | 13% | 33% | 11% | 6% | 50% | 8% | 19% | 8% | 27% | 19% | 14% | 10% |
| **7** Count | 18 | 0 | **12** | 0 | 0 | 0 | **1** | 0 | 0 | 1 | **0** | **4** |
| Column % | 5% | 0% | **15% FJK** | 0% | 0% | 0% | **2%** | 0% | 0% | 6% | **0%** | **3%** |
| **8** Count | 6 | 0 | 1 | 0 | 0 | 0 | 2 | 0 | 0 | 1 | 1 | 1 |
| Column % | 2% | 0% | 1% | 0% | 0% | 0% | 5% | 0% | 0% | 6% | 2% | 1% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFIJK**

Q14.7: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Price *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **NET BOTTOM 3** Count | 24 | 0 | **13** | 0 | 0 | 0 | 3 | 0 | 0 | 2 | **1** | **5** |
| Column % | 6% | 0% | **16%** **JK** | 0% | 0% | 0% | 7% | 0% | 0% | 13% | **2%** | **4%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFIJK**

Q14.8: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Risk Management Services Offered by Carrier (e.g. contract review, education, etc.) *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 384 | 3 | 79 | 18 | 2 | 12 | 43 | 13 | 11 | 16 | 50 | 136 |
| **NET TOP 3** Count | 68 | 0 | **25** | 5 | 0 | **4** | **4** | **0** | 1 | 4 | **5** | **20** |
| Column % | 18% | 0% | **32% FGJK** | 28% | 0% | **33% G** | **9%** | **0%** | 9% | 25% | **10%** | **15%** |
| **1** Count | 14 | 0 | **10** | 0 | 0 | 0 | **0** | 0 | 0 | 1 | **0** | **3** |
| Column % | 4% | 0% | **13% FJK** | 0% | 0% | 0% | **0%** | 0% | 0% | 6% | **0%** | **2%** |
| **2** Count | 25 | 0 | 8 | 1 | 0 | 2 | 1 | 0 | 0 | 1 | 2 | 10 |
| Column % | 7% | 0% | 10% | 6% | 0% | 17% | 2% | 0% | 0% | 6% | 4% | 7% |
| **3** Count | 29 | 0 | 7 | **4** | 0 | 2 | 3 | 0 | 1 | 2 | 3 | **7** |
| Column % | 8% | 0% | 9% | **22% K** | 0% | 17% | 7% | 0% | 9% | 13% | 6% | **5%** |
| **4** Count | 41 | 0 | **12** | **4** | 0 | 0 | **9** | 0 | 0 | 3 | 5 | **8** |
| Column % | 11% | 0% | **15% K** | **22% K** | 0% | 0% | **21% K** | 0% | 0% | 19% | 10% | **6%** |
| **5** Count | 31 | 0 | 8 | 1 | 0 | 1 | 5 | 0 | 1 | 1 | 4 | 10 |
| Column % | 8% | 0% | 10% | 6% | 0% | 8% | 12% | 0% | 9% | 6% | 8% | 7% |
| **6** Count | 39 | 0 | 7 | 2 | 0 | 2 | **6** | 2 | 0 | 1 | **1** | **18** |
| Column % | 10% | 0% | 9% | 11% | 0% | 17% | **14% J** | 15% | 0% | 6% | **2%** | **13% J** |
| **7** Count | 182 | 2 | **26** | **6** | 0 | **4** | **18** | **11** | **9** | 7 | **28** | **70** |
| Column % | 47% | 67% | **33%** | **33%** | 0% | **33%** | **42%** | **85% BCEFK** | **82% BCEF** | 44% | **56% B** | **51% B** |
| **8** Count | 22 | 1 | **1** | **0** | **2** | **1** | **1** | **0** | **0** | **0** | **6** | **10** |
| Column % | 6% | 33% | **1%** | **0%** | **100% BCEFGHIJK** | **8%** | **2%** | **0%** | **0%** | **0%** | **12% B** | **7%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCEFGHIJK**

Q14.8: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Risk Management Services Offered by Carrier (e.g. contract review, education, etc.) *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% | 0% |
| **NET BOTTOM 3** Count | 205 | **3** | **27** | **6** | 2 | **5** | **19** | **11** | **9** | 7 | **35** | **80** |
| Column % | 53% | **100% B** | **34%** | **33%** | 100% | **42%** | **44%** | **85% BCEF** | **82% BCF** | 44% | **70% BCF** | **59% BC** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCEFGHIJK**

Q14.9: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Sponsorship / Endorsement of Carrier by a Professional Organization *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 384 | 3 | 79 | 18 | 2 | 12 | 43 | 13 | 11 | 16 | 50 | 136 |
| **NET TOP 3** Count | 18 | 0 | **1** | 1 | 0 | 1 | **0** | 0 | 0 | 2 | **6** | 7 |
| Column % | 5% | 0% | **1%** | 6% | 0% | 8% | **0%** | 0% | 0% | 13% | **12% BF** | 5% |
| **1** Count | 4 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 |
| Column % | 1% | 0% | 0% | 6% | 0% | 0% | 0% | 0% | 0% | 6% | 2% | 1% |
| **2** Count | 5 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 2 |
| Column % | 1% | 0% | 1% | 0% | 0% | 8% | 0% | 0% | 0% | 0% | 2% | 1% |
| **3** Count | 9 | 0 | **0** | 0 | 0 | 0 | 0 | 0 | 0 | 1 | **4** | 4 |
| Column % | 2% | 0% | **0%** | 0% | 0% | 0% | 0% | 0% | 0% | 6% | **8% B** | 3% |
| **4** Count | 9 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 5 |
| Column % | 2% | 0% | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 6% | 4% | 4% |
| **5** Count | 9 | 0 | 2 | 0 | 0 | 0 | **3** | 0 | 0 | 1 | 2 | **1** |
| Column % | 2% | 0% | 3% | 0% | 0% | 0% | **7% K** | 0% | 0% | 6% | 4% | **1%** |
| **6** Count | 11 | 1 | 3 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 1 | 4 |
| Column % | 3% | 33% | 4% | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 2% | 3% |
| **7** Count | 26 | 0 | 5 | 1 | 1 | 0 | 3 | 0 | 0 | 0 | 2 | 14 |
| Column % | 7% | 0% | 6% | 6% | 50% | 0% | 7% | 0% | 0% | 0% | 4% | 10% |
| **8** Count | 299 | 2 | **65** | **16** | **0** | **11** | 33 | **12** | **11** | 12 | 36 | 100 |
| Column % | 78% | 67% | **82% D** | **89% D** | **0%** | **92% D** | 77% | **92% D** | **100% D** | 75% | 72% | 74% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BDFJK**

Q14.9: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Sponsorship / Endorsement of Carrier by a Professional Organization *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| **9** | | | | | | | | | | | | |
| Count | 12 | 0 | 2 | 0 | 1 | 0 | 2 | 1 | 0 | 0 | 1 | 5 |
| Column % | 3% | 0% | 3% | 0% | 50% | 0% | 5% | 8% | 0% | 0% | 2% | 4% |
| **NET BOTTOM 3** | | | | | | | | | | | | |
| Count | 337 | 2 | **72** | 17 | 2 | 11 | 38 | 13 | 11 | 12 | **39** | 119 |
| Column % | 88% | 67% | **91%** J | 94% | 100% | 92% | 88% | 100% | 100% | 75% | **78%** | 88% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BDFJK**

Q14.10: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Other (please specify) *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 384 | 3 | 79 | 18 | 2 | 12 | 43 | 13 | 11 | 16 | 50 | 136 |
| **NET TOP 3** Count | 13 | 0 | 2 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 4 | 5 |
| Column % | 3% | 0% | 3% | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 8% | 4% |
| **1** Count | 9 | 0 | 2 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 3 | 2 |
| Column % | 2% | 0% | 3% | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 6% | 1% |
| **2** Count | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% |
| **3** Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% | 0% |
| **4** Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **6** Count | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 2% | 0% | 0% | 0% | 0% | 0% |
| **7** Count | 1 | 0 | **0** | 0 | **1** | 0 | **0** | 0 | 0 | 0 | **0** | **0** |
| Column % | 0% | 0% | **0%** | 0% | **50% BFJK** | 0% | **0%** | 0% | 0% | 0% | **0%** | **0%** |
| **8** Count | 3 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 1% | 0% | 0% | 0% | 0% | 8% | 0% | 0% | 0% | 1% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFJK**

Q14.10: Please rank from 1 through 9 (with 1-Most Important to 9-Least Important) the following factors that you consider when selecting your PLI carrier. Please drag each factor to its appropriate place. - Other (please specify) *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** | | | | | | | | | | | | |
| Count | 366 | 3 | 76 | 18 | 1 | 12 | 40 | 12 | 11 | 16 | 46 | 130 |
| Column % | 95% | 100% | 96% | 100% | 50% | 100% | 93% | 92% | 100% | 100% | 92% | 96% |
| **NET BOTTOM 3** | | | | | | | | | | | | |
| Count | 370 | 3 | 77 | 18 | 2 | 12 | 40 | 13 | 11 | 16 | 46 | 131 |
| Column % | 96% | 100% | 97% | 100% | 100% | 100% | 93% | 100% | 100% | 100% | 92% | 96% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFJK**

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

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 404 | 3 | 81 | 19 | 2 | 14 | 47 | 13 | 11 | 18 | 53 | 142 |
| **NET TOP 2** Count | 363 | 3 | 76 | 15 | 2 | 14 | **45** | 11 | **8** | **18** | 46 | 124 |
| Column % | 90% | 100% | 94% | 79% | 100% | 100% | **96% H** | 85% | **73%** | **100% H** | 87% | 87% |
| **Very Satisfied** Count | 233 | 1 | **57** | 10 | 2 | 9 | **31** | **5** | **3** | 11 | 31 | **73** |
| Column % | 58% | 33% | **70% GHK** | 53% | 100% | 64% | **66% H** | **38%** | **27%** | 61% | 58% | **51%** |
| **Satisfied** Count | 130 | 2 | 19 | 5 | 0 | 5 | 14 | 6 | 5 | 7 | 15 | 51 |
| Column % | 32% | 67% | 23% | 26% | 0% | 36% | 30% | 46% | 45% | 39% | 28% | 36% |
| **Somewhat Satisfied** Count | 30 | 0 | **4** | 2 | 0 | 0 | **1** | 2 | **3** | **0** | 5 | 13 |
| Column % | 7% | 0% | **5%** | 11% | 0% | 0% | **2%** | 15% | **27% BFI** | **0%** | 9% | 9% |
| **Not Very Satisfied** Count | 4 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 2 | 1 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 2% | 0% | 0% | 0% | 4% | 1% |
| **Very Unsatisfied** Count | 2 | 0 | **0** | **2** | 0 | 0 | 0 | 0 | 0 | 0 | 0 | **0** |
| Column % | 0% | 0% | **0%** | **11% BK** | 0% | 0% | 0% | 0% | 0% | 0% | 0% | **0%** |
| **NET BOTTOM 2** Count | 6 | 0 | **0** | **2** | 0 | 0 | 1 | 0 | 0 | 0 | 2 | **1** |
| Column % | 1% | 0% | **0%** | **11% BK** | 0% | 0% | 2% | 0% | 0% | 0% | 4% | **1%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFGHIK**

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

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 399 | 3 | 80 | 19 | 2 | 14 | 47 | 13 | 11 | 18 | 53 | 138 |
| **Yes** | | | | | | | | | | | | |
| Count | 16 | 0 | **0** | 0 | 0 | 1 | **3** | 0 | 1 | 0 | 3 | **8** |
| Column % | 4% | 0% | **0%** | 0% | 0% | 7% | **6%** **B** | 0% | 9% | 0% | 6% | **6%** **B** |
| **No** | | | | | | | | | | | | |
| Count | 383 | 3 | **80** | 19 | 2 | 13 | **44** | 13 | 10 | 18 | 50 | **130** |
| Column % | 96% | 100% | **100%** **FK** | 100% | 100% | 93% | **94%** | 100% | 91% | 100% | 94% | **94%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFK**

Q17: Please explain why you changed PLI brokers. Check all that apply.

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Valid Cases | 16 | - | - | - | - | 1 | 3 | - | 1 | - | 3 | 8 |
| **Not satisfied with Broker** | | | | | | | | | | | | |
| Mentions | 9 | - | - | - | - | 0 | 2 | - | 1 | - | 1 | 5 |
| % Valid Cases | 56% | - | - | - | - | 0% | 67% | - | 100% | - | 33% | 63% |
| **Broker couldn’t access desired carrier** | | | | | | | | | | | | |
| Mentions | 2 | - | - | - | - | 0 | 0 | - | 0 | - | 0 | 2 |
| % Valid Cases | 13% | - | - | - | - | 0% | 0% | - | 0% | - | 0% | 25% |
| **New Broker offered additional services** | | | | | | | | | | | | |
| Mentions | 3 | - | - | - | - | 1 | 0 | - | 1 | - | 1 | 0 |
| % Valid Cases | 19% | - | - | - | - | 100% | 0% | - | 100% | - | 33% | 0% |
| **New Broker consolidated PLI and other business insurance** | | | | | | | | | | | | |
| Mentions | 4 | - | - | - | - | 0 | 1 | - | 1 | - | 2 | 0 |
| % Valid Cases | 25% | - | - | - | - | 0% | 33% | - | 100% | - | 67% | 0% |
| **Other (please specify)** | | | | | | | | | | | | |
| Mentions | 5 | - | - | - | - | 0 | 0 | - | 0 | - | 2 | 3 |
| % Valid Cases | 31% | - | - | - | - | 0% | 0% | - | 0% | - | 67% | 38% |

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

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 396 | 3 | 80 | 18 | 2 | 13 | 47 | 13 | 11 | 18 | 53 | 137 |
| **Yes** Count | 255 | 2 | **43** | 13 | 1 | 9 | 28 | 7 | 8 | **15** | 33 | **95** |
| Column % | 64% | 67% | **54%** | 72% | 50% | 69% | 60% | 54% | 73% | **83%** **B** | 62% | **69%** **B** |
| **No** Count | 141 | 1 | **37** | 5 | 1 | 4 | 19 | 6 | 3 | **3** | 20 | **42** |
| Column % | 36% | 33% | **46%** **IK** | 28% | 50% | 31% | 40% | 46% | 27% | **17%** | 38% | **31%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BIK**

Q19: Did you receive quotes from more than one carrier?

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 254 | 2 | 43 | 13 | 1 | 9 | 28 | 7 | 8 | 15 | 33 | 94 |
| **Yes** Count | 225 | 2 | 38 | 10 | 1 | 9 | 27 | 5 | 8 | 15 | 29 | 81 |
| Column % | 89% | 100% | 88% | 77% | 100% | 100% | 96% | 71% | 100% | 100% | 88% | 86% |
| **No** Count | 29 | 0 | 5 | 3 | 0 | 0 | 1 | 2 | 0 | 0 | 4 | 13 |
| Column % | 11% | 0% | 12% | 23% | 0% | 0% | 4% | 29% | 0% | 0% | 12% | 14% |

Q20a_1x: What was your firm's gross revenue for 2023? *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 372 | 3 | 78 | 18 | 2 | 11 | 47 | 11 | 11 | 15 | 47 | 128 |
| **Less than $1 million** | | | | | | | | | | | | |
| Count | 50 | 1 | 6 | 3 | 0 | 0 | 8 | 1 | 0 | 2 | 7 | 22 |
| Column % | 13% | 33% | 8% | 17% | 0% | 0% | 17% | 9% | 0% | 13% | 15% | 17% |
| **$1 million to LT $5 million** | | | | | | | | | | | | |
| Count | 120 | 0 | **24** | **2** | 1 | 4 | **6** | **6** | **7** | **7** | **16** | **47** |
| Column % | 32% | 0% | **31%** F | **11%** | 50% | 36% | **13%** | **55%** CF | **64%** BCF | **47%** CF | **34%** F | **37%** CF |
| **$5 million to LT $10 million** | | | | | | | | | | | | |
| Count | 66 | 0 | 13 | **6** | 0 | 2 | **4** | 1 | 2 | 4 | 12 | 22 |
| Column % | 18% | 0% | 17% | **33%** F | 0% | 18% | **9%** | 9% | 18% | 27% | 26% | 17% |
| **$10 million or more** | | | | | | | | | | | | |
| Count | 136 | 2 | **35** | 7 | 1 | 5 | **29** | **3** | **2** | **2** | **12** | **37** |
| Column % | 37% | 67% | **45%** IJK | 39% | 50% | 45% | **62%** GHIJK | **27%** | **18%** | **13%** | **26%** | **29%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCFGHIJK**

Q20a.1: Professional Liability Insurance Coverage What was your firm's gross revenue for 2023 and 2024? Please enter your responses below. Please do not use decimals or commas in your responses. - FY 2023 gross revenue

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 372 | 3 | 78 | 18 | 2 | 11 | 47 | 11 | 11 | 15 | 47 | 128 |
| Mean | 55,220,350.54 | 34,265,229.67 | 58,842,829.64 | 13,084,173.22 | 2,601,882,000.00 | 180,588,000.82 | 49,724,480.85 | 147,086,418.45 | 6,812,094.91 | 9,686,162.67 | 10,486,790.41 | 28,629,539.36 |
| Median | 5,651,634.50 | 14,000,000.00 | 6,555,404.00 | 7,239,337.50 | 2,601,882,000.00 | 5,500,000.00 | 15,100,000.00 | 3,605,000.00 | 4,200,000.00 | 3,533,195.00 | 5,002,399.00 | 4,350,000.00 |
| Min | 5.50 | 192,689.00 | 283,645.00 | 475,000.00 | 3,764,000.00 | 2,300,000.00 | 185.00 | 583,365.00 | 1,500,000.00 | 250,000.00 | 5.50 | 30,000.00 |
| Max | 5,200,000,000.00 | 88,603,000.00 | 2,700,000,000.00 | 73,300,000.00 | 5,200,000,000.00 | 1,800,000,000.00 | 740,042,846.00 | 1,150,000,000.00 | 26,900,000.00 | 85,497,519.00 | 121,000,000.00 | 1,010,745,117.00 |

Q20a_2x: What was your firm's gross revenue for 2024? *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 378 | 3 | 79 | 18 | 2 | 11 | 47 | 11 | 11 | 17 | 48 | 130 |
| **Less than $1 million** | | | | | | | | | | | | |
| Count | 51 | 1 | **5** | 3 | 0 | 2 | 8 | 1 | 0 | 2 | 6 | **23** |
| Column % | 13% | 33% | **6%** | 17% | 0% | 18% | 17% | 9% | 0% | 12% | 13% | **18%** **B** |
| **$1 million to LT $5 million** | | | | | | | | | | | | |
| Count | 122 | 0 | **24** | **3** | 0 | **1** | **5** | **5** | **7** | **9** | **19** | **49** |
| Column % | 32% | 0% | **30%** **F** | **17%** | 0% | **9%** | **11%** | **45%** **F** | **64%** **BCEF** | **53%** **CEF** | **40%** **F** | **38%** **F** |
| **$5 million to LT $10 million** | | | | | | | | | | | | |
| Count | 67 | 0 | 13 | 5 | 1 | 2 | 5 | 2 | 2 | 3 | 10 | 23 |
| Column % | 18% | 0% | 16% | 28% | 50% | 18% | 11% | 18% | 18% | 18% | 21% | 18% |
| **$10 million or more** | | | | | | | | | | | | |
| Count | 138 | 2 | **37** | 7 | 1 | 6 | **29** | **3** | **2** | **3** | **13** | **35** |
| Column % | 37% | 67% | **47%** **IJK** | 39% | 50% | 55% | **62%** **GHIJK** | **27%** | **18%** | **18%** | **27%** | **27%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCEFGHIJK**

Q20a.2: Professional Liability Insurance Coverage What was your firm's gross revenue for 2023 and 2024? Please enter your responses below. Please do not use decimals or commas in your responses. - FY 2024 gross revenue

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 378 | 3 | 79 | 18 | 2 | 11 | 47 | 11 | 11 | 17 | 48 | 130 |
| Mean | 63,947,754.51 | 36,486,471.00 | 76,716,840.46 | 10,412,580.61 | 2,952,526,250.00 | 229,001,888.45 | 69,128,029.32 | 170,663,221.36 | 7,379,951.64 | 9,699,512.94 | 11,666,602.77 | 26,528,313.37 |
| Median | 5,839,761.00 | 15,000,000.00 | 7,800,000.00 | 7,480,670.00 | 2,952,526,250.00 | 14,105,000.00 | 17,400,000.00 | 2,681,399.00 | 4,100,000.00 | 3,709,494.00 | 4,678,477.50 | 4,050,000.00 |
| Min | 7.00 | 210,413.00 | 314,539.00 | 456,676.00 | 5,052,500.00 | 235,000.00 | 200.00 | 543,041.00 | 1,500,000.00 | 250,000.00 | 7.00 | 40,000.00 |
| Max | 5,900,000,000.00 | 94,249,000.00 | 3,900,000,000.00 | 35,000,000.00 | 5,900,000,000.00 | 2,300,000,000.00 | 1,391,216,490.00 | 1,300,000,000.00 | 32,800,000.00 | 97,207,349.00 | 141,000,000.00 | 913,116,193.00 |

Q20b_1x: What were your yearly PLI premiums for 2023? *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 330 | 3 | 70 | 17 | 2 | 9 | 42 | 10 | 10 | 13 | 37 | 117 |
| **Less than $20,000** | | | | | | | | | | | | |
| Count | 78 | 1 | **10** | 4 | 1 | **0** | 7 | 3 | **0** | **5** | **13** | **34** |
| Column % | 24% | 33% | **14%** | 24% | 50% | **0%** | 17% | 30% | **0%** | **38% BH** | **35% BEH** | **29% B** |
| **$20,000 to LT $50,000** | | | | | | | | | | | | |
| Count | 91 | 0 | **14** | 5 | 0 | 3 | **6** | 4 | **5** | 5 | 11 | **38** |
| Column % | 28% | 0% | **20%** | 29% | 0% | 33% | **14%** | 40% | **50% BF** | 38% | 30% | **32% F** |
| **$50,000 to LT $100,000** | | | | | | | | | | | | |
| Count | 56 | 1 | 16 | 2 | 0 | 0 | 6 | 1 | 2 | 2 | 6 | 20 |
| Column % | 17% | 33% | 23% | 12% | 0% | 0% | 14% | 10% | 20% | 15% | 16% | 17% |
| **$100,000 or more** | | | | | | | | | | | | |
| Count | 105 | 1 | **30** | 6 | 1 | **6** | **23** | 2 | 3 | **1** | **7** | **25** |
| Column % | 32% | 33% | **43% IJK** | 35% | 50% | **67% IJK** | **55% IJK** | 20% | 30% | **8%** | **19%** | **21%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BEFHIJK**

Q20b.1: What were your yearly PLI premiums for 2023 and 2024? Please enter your responses below. Please do not use decimals or commas in your responses.
Your responses, in combination with those of other member firms, will help us to understand the overall trend for PLI rates. - FY 2023 PLI Premium

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 330 | 3 | 70 | 17 | 2 | 9 | 42 | 10 | 10 | 13 | 37 | 117 |
| Mean | 271,693.41 | 174,055.67 | 155,192.80 | 72,485.94 | 1,454,500.00 | 455,924.22 | 622,283.43 | 708,727.60 | 111,603.20 | 46,003.46 | 96,592.97 | 269,379.37 |
| Median | 45,515.50 | 55,000.00 | 79,764.00 | 45,500.00 | 1,454,500.00 | 292,972.00 | 138,405.50 | 32,804.00 | 50,450.00 | 23,000.00 | 33,400.00 | 35,000.00 |
| Min | 144.00 | 5,667.00 | 3,500.00 | 4,380.00 | 9,000.00 | 24,000.00 | 4,000.00 | 4,788.00 | 23,000.00 | 5,200.00 | 1,000.00 | 144.00 |
| Max | 13,000,000.00 | 461,500.00 | 1,903,000.00 | 240,963.00 | 2,900,000.00 | 2,300,000.00 | 13,000,000.00 | 4,005,000.00 | 446,000.00 | 252,000.00 | 986,505.00 | 12,000,000.00 |

Q20b_2x: What were your yearly PLI premiums for 2024? *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 337 | 3 | 70 | 18 | 2 | 9 | 43 | 10 | 10 | 14 | 39 | 119 |
| **Less than $20,000** Count | 79 | 1 | **6** | 4 | 1 | **0** | **7** | 3 | **0** | **8** | **13** | **36** |
| Column % | 23% | 33% | **9%** | 22% | 50% | **0%** | **16%** | 30% | **0%** | **57% BEFHK** | **33% BH** | **30% B** |
| **$20,000 to LT $50,000** Count | 89 | 0 | **20** | 5 | 0 | 2 | **4** | 3 | **5** | 3 | **12** | **35** |
| Column % | 26% | 0% | **29% F** | 28% | 0% | 22% | **9%** | 30% | **50% F** | 21% | **31% F** | **29% F** |
| **$50,000 to LT $100,000** Count | 58 | 2 | 12 | 4 | 0 | 1 | 6 | 1 | 1 | 2 | 6 | 23 |
| Column % | 17% | 67% | 17% | 22% | 0% | 11% | 14% | 10% | 10% | 14% | 15% | 19% |
| **$100,000 or more** Count | 111 | 0 | **32** | **5** | 1 | **6** | **26** | 3 | 4 | **1** | **8** | **25** |
| Column % | 33% | 0% | **46% IJK** | **28%** | 50% | **67% IJK** | **60% CIJK** | 30% | 40% | **7%** | **21%** | **21%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCEFHIJK**

Q20b.2: What were your yearly PLI premiums for 2023 and 2024? Please enter your responses below. Please do not use decimals or commas in your responses. Your responses, in combination with those of other member firms, will help us to understand the overall trend

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 337 | 3 | 70 | 18 | 2 | 9 | 43 | 10 | 10 | 14 | 39 | 119 |
| Mean | 271,158.81 | 38,723.33 | 165,137.26 | 74,800.83 | 1,355,250.00 | 465,850.67 | 451,644.07 | 772,079.70 | 122,295.90 | 43,288.14 | 173,949.18 | 300,005.61 |
| Median | 50,000.00 | 51,000.00 | 76,669.00 | 54,000.00 | 1,355,250.00 | 207,667.00 | 150,000.00 | 34,085.50 | 49,928.50 | 19,489.00 | 37,740.00 | 31,250.00 |
| Min | 144.00 | 5,170.00 | 6,200.00 | 5,115.00 | 10,500.00 | 27,605.00 | 4,000.00 | 5,444.00 | 23,941.00 | 5,000.00 | 3,500.00 | 144.00 |
| Max | 14,000,000.00 | 60,000.00 | 2,027,000.00 | 238,422.00 | 2,700,000.00 | 2,400,000.00 | 6,292,011.00 | 4,091,500.00 | 493,000.00 | 244,000.00 | 2,992,770.00 | 14,000,000.00 |

Q20_2023x: PLI premium as a percentage of gross revenue (2023) *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 328 | 3 | 70 | 17 | 2 | 9 | 42 | 10 | 10 | 13 | 37 | 115 |
| **Less than 0.5%** Count | 71 | 1 | **14** | 5 | **2** | 2 | **8** | **1** | **0** | 3 | 9 | 26 |
| Column % | 22% | 33% | **20%** | 29% | **100% BFGH** | 22% | **19%** | **10%** | **0%** | 23% | 24% | 23% |
| **0.5% to less than 1%** Count | 128 | 1 | 24 | 8 | 0 | 4 | 20 | 5 | 4 | 5 | 15 | 42 |
| Column % | 39% | 33% | 34% | 47% | 0% | 44% | 48% | 50% | 40% | 38% | 41% | 37% |
| **1% to less than 2%** Count | 81 | 0 | **26** | 3 | 0 | 1 | 10 | 2 | **5** | 4 | **6** | **24** |
| Column % | 25% | 0% | **37% JK** | 18% | 0% | 11% | 24% | 20% | **50% JK** | 31% | **16%** | **21%** |
| **2% or more** Count | 48 | 1 | **6** | 1 | 0 | 2 | 4 | 2 | 1 | 1 | 7 | **23** |
| Column % | 15% | 33% | **9%** | 6% | 0% | 22% | 10% | 20% | 10% | 8% | 19% | **20% B** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFGHJK**

Q20_2023: Q20_2023

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 328 | 3 | 70 | 17 | 2 | 9 | 42 | 10 | 10 | 13 | 37 | 115 |
| Mean | 1,351.14 | 1.28 | 1.18 | 0.84 | 0.15 | 2.27 | 10,515.82 | 1.44 | 2.89 | 1.00 | 2.46 | 10.80 |
| Median | 0.85 | 0.52 | 0.95 | 0.76 | 0.15 | 0.59 | 0.78 | 0.79 | 1.50 | 0.62 | 0.78 | 0.85 |
| Min | 0.03 | 0.39 | 0.35 | 0.04 | 0.06 | 0.13 | 0.24 | 0.35 | 0.50 | 0.20 | 0.17 | 0.03 |
| Max | 441,621.62 | 2.94 | 5.82 | 2.56 | 0.24 | 12.76 | 441,621.62 | 6.00 | 17.84 | 3.03 | 30.07 | 597.76 |

Q20_2024x: PLI premium as a percentage of gross revenue (2024) *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinnerer, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 334 | 3 | 70 | 18 | 2 | 9 | 43 | 10 | 10 | 14 | 39 | 116 |
| **Less than 0.5%** Count | 72 | **2** | **14** | 4 | **2** | 3 | 9 | **1** | **0** | 2 | 10 | 25 |
| Column % | 22% | **67%** H | **20%** | 22% | **100%** BGH | 33% | 21% | **10%** | **0%** | 14% | 26% | 22% |
| **0.5% to less than 1%** Count | 126 | 0 | 23 | 8 | 0 | 2 | 20 | 4 | 3 | 7 | 15 | 44 |
| Column % | 38% | 0% | 33% | 44% | 0% | 22% | 47% | 40% | 30% | 50% | 38% | 38% |
| **1% to less than 2%** Count | 92 | 0 | **28** | 5 | 0 | 3 | 12 | 2 | 5 | 3 | **8** | **26** |
| Column % | 28% | 0% | **40%** JK | 28% | 0% | 33% | 28% | 20% | 50% | 21% | **21%** | **22%** |
| **2% or more** Count | 44 | 1 | **5** | 1 | 0 | 1 | **2** | **3** | 2 | 2 | 6 | **21** |
| Column % | 13% | 33% | **7%** | 6% | 0% | 11% | **5%** | **30%** F | 20% | 14% | 15% | **18%** BF |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFGHJK**

Q20_2024: Q20_2024

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 334 | 3 | 70 | 18 | 2 | 9 | 43 | 10 | 10 | 14 | 39 | 116 |
| Mean | 1,477.00 | 0.97 | 1.06 | 0.90 | 0.13 | 1.99 | 11,442.75 | 1.56 | 3.38 | 0.92 | 1.25 | 9.13 |
| Median | 0.80 | 0.40 | 0.90 | 0.68 | 0.13 | 0.93 | 0.75 | 0.92 | 1.41 | 0.59 | 0.78 | 0.79 |
| Min | 0.05 | 0.05 | 0.07 | 0.27 | 0.05 | 0.10 | 0.24 | 0.31 | 0.61 | 0.17 | 0.18 | 0.06 |
| Max | 492,000.00 | 2.46 | 4.00 | 2.05 | 0.21 | 10.70 | 492,000.00 | 6.25 | 22.41 | 2.44 | 6.38 | 469.30 |

Q20_DifferenceX: PLI premium shift (2023 to 2024) *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 327 | 3 | 69 | 17 | 2 | 9 | 42 | 10 | 10 | 13 | 37 | 115 |
| **Increased 0.10% or more** Count | 84 | 0 | 16 | 3 | 0 | 1 | 10 | 3 | 4 | 2 | 12 | 33 |
| Column % | 26% | 0% | 23% | 18% | 0% | 11% | 24% | 30% | 40% | 15% | 32% | 29% |
| **Increased 0.01% to less than 0.10%** Count | 65 | 1 | 15 | 5 | 0 | 3 | 10 | 0 | 0 | 0 | 9 | 22 |
| Column % | 20% | 33% | 22% | 29% | 0% | 33% | 24% | 0% | 0% | 0% | 24% | 19% |
| **Stayed the Same** Count | 8 | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 1 | 4 |
| Column % | 2% | 0% | 1% | 0% | 0% | 0% | 2% | 10% | 0% | 0% | 3% | 3% |
| **Decreased 0.01% to less than 0.10%** Count | 90 | 0 | 19 | 5 | **2** | 3 | **16** | **5** | 3 | **7** | **6** | **24** |
| Column % | 28% | 0% | 28% | 29% | **100% JK** | 33% | **38% JK** | **50% JK** | 30% | **54% JK** | **16%** | **21%** |
| **Decreased 0.10% or more** Count | 80 | 2 | 18 | 4 | 0 | 2 | **5** | 1 | 3 | 4 | 9 | **32** |
| Column % | 24% | 67% | 26% | 24% | 0% | 22% | **12%** | 10% | 30% | 31% | 24% | **28% F** |

* Denotes variable with statistically significant findings

**Significant difference within groups: FJK**

Q20_Difference: Q20_Difference

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 327 | 3 | 69 | 17 | 2 | 9 | 42 | 10 | 10 | 13 | 37 | 115 |
| Mean | 153.31 | -0.31 | -0.11 | 0.00 | -0.02 | -0.28 | 1,199.36 | 0.12 | 0.49 | -0.09 | -1.29 | -1.63 |
| Median | -0.01 | -0.47 | -0.01 | 0.00 | -0.02 | -0.01 | 0.00 | -0.04 | -0.03 | -0.07 | 0.01 | 0.00 |
| Min | -128.46 | -0.48 | -5.24 | -0.50 | -0.03 | -11.33 | -5.69 | -0.22 | -0.24 | -0.59 | -29.18 | -128.46 |
| Max | 50,378.38 | 0.01 | 0.74 | 0.64 | -0.01 | 10.11 | 50,378.38 | 1.29 | 4.57 | 0.57 | 3.65 | 10.30 |

Q21: What is your coverage limit per claim? Please select the value nearest your actual limit. *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 378 | 3 | 80 | 18 | 2 | 14 | 45 | 12 | 11 | 16 | 46 | 130 |
| **$1,000,000** Count | 72 | 0 | **8** | 4 | 0 | 4 | **6** | 2 | 1 | **6** | 8 | **32** |
| Column % | 19% | 0% | **10%** | 22% | 0% | 29% | **13%** | 17% | 9% | **38% BF** | 17% | **25% B** |
| **$2,000,000** Count | 143 | 2 | 26 | 7 | 1 | 5 | **9** | 4 | 5 | 5 | **20** | **59** |
| Column % | 38% | 67% | 33% | 39% | 50% | 36% | **20%** | 33% | 45% | 31% | **43% F** | **45% F** |
| **$3,000,000** Count | 27 | 0 | 7 | 1 | 0 | 0 | **1** | **3** | 1 | **3** | **7** | **4** |
| Column % | 7% | 0% | 9% | 6% | 0% | 0% | **2%** | **25% FK** | 9% | **19% K** | **15% K** | **3%** |
| **$4,000,000** Count | 7 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 4 |
| Column % | 2% | 0% | 0% | 0% | 0% | 0% | 0% | 8% | 0% | 6% | 2% | 3% |
| **$5,000,000** Count | 93 | 0 | **35** | 5 | 0 | 4 | **18** | **0** | 3 | **1** | **8** | **19** |
| Column % | 25% | 0% | **44% GIJK** | 28% | 0% | 29% | **40% GIJK** | **0%** | 27% | **6%** | **17%** | **15%** |
| **$6,000,000** Count | 2 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 0% | 6% | 0% | 0% | 2% | 0% | 0% | 0% | 0% | 0% |
| **$7,000,000** Count | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 2% |
| **$8,000,000** Count | 3 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 1 |
| Column % | 1% | 0% | 0% | 0% | 0% | 0% | 2% | 0% | 0% | 0% | 2% | 1% |
| **$9,000,000** Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFGIJK**

Q21: What is your coverage limit per claim?  Please select the value nearest your actual limit. *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **$10,000,000** | | | | | | | | | | | | |
| Count | 18 | 0 | 3 | 0 | 1 | 0 | **6** | 0 | 1 | 0 | 1 | **6** |
| Column % | 5% | 0% | 4% | 0% | 50% | 0% | **13% K** | 0% | 9% | 0% | 2% | **5%** |
| **$15,0000,000** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| **$20,000,000** | | | | | | | | | | | | |
| Count | 3 | **1** | **0** | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | **1** |
| Column % | 1% | **33% BK** | **0%** | 0% | 0% | 0% | 2% | 0% | 0% | 0% | 0% | **1%** |
| **$25,000,000 or more** | | | | | | | | | | | | |
| Count | 7 | 0 | **1** | 0 | 0 | 1 | 2 | **2** | 0 | 0 | **0** | **1** |
| Column % | 2% | 0% | **1%** | 0% | 0% | 7% | 4% | **17% BJK** | 0% | 0% | **0%** | **1%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFGIJK**

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

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 375 | 3 | 78 | 18 | 2 | 14 | 45 | 12 | 11 | 16 | 45 | 130 |
| **Yes** Count | 261 | **1** | **60** | **7** | 2 | 10 | **30** | **12** | 8 | **10** | **31** | **90** |
| Column % | 70% | **33%** | **77% C** | **39%** | 100% | 71% | **67% C** | **100% ACFIJK** | 73% | **63%** | **69% C** | **69% C** |
| **No** Count | 114 | **2** | **18** | **11** | 0 | 4 | **15** | **0** | 3 | **6** | **14** | **40** |
| Column % | 30% | **67% G** | **23%** | **61% BFGJK** | 0% | 29% | **33% G** | **0%** | 27% | **38% G** | **31% G** | **31% G** |

* Denotes variable with statistically significant findings

**Significant difference within groups: ABCFGIJK**

Q22a: What are your aggregate limits? Please select the value nearest your actual limit. *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 114 | 2 | 18 | 11 | - | 4 | 15 | - | 3 | 6 | 14 | 40 |
| **$2,000,000** Count | 43 | 1 | 4 | 4 | - | 2 | 4 | - | 1 | 4 | 5 | 17 |
| Column % | 38% | 50% | 22% | 36% | - | 50% | 27% | - | 33% | 67% | 36% | 43% |
| **$3,000,000** Count | 12 | 0 | 1 | 3 | - | 0 | **0** | - | 1 | 0 | **4** | 3 |
| Column % | 11% | 0% | 6% | 27% | - | 0% | **0%** | - | 33% | 0% | **29% F** | 8% |
| **$4,000,000** Count | 28 | 1 | 4 | 2 | - | 0 | 4 | - | 0 | 2 | 2 | 13 |
| Column % | 25% | 50% | 22% | 18% | - | 0% | 27% | - | 0% | 33% | 14% | 33% |
| **$5,000,000** Count | 8 | 0 | 2 | 0 | - | 1 | 0 | - | 0 | 0 | 1 | 4 |
| Column % | 7% | 0% | 11% | 0% | - | 25% | 0% | - | 0% | 0% | 7% | 10% |
| **$6,000,000** Count | 4 | 0 | 0 | 1 | - | 0 | 1 | - | 0 | 0 | 1 | 1 |
| Column % | 4% | 0% | 0% | 9% | - | 0% | 7% | - | 0% | 0% | 7% | 3% |
| **$7,000,000** Count | 7 | 0 | **3** | 1 | - | 1 | 1 | - | 1 | 0 | 0 | **0** |
| Column % | 6% | 0% | **17% K** | 9% | - | 25% | 7% | - | 33% | 0% | 0% | **0%** |
| **$8,000,000** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | - | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | - | 0% | 0% | 0% | 0% |
| **$9,000,000** Count | 1 | 0 | 0 | 0 | - | 0 | 0 | - | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 0% | 0% | - | 0% | 0% | - | 0% | 0% | 0% | 3% |
| **$10,000,000** Count | 7 | 0 | 3 | 0 | - | 0 | 2 | - | 0 | 0 | 1 | 1 |
| Column % | 6% | 0% | 17% | 0% | - | 0% | 13% | - | 0% | 0% | 7% | 3% |

* Denotes variable with statistically significant findings

**Significant difference within groups: FK**

Q22a: What are your aggregate limits? Please select the value nearest your actual limit. *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **$15,0000,000** Count | 3 | 0 | 1 | 0 | - | 0 | 2 | - | 0 | 0 | 0 | 0 |
| Column % | 3% | 0% | 6% | 0% | - | 0% | 13% | - | 0% | 0% | 0% | 0% |
| **$20,000,000** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | - | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | - | 0% | 0% | 0% | 0% |
| **$25,000,000 or more** Count | 1 | 0 | 0 | 0 | - | 0 | 1 | - | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 0% | 0% | - | 0% | 7% | - | 0% | 0% | 0% | 0% |

* Denotes variable with statistically significant findings

**Significant difference within groups: FK**

Q23: What is your deductible?  Please select the value nearest your actual deductible. *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 365 | 3 | 78 | 18 | 2 | 13 | 44 | 11 | 11 | 15 | 44 | 125 |
| **Less than $10,000** | | | | | | | | | | | | |
| Count | 55 | 1 | **8** | 2 | 1 | 1 | 6 | 1 | 0 | 3 | **11** | 21 |
| Column % | 15% | 33% | **10%** | 11% | 50% | 8% | 14% | 9% | 0% | 20% | **25% B** | 17% |
| **$10,000** | | | | | | | | | | | | |
| Count | 65 | 0 | **9** | 4 | 0 | **0** | **5** | **4** | 2 | 4 | **5** | **32** |
| Column % | 18% | 0% | **12%** | 22% | 0% | **0%** | **11%** | **36% E** | 18% | 27% | **11%** | **26% BEFJ** |
| **$15,000** | | | | | | | | | | | | |
| Count | 17 | 0 | **1** | 0 | 0 | 1 | **0** | 1 | **2** | 1 | **5** | 6 |
| Column % | 5% | 0% | **1%** | 0% | 0% | 8% | **0%** | 9% | **18% BF** | 7% | **11% B** | 5% |
| **$20,000** | | | | | | | | | | | | |
| Count | 9 | 0 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6 |
| Column % | 2% | 0% | 4% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 5% |
| **$25,000** | | | | | | | | | | | | |
| Count | 53 | 0 | **13** | 1 | 0 | **2** | **0** | **3** | 1 | **4** | **7** | **22** |
| Column % | 15% | 0% | **17% F** | 6% | 0% | **15% F** | **0%** | **27% F** | 9% | **27% F** | **16% F** | **18% F** |
| **$50,000** | | | | | | | | | | | | |
| Count | 67 | 0 | **12** | **7** | 0 | 4 | **7** | **0** | 4 | 2 | **6** | 24 |
| Column % | 18% | 0% | **15%** | **39% BFGJ** | 0% | 31% | **16%** | **0%** | 36% | 13% | **14%** | 19% |
| **$75,000** | | | | | | | | | | | | |
| Count | 15 | 0 | 5 | 1 | 0 | 1 | 2 | 0 | 1 | 0 | 2 | 3 |
| Column % | 4% | 0% | 6% | 6% | 0% | 8% | 5% | 0% | 9% | 0% | 5% | 2% |
| **$100,000** | | | | | | | | | | | | |
| Count | 30 | 1 | **10** | **3** | 0 | 2 | **7** | 0 | 0 | 1 | 3 | **3** |
| Column % | 8% | 33% | **13% K** | **17% K** | 0% | 15% | **16% K** | 0% | 0% | 7% | 7% | **2%** |
| **$150,000** | | | | | | | | | | | | |
| Count | 10 | **1** | **4** | 0 | 0 | 1 | 2 | 0 | 1 | 0 | 1 | **0** |
| Column % | 3% | **33% K** | **5% K** | 0% | 0% | 8% | 5% | 0% | 9% | 0% | 2% | **0%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BEFGJK**

Q23: What is your deductible? Please select the value nearest your actual deductible. *

| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | **Q8RG: PLI Provider** | | | | | | | | | | |
| **$200,000** Count | 15 | 0 | 6 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 4 | 3 |
| Column % | 4% | 0% | 8% | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 9% | 2% |
| **$250,000** Count | 6 | 0 | 3 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 1 |
| Column % | 2% | 0% | 4% | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 0% | 1% |
| **$300,000** Count | 3 | 0 | 1 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 1% | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 0% | 0% |
| **$350,000** Count | 4 | 0 | 1 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 1% | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 0% | 1% |
| **$425,000** Count | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **$500,000** Count | 8 | 0 | **1** | 0 | 0 | 0 | **6** | 0 | 0 | 0 | **0** | **1** |
| Column % | 2% | 0% | **1%** | 0% | 0% | 0% | **14% BJK** | 0% | 0% | 0% | **0%** | **1%** |
| **$750,000** Count | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| **$1,000,000** Count | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | 0% | 0% | 2% | 0% | 0% | 0% | 0% | 0% |
| **More than $1,000,000** Count | 6 | 0 | **1** | 0 | **1** | 1 | **0** | **2** | 0 | 0 | **0** | **1** |
| Column % | 2% | 0% | **1%** | 0% | **50% BFJK** | 8% | **0%** | **18% BFJK** | 0% | 0% | **0%** | **1%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BEFGJK**

Q24: How does your deductible compare with the previous year? *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 371 | 3 | 78 | 17 | 2 | 14 | 45 | 12 | 11 | 15 | 45 | 128 |
| **Increased** | | | | | | | | | | | | |
| Count | 52 | 0 | 11 | 3 | 0 | 4 | 4 | 2 | 1 | 4 | 5 | 17 |
| Column % | 14% | 0% | 14% | 18% | 0% | 29% | 9% | 17% | 9% | 27% | 11% | 13% |
| **Stayed the Same** | | | | | | | | | | | | |
| Count | 314 | 3 | **67** | 14 | 2 | **9** | **41** | 10 | 10 | 11 | 39 | 108 |
| Column % | 85% | 100% | **86% E** | 82% | 100% | **64%** | **91% E** | 83% | 91% | 73% | 87% | 84% |
| **Decreased** | | | | | | | | | | | | |
| Count | 5 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 3 |
| Column % | 1% | 0% | 0% | 0% | 0% | 7% | 0% | 0% | 0% | 0% | 2% | 2% |

* Denotes variable with statistically significant findings

**Significant difference within groups: E**

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

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 371 | 3 | 78 | 18 | 2 | 14 | 45 | 12 | 11 | 14 | 45 | 128 |
| **Yes** Count | 224 | 2 | **55** | 12 | 2 | 8 | **35** | 6 | **5** | **7** | **26** | **65** |
| Column % | 60% | 67% | **71%** **K** | 67% | 100% | 57% | **78%** **HIJK** | 50% | **45%** | **50%** | **58%** | **51%** |
| **No** Count | 147 | 1 | **23** | 6 | 0 | 6 | **10** | 6 | **6** | **7** | **19** | **63** |
| Column % | 40% | 33% | **29%** | 33% | 0% | 43% | **22%** | 50% | **55%** **F** | **50%** **F** | **42%** **F** | **49%** **BF** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFHIJK**

Q25a: Please indicate what influenced the decision to purchase a stand-alone Cyber Liability Policy. Check all that apply. *

| | | **Q8RG: PLI Provider** | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Valid Cases | 223 | 2 | 55 | 12 | 2 | 8 | 35 | 6 | 5 | 7 | 26 | 64 |
| **Contract requirements** | | | | | | | | | | | | |
| Mentions | 123 | 2 | 30 | 7 | 2 | 5 | 19 | 3 | 1 | 4 | 14 | 36 |
| % Valid Cases | 55% | 100% | 55% | 58% | 100% | 63% | 54% | 50% | 20% | 57% | 54% | 56% |
| **Other compliance requirements** | | | | | | | | | | | | |
| Mentions | 48 | 1 | 14 | 2 | 1 | 2 | 9 | 1 | 0 | 2 | 5 | 11 |
| % Valid Cases | 22% | 50% | 25% | 17% | 50% | 25% | 26% | 17% | 0% | 29% | 19% | 17% |
| **Concern regarding potential claims** | | | | | | | | | | | | |
| Mentions | 156 | 2 | **46** | 7 | 1 | 6 | **27** | 5 | 3 | 5 | 17 | **36** |
| % Valid Cases | 70% | 100% | **84% K** | 58% | 50% | 75% | **77% K** | 83% | 60% | 71% | 65% | **56%** |
| **Other (please specify)** | | | | | | | | | | | | |
| Mentions | 24 | 0 | 3 | 3 | 0 | 1 | 3 | 0 | 1 | 1 | 2 | 10 |
| % Valid Cases | 11% | 0% | 5% | 25% | 0% | 13% | 9% | 0% | 20% | 14% | 8% | 16% |

* Denotes variable with statistically significant findings

**Significant difference within groups: K**

Q25b: Does your firm require its consultants to carry cyber insurance?

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 372 | 3 | 78 | 18 | 2 | 14 | 45 | 12 | 10 | 15 | 45 | 129 |
| **Yes** Count | 56 | 1 | 10 | 2 | 1 | 2 | 10 | 0 | 1 | 3 | 4 | 22 |
| Column % | 15% | 33% | 13% | 11% | 50% | 14% | 22% | 0% | 10% | 20% | 9% | 17% |
| **No** Count | 316 | 2 | 68 | 16 | 1 | 12 | 35 | 12 | 9 | 12 | 41 | 107 |
| Column % | 85% | 67% | 87% | 89% | 50% | 86% | 78% | 100% | 90% | 80% | 91% | 83% |

Q25c: Are consultants required to notify your firm about any cyber attacks? *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 373 | 3 | 78 | 18 | 2 | 14 | 45 | 12 | 11 | 15 | 45 | 129 |
| **Yes** Count | 124 | 0 | **28** | 4 | 1 | 3 | **20** | **0** | **5** | **6** | **14** | **43** |
| Column % | 33% | 0% | **36% G** | 22% | 50% | 21% | **44% G** | **0%** | **45% G** | **40% G** | **31% G** | **33% G** |
| **No** Count | 249 | 3 | **50** | 14 | 1 | 11 | **25** | **12** | **6** | **9** | **31** | **86** |
| Column % | 67% | 100% | **64%** | 78% | 50% | 79% | **56%** | **100% BFHIJK** | **55%** | **60%** | **69%** | **67%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFGHIJK**

Q26: What aggregate dollar limits did you purchase for cyber-insurance?  Please select the value nearest your actual limit. *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 223 | 2 | 55 | 12 | 2 | 8 | 35 | 5 | 5 | 7 | 26 | 65 |
| **$1,000,000** Count | 136 | 1 | **32** | 6 | 1 | 6 | **12** | **1** | 4 | **6** | **21** | **45** |
| Column % | 61% | 50% | **58%** F | 50% | 50% | 75% | **34%** | **20%** | 80% | **86%** F | **81%** BFG | **69%** FG |
| **$2,000,000** Count | 42 | 0 | 11 | **4** | 0 | 1 | **12** | 2 | 1 | 0 | **1** | **10** |
| Column % | 19% | 0% | 20% | **33%** J | 0% | 13% | **34%** JK | 40% | 20% | 0% | **4%** | **15%** |
| **$3,000,000** Count | 11 | 0 | 3 | 2 | 0 | 0 | 2 | 0 | 0 | 0 | 2 | 2 |
| Column % | 5% | 0% | 5% | 17% | 0% | 0% | 6% | 0% | 0% | 0% | 8% | 3% |
| **More than $3,000,000** Count | 34 | 1 | 9 | 0 | 1 | 1 | 9 | 2 | 0 | 1 | 2 | 8 |
| Column % | 15% | 50% | 16% | 0% | 50% | 13% | 26% | 40% | 0% | 14% | 8% | 12% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFGJK**

*Auto Generated*

Q27: PLI Claims Made Against Your Firm
Please answer the questions in this section with reference to your firm's most recently completed fiscal year.
Did your firm have any outstanding claims? Claims are defined as a written or oral demand for money or services, or initiation of a lawsuit. *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 378 | 3 | 78 | 18 | 2 | 14 | 45 | 12 | 11 | 15 | 46 | 129 |
| **Yes** Count | 98 | 1 | 25 | 4 | 0 | 2 | **19** | 2 | 5 | 2 | **9** | **28** |
| Column % | 26% | 33% | 32% | 22% | 0% | 14% | **42% JK** | 17% | 45% | 13% | **20%** | **22%** |
| **No** Count | 280 | 2 | 53 | 14 | 2 | 12 | **26** | 10 | 6 | 13 | **37** | **101** |
| Column % | 74% | 67% | 68% | 78% | 100% | 86% | **58%** | 83% | 55% | 87% | **80% F** | **78% F** |

* Denotes variable with statistically significant findings

**Significant difference within groups: FJK**

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

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 97 | 1 | 25 | 4 | - | 2 | 19 | 2 | 5 | 2 | 9 | 27 |
| **1** Count | 41 | 0 | 9 | 2 | - | 1 | **4** | 0 | 3 | 0 | 5 | **17** |
| Column % | 42% | 0% | 36% | 50% | - | 50% | **21%** | 0% | 60% | 0% | 56% | **63% F** |
| **2** Count | 24 | 1 | 9 | 1 | - | 1 | 2 | 0 | 2 | 1 | 2 | 4 |
| Column % | 25% | 100% | 36% | 25% | - | 50% | 11% | 0% | 40% | 50% | 22% | 15% |
| **3** Count | 9 | 0 | 3 | 0 | - | 0 | 4 | 0 | 0 | 0 | 1 | 1 |
| Column % | 9% | 0% | 12% | 0% | - | 0% | 21% | 0% | 0% | 0% | 11% | 4% |
| **4** Count | 9 | 0 | 2 | 1 | - | 0 | **4** | 0 | 0 | 1 | 1 | **0** |
| Column % | 9% | 0% | 8% | 25% | - | 0% | **21% K** | 0% | 0% | 50% | 11% | **0%** |
| **5** Count | 7 | 0 | 1 | 0 | - | 0 | 4 | 0 | 0 | 0 | 0 | 2 |
| Column % | 7% | 0% | 4% | 0% | - | 0% | 21% | 0% | 0% | 0% | 0% | 7% |
| **6** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **7 or more** Count | 7 | 0 | **1** | 0 | - | 0 | **1** | **2** | **0** | 0 | **0** | **3** |
| Column % | 7% | 0% | **4%** | 0% | - | 0% | **5%** | **100% BFHJK** | **0%** | 0% | **0%** | **11%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFHJK**

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

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 97 | 1 | 25 | 4 | - | 2 | 19 | 2 | 5 | 2 | 9 | 27 |
| **More than the prior year** | | | | | | | | | | | | |
| Count | 32 | 0 | 9 | 3 | - | 0 | 5 | 0 | 2 | 0 | 4 | 8 |
| Column % | 33% | 0% | 36% | 75% | - | 0% | 26% | 0% | 40% | 0% | 44% | 30% |
| **The same as the prior year** | | | | | | | | | | | | |
| Count | 50 | 1 | 13 | 1 | - | 2 | 12 | 0 | 3 | 1 | 4 | 13 |
| Column % | 52% | 100% | 52% | 25% | - | 100% | 63% | 0% | 60% | 50% | 44% | 48% |
| **Fewer than the prior year** | | | | | | | | | | | | |
| Count | 15 | 0 | **3** | 0 | - | 0 | **2** | **2** | **0** | 1 | 1 | 6 |
| Column % | 15% | 0% | **12%** | 0% | - | 0% | **11%** | **100% BFH** | **0%** | 50% | 11% | 22% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFH**

Q30.1: What was the number of claims made by client type? If the answer for any type of client is “0” please select that response instead of leaving it blank. - Public Sector Clients / Owners *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 97 | 1 | 25 | 4 | - | 2 | 19 | 2 | 5 | 2 | 9 | 27 |
| **0** Count | 47 | 1 | 15 | 2 | - | 1 | 8 | 0 | 3 | 0 | 5 | 11 |
| Column % | 48% | 100% | 60% | 50% | - | 50% | 42% | 0% | 60% | 0% | 56% | 41% |
| **1** Count | 32 | 0 | 7 | 2 | - | 1 | 7 | 0 | 1 | 1 | 3 | 10 |
| Column % | 33% | 0% | 28% | 50% | - | 50% | 37% | 0% | 20% | 50% | 33% | 37% |
| **2** Count | 7 | 0 | 2 | 0 | - | 0 | 2 | 0 | 1 | 1 | 1 | 0 |
| Column % | 7% | 0% | 8% | 0% | - | 0% | 11% | 0% | 20% | 50% | 11% | 0% |
| **3** Count | 2 | 0 | 0 | 0 | - | 0 | 2 | 0 | 0 | 0 | 0 | 0 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 11% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 4 | 0 | **0** | 0 | - | 0 | **0** | **2** | **0** | 0 | **0** | **2** |
| Column % | 4% | 0% | **0%** | 0% | - | 0% | **0%** | **100% BFHJK** | **0%** | 0% | **0%** | **7%** |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **6** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **7** Count | 1 | 0 | 1 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 4% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **8** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFHJK**

Q30.1: What was the number of claims made by client type? If the answer for any type of client is “0” please select that response instead of leaving it blank. - Public Sector Clients / Owners *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **10** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Don't know** | | | | | | | | | | | | |
| Count | 4 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| Column % | 4% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 15% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFHJK**

Q30.2: What was the number of claims made by client type? If the answer for any type of client is “0” please select that response instead of leaving it blank. - Private Sector Clients / Owners

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 97 | 1 | 25 | 4 | - | 2 | 19 | 2 | 5 | 2 | 9 | 27 |
| **0** Count | 40 | 1 | 12 | 2 | - | 1 | 7 | 0 | 2 | 0 | 5 | 10 |
| Column % | 41% | 100% | 48% | 50% | - | 50% | 37% | 0% | 40% | 0% | 56% | 37% |
| **1** Count | 33 | 0 | 10 | 1 | - | 0 | 5 | 1 | 3 | 1 | 2 | 9 |
| Column % | 34% | 0% | 40% | 25% | - | 0% | 26% | 50% | 60% | 50% | 22% | 33% |
| **2** Count | 9 | 0 | 1 | 0 | - | 1 | 3 | 0 | 0 | 1 | 2 | 1 |
| Column % | 9% | 0% | 4% | 0% | - | 50% | 16% | 0% | 0% | 50% | 22% | 4% |
| **3** Count | 3 | 0 | 0 | 1 | - | 0 | 2 | 0 | 0 | 0 | 0 | 0 |
| Column % | 3% | 0% | 0% | 25% | - | 0% | 11% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 3 | 0 | 1 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| Column % | 3% | 0% | 4% | 0% | - | 0% | 5% | 0% | 0% | 0% | 0% | 4% |
| **5** Count | 2 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 5% | 0% | 0% | 0% | 0% | 4% |
| **6** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **7** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **8** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q30.2: What was the number of claims made by client type? If the answer for any type of client is “0” please select that response instead of leaving it blank. - Private Sector Clients / Owners

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **10** | | | | | | | | | | | | |
| Count | 3 | 0 | 1 | 0 | - | 0 | 0 | 1 | 0 | 0 | 0 | 1 |
| Column % | 3% | 0% | 4% | 0% | - | 0% | 0% | 50% | 0% | 0% | 0% | 4% |
| **Don't know** | | | | | | | | | | | | |
| Count | 4 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| Column % | 4% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 15% |

Q30.3: What was the number of claims made by client type? If the answer for any type of client is “0” please select that response instead of leaving it blank. - Non Project-Owners (Prime A/Es, Contractors, etc.) *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 97 | 1 | 25 | 4 | - | 2 | 19 | 2 | 5 | 2 | 9 | 27 |
| **0** Count | 56 | 0 | 14 | 3 | - | 2 | 9 | 0 | 3 | 2 | 7 | 16 |
| Column % | 58% | 0% | 56% | 75% | - | 100% | 47% | 0% | 60% | 100% | 78% | 59% |
| **1** Count | 25 | 0 | 8 | 1 | - | 0 | **9** | 0 | 2 | 0 | 1 | **3** |
| Column % | 26% | 0% | 32% | 25% | - | 0% | **47% K** | 0% | 40% | 0% | 11% | **11%** |
| **2** Count | 6 | **1** | 2 | 0 | - | 0 | **0** | 1 | 0 | 0 | 1 | 1 |
| Column % | 6% | **100% F** | 8% | 0% | - | 0% | **0%** | 50% | 0% | 0% | 11% | 4% |
| **3** Count | 1 | 0 | 1 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 4% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 2 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 7% |
| **5** Count | 2 | 0 | 0 | 0 | - | 0 | 1 | 1 | 0 | 0 | 0 | 0 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 5% | 50% | 0% | 0% | 0% | 0% |
| **6** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **7** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **8** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

* Denotes variable with statistically significant findings

**Significant difference within groups: FK**

Q30.3: What was the number of claims made by client type? If the answer for any type of client is “0” please select that response instead of leaving it blank. - Non Project-Owners (Prime A/Es, Contractors, etc.) *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **10** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Don't know** | | | | | | | | | | | | |
| Count | 5 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 5 |
| Column % | 5% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 19% |

* Denotes variable with statistically significant findings

**Significant difference within groups: FK**

Q31.1: What was the number of claims made by non-clients? If the answer for any type of non-client is “0” please select that response instead of leaving it blank. - Construction / Contractors

| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Q8RG: PLI Provider | | | | | | | | | | |
| Sample Size | 97 | 1 | 25 | 4 | - | 2 | 19 | 2 | 5 | 2 | 9 | 27 |
| **0** Count | 68 | 0 | 18 | 4 | - | 2 | 12 | 2 | 2 | 2 | 8 | 17 |
| Column % | 70% | 0% | 72% | 100% | - | 100% | 63% | 100% | 40% | 100% | 89% | 63% |
| **1** Count | 17 | 1 | 4 | 0 | - | 0 | 6 | 0 | 2 | 0 | 1 | 3 |
| Column % | 18% | 100% | 16% | 0% | - | 0% | 32% | 0% | 40% | 0% | 11% | 11% |
| **2** Count | 3 | 0 | 1 | 0 | - | 0 | 0 | 0 | 1 | 0 | 0 | 1 |
| Column % | 3% | 0% | 4% | 0% | - | 0% | 0% | 0% | 20% | 0% | 0% | 4% |
| **3** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 1 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 0% | 0% | - | 0% | 5% | 0% | 0% | 0% | 0% | 0% |
| **5** Count | 2 | 0 | 1 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 2% | 0% | 4% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 4% |
| **6** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **7** Count | 1 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 4% |
| **8** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q31.1: What was the number of claims made by non-clients? If the answer for any type of non-client is “0” please select that response instead of leaving it blank. - Construction / Contractors

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **10** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Don't know** | | | | | | | | | | | | |
| Count | 5 | 0 | 1 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| Column % | 5% | 0% | 4% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 15% |

Q31.2: What was the number of claims made by non-clients? If the answer for any type of non-client is “0” please select that response instead of leaving it blank. - Construction Workers (e.g. Due to injury or death)

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 97 | 1 | 25 | 4 | - | 2 | 19 | 2 | 5 | 2 | 9 | 27 |
| **0** Count | 86 | 1 | 22 | 4 | - | 2 | 19 | 1 | 5 | 2 | 7 | 22 |
| Column % | 89% | 100% | 88% | 100% | - | 100% | 100% | 50% | 100% | 100% | 78% | 81% |
| **1** Count | 5 | 0 | 2 | 0 | - | 0 | 0 | 1 | 0 | 0 | 2 | 0 |
| Column % | 5% | 0% | 8% | 0% | - | 0% | 0% | 50% | 0% | 0% | 22% | 0% |
| **2** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **3** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** Count | 1 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 4% |
| **6** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **7** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **8** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q31.2: What was the number of claims made by non-clients? If the answer for any type of non-client is “0” please select that response instead of leaving it blank. - Construction Workers (e.g. Due to injury or death)

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **10** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Don't know** Count | 5 | 0 | 1 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| Column % | 5% | 0% | 4% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 15% |

Q31.3: What was the number of claims made by non-clients? If the answer for any type of non-client is “0” please select that response instead of leaving it blank. - Non-Construction Workers (e.g. Due to injury or death) *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 97 | 1 | 25 | 4 | - | 2 | 19 | 2 | 5 | 2 | 9 | 27 |
| **0** Count | 76 | 0 | **21** | 4 | - | 2 | 15 | **0** | **5** | 2 | 8 | 18 |
| Column % | 78% | 0% | **84% G** | 100% | - | 100% | 79% | **0%** | **100% G** | 100% | 89% | 67% |
| **1** Count | 8 | 1 | 1 | 0 | - | 0 | 3 | 1 | 0 | 0 | 1 | 1 |
| Column % | 8% | 100% | 4% | 0% | - | 0% | 16% | 50% | 0% | 0% | 11% | 4% |
| **2** Count | 3 | 0 | 1 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| Column % | 3% | 0% | 4% | 0% | - | 0% | 5% | 0% | 0% | 0% | 0% | 4% |
| **3** Count | 2 | 0 | 1 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 2% | 0% | 4% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 4% |
| **4** Count | 1 | 0 | 0 | 0 | - | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 0% | 0% | - | 0% | 0% | 50% | 0% | 0% | 0% | 0% |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **6** Count | 1 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 4% |
| **7** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **8** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

* Denotes variable with statistically significant findings

**Significant difference within groups: G**

Q31.3: What was the number of claims made by non-clients? If the answer for any type of non-client is “0” please select that response instead of leaving it blank. - Non-Construction Workers (e.g. Due to injury or death) *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** Count | 1 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 4% |
| **10** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Don't know** Count | 5 | 0 | 1 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| Column % | 5% | 0% | 4% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 15% |

* Denotes variable with statistically significant findings

**Significant difference within groups: G**

Q31.4: What was the number of claims made by non-clients?  If the answer for any type of non-client is “0” please select that response instead of leaving it blank. - Others *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 97 | 1 | 25 | 4 | - | 2 | 19 | 2 | 5 | 2 | 9 | 27 |
| **0** Count | 76 | 1 | 22 | 3 | - | 2 | 14 | 1 | 4 | 2 | 8 | 19 |
| Column % | 78% | 100% | 88% | 75% | - | 100% | 74% | 50% | 80% | 100% | 89% | 70% |
| **1** Count | 7 | 0 | 1 | 1 | - | 0 | 1 | 0 | 1 | 0 | 1 | 1 |
| Column % | 7% | 0% | 4% | 25% | - | 0% | 5% | 0% | 20% | 0% | 11% | 4% |
| **2** Count | 4 | 0 | 1 | 0 | - | 0 | 1 | 1 | 0 | 0 | 0 | 1 |
| Column % | 4% | 0% | 4% | 0% | - | 0% | 5% | 50% | 0% | 0% | 0% | 4% |
| **3** Count | 2 | 0 | 0 | 0 | - | 0 | 2 | 0 | 0 | 0 | 0 | 0 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 11% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** Count | 1 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 0% | 0% | - | 0% | 5% | 0% | 0% | 0% | 0% | 0% |
| **6** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **7** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **8** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

* Denotes variable with statistically significant findings

**Significant difference within groups: F**

Q31.4: What was the number of claims made by non-clients? If the answer for any type of non-client is “0” please select that response instead of leaving it blank. - Others *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **9** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **10** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Don't know** | | | | | | | | | | | | |
| Count | 7 | 0 | 1 | 0 | - | 0 | **0** | 0 | 0 | 0 | 0 | **6** |
| Column % | 7% | 0% | 4% | 0% | - | 0% | **0%** | 0% | 0% | 0% | 0% | **22% F** |

* Denotes variable with statistically significant findings

**Significant difference within groups: F**

Q32: Claims Resolution
Please answer the questions in this section with reference to your firm’s most recently completed fiscal year.
How many of your firm’s outstanding claims (including claims from prior years) were resolved in your most recently completed fiscal year? *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 97 | 1 | 25 | 4 | - | 2 | 19 | 2 | 5 | 2 | 9 | 27 |
| **0** Count | 41 | 0 | 10 | 3 | - | 0 | 6 | 0 | 4 | 0 | 5 | 12 |
| Column % | 42% | 0% | 40% | 75% | - | 0% | 32% | 0% | 80% | 0% | 56% | 44% |
| **1** Count | 33 | 1 | 10 | 0 | - | 2 | 5 | 0 | 1 | 1 | 2 | 11 |
| Column % | 34% | 100% | 40% | 0% | - | 100% | 26% | 0% | 20% | 50% | 22% | 41% |
| **2** Count | 11 | 0 | 4 | 1 | - | 0 | 3 | 0 | 0 | 0 | 2 | 1 |
| Column % | 11% | 0% | 16% | 25% | - | 0% | 16% | 0% | 0% | 0% | 22% | 4% |
| **3** Count | 4 | 0 | 0 | 0 | - | 0 | 3 | 0 | 0 | 0 | 0 | 1 |
| Column % | 4% | 0% | 0% | 0% | - | 0% | 16% | 0% | 0% | 0% | 0% | 4% |
| **4** Count | 2 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 1 | 0 | 0 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 5% | 0% | 0% | 50% | 0% | 0% |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** Count | 6 | 0 | **1** | 0 | - | 0 | **1** | **2** | **0** | 0 | **0** | **2** |
| Column % | 6% | 0% | **4%** | 0% | - | 0% | **5%** | **100% BFHJK** | **0%** | 0% | **0%** | **7%** |

* Denotes variable with statistically significant findings
**Significant difference within groups: BFHJK**

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

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 56 | 1 | 15 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 15 |
| **0** Count | 16 | 1 | 4 | 0 | - | 1 | 3 | 0 | 1 | 1 | 1 | 4 |
| Column % | 29% | 100% | 27% | 0% | - | 50% | 23% | 0% | 100% | 50% | 25% | 27% |
| **1** Count | 22 | 0 | 8 | 1 | - | 1 | 3 | 0 | 0 | 0 | 2 | 7 |
| Column % | 39% | 0% | 53% | 100% | - | 50% | 23% | 0% | 0% | 0% | 50% | 47% |
| **2** Count | 6 | 0 | 2 | 0 | - | 0 | 2 | 0 | 0 | 0 | 1 | 1 |
| Column % | 11% | 0% | 13% | 0% | - | 0% | 15% | 0% | 0% | 0% | 25% | 7% |
| **3** Count | 5 | 0 | 0 | 0 | - | 0 | 3 | 0 | 0 | 1 | 0 | 1 |
| Column % | 9% | 0% | 0% | 0% | - | 0% | 23% | 0% | 0% | 50% | 0% | 7% |
| **4** Count | 1 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 8% | 0% | 0% | 0% | 0% | 0% |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** Count | 6 | 0 | **1** | 0 | - | 0 | **1** | **2** | 0 | 0 | 0 | **2** |
| Column % | 11% | 0% | **7%** | 0% | - | 0% | **8%** | **100% BFK** | 0% | 0% | 0% | **13%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFK**

Q34.1: How many claims were resolved by each of the following METHODS? If the answer for a method is “0” please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - Negotiation *

| | | **Q8RG: PLI Provider** | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 55 | 1 | 15 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **0** Count | 16 | 1 | 4 | 0 | - | 1 | 2 | 0 | 0 | 1 | 1 | 6 |
| Column % | 29% | 100% | 27% | 0% | - | 50% | 15% | 0% | 0% | 50% | 25% | 43% |
| **1** Count | 27 | 0 | 8 | 1 | - | 1 | 6 | 0 | 1 | 1 | 3 | 6 |
| Column % | 49% | 0% | 53% | 100% | - | 50% | 46% | 0% | 100% | 50% | 75% | 43% |
| **2** Count | 5 | 0 | 2 | 0 | - | 0 | 3 | 0 | 0 | 0 | 0 | 0 |
| Column % | 9% | 0% | 13% | 0% | - | 0% | 23% | 0% | 0% | 0% | 0% | 0% |
| **3** Count | 2 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| Column % | 4% | 0% | 0% | 0% | - | 0% | 8% | 0% | 0% | 0% | 0% | 7% |
| **4** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** Count | 5 | 0 | **1** | 0 | - | 0 | **1** | **2** | 0 | 0 | 0 | **1** |
| Column % | 9% | 0% | **7%** | 0% | - | 0% | **8%** | **100% BFK** | 0% | 0% | 0% | **7%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFK**

Q34.2: How many claims were resolved by each of the following METHODS? If the answer for a method is “0” please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - Mediation *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 55 | 1 | 15 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **0** | | | | | | | | | | | | |
| Count | 35 | 0 | **13** | 0 | - | 2 | 9 | **0** | 1 | 1 | 2 | 7 |
| Column % | 64% | 0% | **87% G** | 0% | - | 100% | 69% | **0%** | 100% | 50% | 50% | 50% |
| **1** | | | | | | | | | | | | |
| Count | 13 | 1 | 2 | 1 | - | 0 | 2 | 1 | 0 | 1 | 2 | 3 |
| Column % | 24% | 100% | 13% | 100% | - | 0% | 15% | 50% | 0% | 50% | 50% | 21% |
| **2** | | | | | | | | | | | | |
| Count | 3 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 2 |
| Column % | 5% | 0% | 0% | 0% | - | 0% | 8% | 0% | 0% | 0% | 0% | 14% |
| **3** | | | | | | | | | | | | |
| Count | 2 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| Column % | 4% | 0% | 0% | 0% | - | 0% | 8% | 0% | 0% | 0% | 0% | 7% |
| **4** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 7% |
| **More than 5** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | - | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 0% | 50% | 0% | 0% | 0% | 0% |

* Denotes variable with statistically significant findings

**Significant difference within groups: G**

Q34.3: How many claims were resolved by each of the following METHODS? If the answer for a method is “0” please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - Arbitration

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 55 | 1 | 15 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **0** Count | 53 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 13 |
| Column % | 96% | 100% | 93% | 100% | - | 100% | 100% | 100% | 100% | 100% | 100% | 93% |
| **1** Count | 2 | 0 | 1 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 4% | 0% | 7% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 7% |
| **2** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **3** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q34.4: How many claims were resolved by each of the following METHODS? If the answer for a method is “0” please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - Dismissal

| | | **Q8RG: PLI Provider** | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 55 | 1 | 15 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **0** | | | | | | | | | | | | |
| Count | 42 | 1 | 12 | 1 | - | 2 | 9 | 0 | 1 | 0 | 4 | 12 |
| Column % | 76% | 100% | 80% | 100% | - | 100% | 69% | 0% | 100% | 0% | 100% | 86% |
| **1** | | | | | | | | | | | | |
| Count | 10 | 0 | 3 | 0 | - | 0 | 3 | 1 | 0 | 1 | 0 | 2 |
| Column % | 18% | 0% | 20% | 0% | - | 0% | 23% | 50% | 0% | 50% | 0% | 14% |
| **2** | | | | | | | | | | | | |
| Count | 3 | 0 | 0 | 0 | - | 0 | 1 | 1 | 0 | 1 | 0 | 0 |
| Column % | 5% | 0% | 0% | 0% | - | 0% | 8% | 50% | 0% | 50% | 0% | 0% |
| **3** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q34.5: How many claims were resolved by each of the following METHODS? If the answer for a method is “0” please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - Jury Trial

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 55 | 1 | 15 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **0** Count | 55 | 1 | 15 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| Column % | 100% | 100% | 100% | 100% | - | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| **1** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **2** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **3** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q34.6: How many claims were resolved by each of the following METHODS?  If the answer for a method is “0” please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - Bench Trial

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 55 | 1 | 15 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **0** Count | 55 | 1 | 15 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| Column % | 100% | 100% | 100% | 100% | - | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| **1** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **2** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **3** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q34.7: How many claims were resolved by each of the following METHODS?  If the answer for a method is “0” please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - Other Method

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 54 | 1 | 15 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 13 |
| **0** Count | 50 | 1 | 15 | 1 | - | 1 | 12 | 2 | 1 | 2 | 3 | 12 |
| Column % | 93% | 100% | 100% | 100% | - | 50% | 92% | 100% | 100% | 100% | 75% | 92% |
| **1** Count | 4 | 0 | 0 | 0 | - | 1 | 1 | 0 | 0 | 0 | 1 | 1 |
| Column % | 7% | 0% | 0% | 0% | - | 50% | 8% | 0% | 0% | 0% | 25% | 8% |
| **2** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **3** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q35.1: How many claims were resolved during each of the following PERIODS? If the answer for a method is “0” please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - Before Trial *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **0** | | | | | | | | | | | | |
| Count | 12 | 0 | 4 | 0 | - | 1 | **0** | 0 | 1 | **2** | 1 | 3 |
| Column % | 22% | 0% | 29% | 0% | - | 50% | **0%** | 0% | 100% | **100% F** | 25% | 21% |
| **1** | | | | | | | | | | | | |
| Count | 24 | 1 | 6 | 0 | - | 1 | 6 | 0 | 0 | 0 | 2 | 8 |
| Column % | 44% | 100% | 43% | 0% | - | 50% | 46% | 0% | 0% | 0% | 50% | 57% |
| **2** | | | | | | | | | | | | |
| Count | 9 | 0 | 3 | 1 | - | 0 | 3 | 0 | 0 | 0 | 1 | 1 |
| Column % | 17% | 0% | 21% | 100% | - | 0% | 23% | 0% | 0% | 0% | 25% | 7% |
| **3** | | | | | | | | | | | | |
| Count | 2 | 0 | 0 | 0 | - | 0 | 2 | 0 | 0 | 0 | 0 | 0 |
| Column % | 4% | 0% | 0% | 0% | - | 0% | 15% | 0% | 0% | 0% | 0% | 0% |
| **4** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 8% | 0% | 0% | 0% | 0% | 0% |
| **5** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** | | | | | | | | | | | | |
| Count | 6 | 0 | **1** | 0 | - | 0 | **1** | **2** | 0 | 0 | 0 | 2 |
| Column % | 11% | 0% | **7%** | 0% | - | 0% | **8%** | **100% BF** | 0% | 0% | 0% | 14% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BF**

Q35.8: How many claims were resolved during each of the following PERIODS? If the answer for a method is “0” please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - During Trial

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **0** Count | 53 | 1 | 14 | 1 | - | 2 | 13 | 1 | 1 | 2 | 4 | 14 |
| Column % | 98% | 100% | 100% | 100% | - | 100% | 100% | 50% | 100% | 100% | 100% | 100% |
| **1** Count | 1 | 0 | 0 | 0 | - | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 0% | 50% | 0% | 0% | 0% | 0% |
| **2** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **3** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q35.9: How many claims were resolved during each of the following PERIODS? If the answer for a method is “0” please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - By Court Judgment

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **0** Count | 49 | 1 | 13 | 1 | - | 2 | 11 | 1 | 1 | 2 | 4 | 13 |
| Column % | 91% | 100% | 93% | 100% | - | 100% | 85% | 50% | 100% | 100% | 100% | 93% |
| **1** Count | 3 | 0 | 1 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| Column % | 6% | 0% | 7% | 0% | - | 0% | 8% | 0% | 0% | 0% | 0% | 7% |
| **2** Count | 2 | 0 | 0 | 0 | - | 0 | 1 | 1 | 0 | 0 | 0 | 0 |
| Column % | 4% | 0% | 0% | 0% | - | 0% | 8% | 50% | 0% | 0% | 0% | 0% |
| **3** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q35.10: How many claims were resolved during each of the following PERIODS? If the answer for a method is “0” please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - Before Arbitration *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **0** Count | 45 | 1 | **13** | 1 | - | 2 | 11 | 2 | 0 | **0** | 3 | 12 |
| Column % | 83% | 100% | **93% I** | 100% | - | 100% | 85% | 100% | 0% | **0%** | 75% | 86% |
| **1** Count | 5 | 0 | 1 | 0 | - | 0 | 1 | 0 | 1 | 1 | 0 | 1 |
| Column % | 9% | 0% | 7% | 0% | - | 0% | 8% | 0% | 100% | 50% | 0% | 7% |
| **2** Count | 3 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 1 | 1 |
| Column % | 6% | 0% | 0% | 0% | - | 0% | 8% | 0% | 0% | 0% | 25% | 7% |
| **3** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 1 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 50% | 0% | 0% |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

* Denotes variable with statistically significant findings

**Significant difference within groups: I**

Q35.11: How many claims were resolved during each of the following PERIODS?  If the answer for a method is “0” please select that response instead of leaving the space blank.  The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - During Arbitration

| | | **Q8RG: PLI Provider** | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **0** | | | | | | | | | | | | |
| Count | 51 | 1 | 13 | 1 | - | 2 | 12 | 2 | 1 | 2 | 4 | 13 |
| Column % | 94% | 100% | 93% | 100% | - | 100% | 92% | 100% | 100% | 100% | 100% | 93% |
| **1** | | | | | | | | | | | | |
| Count | 1 | 0 | 1 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 2% | 0% | 7% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **2** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 8% | 0% | 0% | 0% | 0% | 0% |
| **3** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 7% |
| **4** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q35.12: How many claims were resolved during each of the following PERIODS? If the answer for a method is “0” please select that response instead of leaving the space blank. The total should equal your answer to Question 32. Your total is [QID1216715778-ChoiceGroup-SelectedChoices]. - By Arbitration Decision

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **0** | | | | | | | | | | | | |
| Count | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| Column % | 100% | 100% | 100% | 100% | - | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| **1** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **2** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **3** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **5** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** | | | | | | | | | | | | |
| Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |

Q36: What was the total number of claims resolved WITHOUT any payment by your firm to the claimant? If the answer is “0” please select that response instead of leaving the space blank. *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 53 | 1 | 15 | 1 | - | 1 | 13 | 2 | 1 | 2 | 4 | 13 |
| **0** Count | 30 | 1 | 7 | 1 | - | 1 | 9 | 0 | 0 | 1 | 1 | 9 |
| Column % | 57% | 100% | 47% | 100% | - | 100% | 69% | 0% | 0% | 50% | 25% | 69% |
| **1** Count | 13 | 0 | **5** | 0 | - | 0 | **0** | 1 | 1 | 1 | **3** | 2 |
| Column % | 25% | 0% | **33% F** | 0% | - | 0% | **0%** | 50% | 100% | 50% | **75% F** | 15% |
| **2** Count | 4 | 0 | 1 | 0 | - | 0 | 3 | 0 | 0 | 0 | 0 | 0 |
| Column % | 8% | 0% | 7% | 0% | - | 0% | 23% | 0% | 0% | 0% | 0% | 0% |
| **3** Count | 1 | 0 | 1 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 2% | 0% | 7% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **4** Count | 2 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| Column % | 4% | 0% | 0% | 0% | - | 0% | 8% | 0% | 0% | 0% | 0% | 8% |
| **5** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **More than 5** Count | 3 | 0 | 1 | 0 | - | 0 | 0 | 1 | 0 | 0 | 0 | 1 |
| Column % | 6% | 0% | 7% | 0% | - | 0% | 0% | 50% | 0% | 0% | 0% | 8% |

* Denotes variable with statistically significant findings

**Significant difference within groups: F**

Q37_1X: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Defense costs YOU paid lawyers, experts, etc. *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **Less than $25,000** | | | | | | | | | | | | |
| Count | 34 | 0 | **12** | 0 | - | 2 | **6** | 0 | 1 | 2 | 3 | 8 |
| Column % | 63% | 0% | **86% F** | 0% | - | 100% | **46%** | 0% | 100% | 100% | 75% | 57% |
| **$25,000 or more** | | | | | | | | | | | | |
| Count | 20 | 1 | **2** | 1 | - | 0 | **7** | 2 | 0 | 0 | 1 | 6 |
| Column % | 37% | 100% | **14%** | 100% | - | 0% | **54% B** | 100% | 0% | 0% | 25% | 43% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BF**

Q37.1: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Please do not use decimals or commas in your responses. - Defense costs YOU paid lawyers, experts, etc. *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| Mean | 126,010.76 | **150,000.00** | **7,465.22** | **100,000.00** | - | **0.00** | **165,973.00** | **1,313,709.50 ABCEFHIJK** | **0.00** | **0.00** | **62,500.00** | **101,071.43** |
| Median | 0.00 | 150,000.00 | 0.00 | 100,000.00 | - | 0.00 | 50,000.00 | 1,313,709.50 | 0.00 | 0.00 | 0.00 | 15,000.00 |
| Min | 0.00 | 150,000.00 | 0.00 | 100,000.00 | - | 0.00 | 0.00 | 724,419.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Max | 1,903,000.00 | 150,000.00 | 50,000.00 | 100,000.00 | - | 0.00 | 1,000,000.00 | 1,903,000.00 | 0.00 | 0.00 | 250,000.00 | 950,000.00 |

* Denotes variable with statistically significant findings

**Significant difference within groups: ABCEFHIJK**

Q37_4X: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Defense cost paid by the PROFESSIONAL LIABILITY INSURER

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **$0 - Nothing** | | | | | | | | | | | | |
| Count | 35 | 0 | 10 | 0 | - | 2 | 8 | 2 | 1 | 1 | 4 | 7 |
| Column % | 65% | 0% | 71% | 0% | - | 100% | 62% | 100% | 100% | 50% | 100% | 50% |
| **Any Amount** | | | | | | | | | | | | |
| Count | 19 | 1 | 4 | 1 | - | 0 | 5 | 0 | 0 | 1 | 0 | 7 |
| Column % | 35% | 100% | 29% | 100% | - | 0% | 38% | 0% | 0% | 50% | 0% | 50% |

Q37.4: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Please do not use decimals or commas in your responses. - Defense cost paid by the PROFESSIONAL LIABILITY INSURER

| | | **Q8RG: PLI Provider** | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| Mean | 64,085.69 | 200,000.00 | 9,571.43 | 50,000.00 | - | 0.00 | 21,923.08 | 0.00 | 0.00 | 813.75 | 0.00 | 199,285.71 |
| Median | 0.00 | 200,000.00 | 0.00 | 50,000.00 | - | 0.00 | 0.00 | 0.00 | 0.00 | 813.75 | 0.00 | 12,500.00 |
| Min | 0.00 | 200,000.00 | 0.00 | 50,000.00 | - | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Max | 1,500,000.00 | 200,000.00 | 96,000.00 | 50,000.00 | - | 0.00 | 120,000.00 | 0.00 | 0.00 | 1,627.50 | 0.00 | 1,500,000.00 |

Q37_5X: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Amount of award or settlement YOU paid (including any fees due your firm that were waived or forfeited)

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **Less than $10,000** | | | | | | | | | | | | |
| Count | 31 | 1 | 10 | 0 | - | 2 | 5 | 0 | 1 | 1 | 3 | 8 |
| Column % | 57% | 100% | 71% | 0% | - | 100% | 38% | 0% | 100% | 50% | 75% | 57% |
| **$10,000 or more** | | | | | | | | | | | | |
| Count | 23 | 0 | 4 | 1 | - | 0 | 8 | 2 | 0 | 1 | 1 | 6 |
| Column % | 43% | 0% | 29% | 100% | - | 0% | 62% | 100% | 0% | 50% | 25% | 43% |
| Min | 1.00 | 1.00 | 1.00 | 2.00 | - | 1.00 | 1.00 | 2.00 | 1.00 | 1.00 | 1.00 | 1.00 |
| Max | 2.00 | 1.00 | 2.00 | 2.00 | - | 1.00 | 2.00 | 2.00 | 1.00 | 2.00 | 2.00 | 2.00 |

Q37.5: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Please do not use decimals or commas in your responses. - Amount of award or settlement YOU paid<br /> (including any fees due your firm that were waived or forfeited)

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| Mean | 115,343.31 | 0.00 | 29,091.92 | 12,000.00 | - | 0.00 | 213,692.31 | 915,787.00 | 0.00 | 20,589.00 | 87,500.00 | 57,750.00 |
| Median | 0.00 | 0.00 | 0.00 | 12,000.00 | - | 0.00 | 35,000.00 | 915,787.00 | 0.00 | 20,589.00 | 0.00 | 0.00 |
| Min | 0.00 | 0.00 | 0.00 | 12,000.00 | - | 0.00 | 0.00 | 370,000.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Max | 1,461,574.00 | 0.00 | 191,300.00 | 12,000.00 | - | 0.00 | 1,200,000.00 | 1,461,574.00 | 0.00 | 41,178.00 | 350,000.00 | 375,000.00 |

Q37_6x: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Amount of award or settlement paid by the PROFESSIONAL LIABILITY INSURER

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **$0 - Nothing** | | | | | | | | | | | | |
| Count | 41 | 0 | 12 | 0 | - | 2 | 10 | 2 | 1 | 2 | 4 | 8 |
| Column % | 76% | 0% | 86% | 0% | - | 100% | 77% | 100% | 100% | 100% | 100% | 57% |
| **Any Amount** | | | | | | | | | | | | |
| Count | 13 | 1 | 2 | 1 | - | 0 | 3 | 0 | 0 | 0 | 0 | 6 |
| Column % | 24% | 100% | 14% | 100% | - | 0% | 23% | 0% | 0% | 0% | 0% | 43% |

Q37.6: What was the amount paid for ALL claims (including claims from prior years) resolved during your most recently completed fiscal year, by ANY method (total for the entire life of the claim)? Please do not use decimals or commas in your responses. - Amount of award or settlement paid by the PROFESSIONAL LIABILITY INSURER

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinner er, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| Mean | 332,442.84 | 600,000.00 | 64,243.80 | 150,000.00 | - | 0.00 | 401,153.85 | 0.00 | 0.00 | 0.00 | 0.00 | 791,964.29 |
| Median | 0.00 | 600,000.00 | 0.00 | 150,000.00 | - | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Min | 0.00 | 600,000.00 | 0.00 | 150,000.00 | - | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Max | 8,000,000.00 | 600,000.00 | 800,000.00 | 150,000.00 | - | 0.00 | 3,000,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 8,000,000.00 |

Q38: Have you made a payment as a business decision to a claimant during your most recently completed fiscal year to resolve a case when you believed the claim to be frivolous or without merit? *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 54 | 1 | 14 | 1 | - | 2 | 13 | 2 | 1 | 2 | 4 | 14 |
| **Yes** Count | 29 | 1 | **6** | 1 | - | 0 | **11** | 2 | 0 | 1 | 2 | **5** |
| Column % | 54% | 100% | **43%** | 100% | - | 0% | **85% BK** | 100% | 0% | 50% | 50% | **36%** |
| **No** Count | 25 | 0 | **8** | 0 | - | 2 | **2** | 0 | 1 | 1 | 2 | **9** |
| Column % | 46% | 0% | **57% F** | 0% | - | 100% | **15%** | 0% | 100% | 50% | 50% | **64% F** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFK**

Q39: Defense of Claims and Causes of Claims

Please answer the questions in this section with reference to your firm's most recently completed fiscal year.

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

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 88 | 1 | 22 | 4 | - | 2 | 17 | 2 | 5 | 2 | 9 | 23 |
| **0-49** | | | | | | | | | | | | |
| Count | 26 | 0 | 4 | 2 | - | 0 | 4 | 0 | 3 | 2 | 2 | 8 |
| Column % | 30% | 0% | 18% | 50% | - | 0% | 24% | 0% | 60% | 100% | 22% | 35% |
| **50-99** | | | | | | | | | | | | |
| Count | 22 | 0 | **9** | 1 | - | 1 | 3 | 0 | 1 | 0 | **5** | **2** |
| Column % | 25% | 0% | **41% K** | 25% | - | 50% | 18% | 0% | 20% | 0% | **56% K** | **9%** |
| **100-199** | | | | | | | | | | | | |
| Count | 14 | 0 | 4 | 1 | - | 1 | 1 | 0 | 1 | 0 | 0 | 6 |
| Column % | 16% | 0% | 18% | 25% | - | 50% | 6% | 0% | 20% | 0% | 0% | 26% |
| **200-499** | | | | | | | | | | | | |
| Count | 20 | 1 | 4 | 0 | - | 0 | 8 | 1 | 0 | 0 | 2 | 4 |
| Column % | 23% | 100% | 18% | 0% | - | 0% | 47% | 50% | 0% | 0% | 22% | 17% |
| **500-999** | | | | | | | | | | | | |
| Count | 3 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 2 |
| Column % | 3% | 0% | 0% | 0% | - | 0% | 6% | 0% | 0% | 0% | 0% | 9% |
| **1,000 or more** | | | | | | | | | | | | |
| Count | 3 | 0 | 1 | 0 | - | 0 | 0 | 1 | 0 | 0 | 0 | 1 |
| Column % | 3% | 0% | 5% | 0% | - | 0% | 0% | 50% | 0% | 0% | 0% | 4% |

* Denotes variable with statistically significant findings

**Significant difference within groups: K**

Q40: Please indicate any possible or alleged causes that could have contributed to the claims that your firm experienced.  Check all that apply.

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Valid Cases | 91 | 1 | 22 | 4 | - | 2 | 18 | 2 | 5 | 2 | 9 | 25 |
| **Client / Project Selection (QBS vs. cost proposal, client not knowledgeable about construction, client / project financial strength, etc.)** | | | | | | | | | | | | |
| Mentions | 17 | 0 | 4 | 0 | - | 0 | 4 | 2 | 0 | 1 | 2 | 4 |
| % Valid Cases | 19% | 0% | 18% | 0% | - | 0% | 22% | 100% | 0% | 50% | 22% | 16% |
| **Code Violation** | | | | | | | | | | | | |
| Mentions | 5 | 0 | 1 | 0 | - | 0 | 1 | 1 | 1 | 0 | 0 | 1 |
| % Valid Cases | 5% | 0% | 5% | 0% | - | 0% | 6% | 50% | 20% | 0% | 0% | 4% |
| **Communications (breakdowns when conflicts arise, poor team or client communication, etc.)** | | | | | | | | | | | | |
| Mentions | 43 | 0 | 13 | 1 | - | 0 | 9 | 2 | 1 | 1 | 4 | 12 |
| % Valid Cases | 47% | 0% | 59% | 25% | - | 0% | 50% | 100% | 20% | 50% | 44% | 48% |
| **Contract (contract language, no contract, etc.)** | | | | | | | | | | | | |
| Mentions | 16 | 0 | 5 | 1 | - | 0 | 2 | 1 | 1 | 1 | 1 | 4 |
| % Valid Cases | 18% | 0% | 23% | 25% | - | 0% | 11% | 50% | 20% | 50% | 11% | 16% |
| **Error or Omission of a Technical Nature** | | | | | | | | | | | | |
| Mentions | 50 | 0 | 14 | 2 | - | 1 | 10 | 2 | 0 | 2 | 4 | 14 |
| % Valid Cases | 55% | 0% | 64% | 50% | - | 50% | 56% | 100% | 0% | 100% | 44% | 56% |
| **Project Management (lack of training, management of human or technical resources, turnover of staff, etc.)** | | | | | | | | | | | | |
| Mentions | 18 | 0 | 4 | 0 | - | 1 | 4 | 2 | 1 | 1 | 1 | 4 |
| % Valid Cases | 20% | 0% | 18% | 0% | - | 50% | 22% | 100% | 20% | 50% | 11% | 16% |
| **Project Delays** | | | | | | | | | | | | |
| Mentions | 17 | 0 | 1 | 0 | - | 1 | 5 | 2 | 1 | 0 | 0 | 7 |
| % Valid Cases | 19% | 0% | 5% | 0% | - | 50% | 28% | 100% | 20% | 0% | 0% | 28% |

Q40: Please indicate any possible or alleged causes that could have contributed to the claims that your firm experienced. Check all that apply.

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **Scope of Services (problems with scope definition, changes in scope, etc.)** | | | | | | | | | | | | |
| Mentions | 19 | 0 | 5 | 1 | - | 1 | 5 | 2 | 0 | 1 | 1 | 3 |
| % Valid Cases | 21% | 0% | 23% | 25% | - | 50% | 28% | 100% | 0% | 50% | 11% | 12% |
| **Third Party Claim** | | | | | | | | | | | | |
| Mentions | 44 | 1 | 11 | 1 | - | 1 | 11 | 2 | 2 | 0 | 4 | 10 |
| % Valid Cases | 48% | 100% | 50% | 25% | - | 50% | 61% | 100% | 40% | 0% | 44% | 40% |
| **Other (please specify)** | | | | | | | | | | | | |
| Mentions | 12 | 1 | 4 | 0 | - | 0 | 2 | 0 | 1 | 0 | 2 | 2 |
| % Valid Cases | 13% | 100% | 18% | 0% | - | 0% | 11% | 0% | 20% | 0% | 22% | 8% |

Q41: For any claims that were either initiated or resolved during most recently completed fiscal year, please indicate the type of project involved in your LARGEST claim. - Selected Choice *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 88 | 1 | 22 | 4 | - | 2 | 18 | 2 | 3 | 2 | 9 | 24 |
| **Airport (Runway & Taxiways)** Count | 1 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 1% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 4% |
| **Airport (Terminals)** Count | 2 | 0 | 0 | 0 | - | 0 | 1 | 1 | 0 | 0 | 0 | 0 |
| Column % | 2% | 0% | 0% | 0% | - | 0% | 6% | 50% | 0% | 0% | 0% | 0% |
| **Apartment** Count | 3 | 0 | 0 | 1 | - | 0 | 0 | 1 | 0 | 0 | 0 | 1 |
| Column % | 3% | 0% | 0% | 25% | - | 0% | 0% | 50% | 0% | 0% | 0% | 4% |
| **Bridges & Tunnels** Count | 4 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 2 | 1 |
| Column % | 5% | 0% | 0% | 0% | - | 0% | 6% | 0% | 0% | 0% | 22% | 4% |
| **Condominium** Count | 3 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 2 |
| Column % | 3% | 0% | 0% | 0% | - | 0% | 6% | 0% | 0% | 0% | 0% | 8% |
| **Healthcare** Count | 4 | 0 | **0** | 0 | - | 0 | **0** | 0 | **2** | 1 | **0** | **1** |
| Column % | 5% | 0% | **0%** | 0% | - | 0% | **0%** | 0% | **67% BFJK** | 50% | **0%** | **4%** |
| **Highways & Streets** Count | 12 | 1 | 2 | 0 | - | 0 | 5 | 0 | 0 | 0 | 1 | 3 |
| Column % | 14% | 100% | 9% | 0% | - | 0% | 28% | 0% | 0% | 0% | 11% | 13% |
| **Hospitality (Hotel, Motel, Entertainment)** Count | 0 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 0% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Industrial & Process** Count | 3 | 0 | 1 | 0 | - | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 3% | 0% | 5% | 0% | - | 50% | 6% | 0% | 0% | 0% | 0% | 0% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFJK**

Q41: For any claims that were either initiated or resolved during most recently completed fiscal year, please indicate the type of project involved in your LARGEST claim. - Selected Choice *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **Land Development** | | | | | | | | | | | | |
| Count | 8 | 0 | 3 | 0 | - | 0 | 0 | 0 | 0 | 0 | 2 | 3 |
| Column % | 9% | 0% | 14% | 0% | - | 0% | 0% | 0% | 0% | 0% | 22% | 13% |
| **Mass & Rapid Transit** | | | | | | | | | | | | |
| Count | 5 | 0 | 0 | 1 | - | 0 | 2 | 0 | 0 | 0 | 0 | 2 |
| Column % | 6% | 0% | 0% | 25% | - | 0% | 11% | 0% | 0% | 0% | 0% | 8% |
| **Office** | | | | | | | | | | | | |
| Count | 2 | 0 | 1 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 2% | 0% | 5% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 4% |
| **Residential (Single Family)** | | | | | | | | | | | | |
| Count | 6 | 0 | 1 | 0 | - | 0 | 0 | 0 | 1 | 0 | 0 | 3 |
| Column % | 7% | 0% | 5% | 0% | - | 0% | 0% | 0% | 33% | 0% | 0% | 13% |
| **Retail** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | - | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Column % | 1% | 0% | 0% | 0% | - | 0% | 0% | 0% | 0% | 0% | 11% | 0% |
| **School (Higher Education)** | | | | | | | | | | | | |
| Count | 2 | 0 | 1 | 0 | - | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| Column % | 2% | 0% | 5% | 0% | - | 0% | 0% | 0% | 0% | 50% | 0% | 0% |
| **School (K-12)** | | | | | | | | | | | | |
| Count | 3 | 0 | 0 | 1 | - | 0 | 0 | 0 | 0 | 0 | 1 | 1 |
| Column % | 3% | 0% | 0% | 25% | - | 0% | 0% | 0% | 0% | 0% | 11% | 4% |
| **Utility** | | | | | | | | | | | | |
| Count | 2 | 0 | 2 | 0 | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Column % | 2% | 0% | 9% | 0% | - | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| **Water and/or Wastewater Conveyance** | | | | | | | | | | | | |
| Count | 6 | 0 | 3 | 0 | - | 0 | 1 | 0 | 0 | 0 | 1 | 1 |
| Column % | 7% | 0% | 14% | 0% | - | 0% | 6% | 0% | 0% | 0% | 11% | 4% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFJK**

Q41: For any claims that were either initiated or resolved during most recently completed fiscal year, please indicate the type of project involved in your LARGEST claim. - Selected Choice *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| **Water and/or Wastewater Treatment** | | | | | | | | | | | | |
| Count | 9 | 0 | 4 | 0 | - | 0 | 3 | 0 | 0 | 0 | 0 | 2 |
| Column % | 10% | 0% | 18% | 0% | - | 0% | 17% | 0% | 0% | 0% | 0% | 8% |
| **Other (please specify)** | | | | | | | | | | | | |
| Count | 12 | 0 | 4 | 1 | - | 1 | 3 | 0 | 0 | 0 | 1 | 2 |
| Column % | 14% | 0% | 18% | 25% | - | 50% | 17% | 0% | 0% | 0% | 11% | 8% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFJK**

Q41a: For the claim identified in the previous question, please indicate the Project Delivery Method involved. - Selected Choice *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 89 | 1 | 22 | 4 | - | 2 | 18 | 2 | 4 | 2 | 9 | 24 |
| **Traditional Design-Bid-Build** | | | | | | | | | | | | |
| Count | 55 | 1 | 14 | 4 | - | 0 | 13 | 2 | 2 | 0 | 7 | 12 |
| Column % | 62% | 100% | 64% | 100% | - | 0% | 72% | 100% | 50% | 0% | 78% | 50% |
| **Contractor-Led Design/Build** | | | | | | | | | | | | |
| Count | 11 | 0 | 4 | 0 | - | 0 | 0 | 0 | 0 | 0 | 2 | 4 |
| Column % | 12% | 0% | 18% | 0% | - | 0% | 0% | 0% | 0% | 0% | 22% | 17% |
| **Consultant-Led Design/Build** | | | | | | | | | | | | |
| Count | 5 | 0 | **0** | 0 | - | 0 | **1** | 0 | 1 | **2** | **0** | **1** |
| Column % | 6% | 0% | **0%** | 0% | - | 0% | **6%** | 0% | 25% | **100% BFJK** | **0%** | **4%** |
| **Progressive Design/Build** | | | | | | | | | | | | |
| Count | 1 | 0 | 0 | 0 | - | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Column % | 1% | 0% | 0% | 0% | - | 0% | 6% | 0% | 0% | 0% | 0% | 0% |
| **Construction Manager at Risk** | | | | | | | | | | | | |
| Count | 3 | 0 | 1 | 0 | - | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| Column % | 3% | 0% | 5% | 0% | - | 50% | 0% | 0% | 0% | 0% | 0% | 4% |
| **Construction Manager/General Contractor** | | | | | | | | | | | | |
| Count | 8 | 0 | 2 | 0 | - | 0 | 2 | 0 | 0 | 0 | 0 | 4 |
| Column % | 9% | 0% | 9% | 0% | - | 0% | 11% | 0% | 0% | 0% | 0% | 17% |
| **Other (please specify)** | | | | | | | | | | | | |
| Count | 6 | 0 | 1 | 0 | - | 1 | 1 | 0 | 1 | 0 | 0 | 2 |
| Column % | 7% | 0% | 5% | 0% | - | 50% | 6% | 0% | 25% | 0% | 0% | 8% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFJK**

Q42: Impact of the Threat of Claim
Has your firm reduced, dropped, or modified any service offerings due to high claims activity or other risk issues? *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 373 | 3 | 76 | 18 | 2 | 14 | 45 | 12 | 11 | 15 | 46 | 126 |
| **Yes** Count | 45 | 0 | **7** | **6** | 0 | 1 | **5** | 2 | 2 | 2 | **4** | **16** |
| Column % | 12% | 0% | **9%** | **33% BFJK** | 0% | 7% | **11%** | 17% | 18% | 13% | **9%** | **13%** |
| **No** Count | 328 | 3 | **69** | **12** | 2 | 13 | **40** | 10 | 9 | 13 | **42** | **110** |
| Column % | 88% | 100% | **91% C** | **67%** | 100% | 93% | **89% C** | 83% | 82% | 87% | **91% C** | **87% C** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCFJK**

Q43: How often has your firm not pursued or has turned down work, due to concern about potential risk issues? *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 373 | 3 | 76 | 18 | 2 | 14 | 45 | 12 | 11 | 15 | 46 | 126 |
| **Frequently** Count | 17 | 0 | 5 | 1 | **1** | 0 | 1 | 1 | 1 | 0 | **0** | 6 |
| Column % | 5% | 0% | 7% | 6% | **50%** **J** | 0% | 2% | 8% | 9% | 0% | **0%** | 5% |
| **Sometimes** Count | 149 | 2 | 33 | 8 | 0 | 5 | 18 | 6 | 4 | 4 | 19 | 50 |
| Column % | 40% | 67% | 43% | 44% | 0% | 36% | 40% | 50% | 36% | 27% | 41% | 40% |
| **Rarely** Count | 167 | 1 | 34 | 8 | 1 | 7 | 23 | 3 | 6 | **10** | 22 | **49** |
| Column % | 45% | 33% | 45% | 44% | 50% | 50% | 51% | 25% | 55% | **67%** **K** | 48% | **39%** |
| **Never** Count | 40 | 0 | **4** | 1 | 0 | 2 | 3 | 2 | 0 | 1 | 5 | **21** |
| Column % | 11% | 0% | **5%** | 6% | 0% | 14% | 7% | 17% | 0% | 7% | 11% | **17%** **B** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BJK**

Q44: Why specifically did your firm not pursue or turn the work down? Check all that apply. *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Total** | **AIG / Lexington / New Hampshire Insurance A** | **AXA XL B** | **Beazley C** | **Berkshire Hathaway Specialty Insurance D** | **Berkley Design Professionals E** | **CNA / Schinnerer, et al. F** | **Lloyds of London G** | **Navigators / The Hartford H** | **RLI I** | **Travelers J** | **Others K** |
| Valid Cases | 324 | 3 | 71 | 17 | 2 | 12 | 40 | 9 | 10 | 14 | 41 | 101 |
| **Client History** | | | | | | | | | | | | |
| Mentions | 190 | 2 | 43 | 13 | 2 | 5 | 21 | 5 | 5 | 9 | 26 | 56 |
| % Valid Cases | 59% | 67% | 61% | 76% | 100% | 42% | 53% | 56% | 50% | 64% | 63% | 55% |
| **Contract Terms** | | | | | | | | | | | | |
| Mentions | 197 | 3 | **55** | 12 | 1 | 7 | 25 | 4 | 6 | **7** | **20** | **55** |
| % Valid Cases | 61% | 100% | **77% IJK** | 71% | 50% | 58% | 63% | 44% | 60% | **50%** | **49%** | **54%** |
| **High Risk (e.g., in terms of safety, project delivery type, technical sufficiency, etc.)** | | | | | | | | | | | | |
| Mentions | 205 | 2 | 44 | 12 | 1 | 7 | 27 | 3 | 7 | 11 | 27 | 62 |
| % Valid Cases | 63% | 67% | 62% | 71% | 50% | 58% | 68% | 33% | 70% | 79% | 66% | 61% |
| **Lacked Qualifications / Experience on the part of the client, design professional, or others** | | | | | | | | | | | | |
| Mentions | 121 | 0 | **31** | **11** | 0 | 3 | 15 | 2 | 5 | 7 | 17 | **28** |
| % Valid Cases | 37% | 0% | **44% K** | **65% K** | 0% | 25% | 38% | 22% | 50% | 50% | 41% | **28%** |
| **Project Type or Delivery Method** | | | | | | | | | | | | |
| Mentions | 107 | 1 | **22** | **8** | 1 | 2 | **21** | 4 | 3 | 6 | 14 | **24** |
| % Valid Cases | 33% | 33% | **31%** | **47% K** | 50% | 17% | **53% BK** | 44% | 30% | 43% | 34% | **24%** |
| **Undercapitalized Project** | | | | | | | | | | | | |
| Mentions | 55 | 0 | **13** | **7** | 1 | 2 | 4 | 4 | 1 | 0 | **6** | **16** |
| % Valid Cases | 17% | 0% | **18%** | **41% BJK** | 50% | 17% | 10% | 44% | 10% | 0% | **15%** | **16%** |
| **Other (please specify)** | | | | | | | | | | | | |
| Mentions | 11 | 0 | 0 | 1 | 0 | 1 | 2 | 1 | 0 | 0 | 2 | 4 |
| % Valid Cases | 3% | 0% | 0% | 6% | 0% | 8% | 5% | 11% | 0% | 0% | 5% | 4% |

* Denotes variable with statistically significant findings

**Significant difference within groups: BIJK**

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

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 320 | 3 | 68 | 17 | 2 | 12 | 39 | 9 | 11 | 14 | 40 | 101 |
| **$0 to $10,000** Count | 39 | 0 | **6** | **0** | 1 | 3 | **4** | **4** | 2 | 2 | **5** | **11** |
| Column % | 12% | 0% | **9%** | **0%** | 50% | 25% | **10%** | **44% BCFJK** | 18% | 14% | **13%** | **11%** |
| **$10,001 to $100,000** Count | 126 | 2 | 24 | 6 | 0 | 6 | 12 | **1** | 4 | **8** | 19 | 42 |
| Column % | 39% | 67% | 35% | 35% | 0% | 50% | 31% | **11%** | 36% | **57% G** | 48% | 42% |
| **$100,001 to $250,000** Count | 70 | 1 | 14 | **7** | 0 | **0** | **12** | 2 | **4** | **1** | **6** | 23 |
| Column % | 22% | 33% | 21% | **41% EIJ** | 0% | **0%** | **31% E** | 22% | **36% E** | **7%** | **15%** | 23% |
| **$250,001 to $500,000** Count | 40 | 0 | 10 | 3 | 0 | 2 | **1** | 0 | 1 | 3 | **8** | 12 |
| Column % | 13% | 0% | 15% | 18% | 0% | 17% | **3%** | 0% | 9% | 21% | **20% F** | 12% |
| **$500,001 to $1 million** Count | 21 | 0 | **10** | 1 | 0 | 0 | 5 | 0 | 0 | 0 | 1 | **4** |
| Column % | 7% | 0% | **15% K** | 6% | 0% | 0% | 13% | 0% | 0% | 0% | 3% | **4%** |
| **$1.01 million to $2.5 million** Count | 12 | 0 | 3 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 6 |
| Column % | 4% | 0% | 4% | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 0% | 6% |
| **$2.51 million to $5 million** Count | 4 | 0 | 1 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 1 | 0 |
| Column % | 1% | 0% | 1% | 0% | 0% | 0% | 5% | 0% | 0% | 0% | 3% | 0% |
| **$5.01 million to $10 million** Count | 4 | 0 | **0** | 0 | 0 | 0 | **0** | **2** | 0 | 0 | **0** | **2** |
| Column % | 1% | 0% | **0%** | 0% | 0% | 0% | **0%** | **22% BFJK** | 0% | 0% | **0%** | **2%** |
| **More than $10 million** Count | 4 | 0 | **0** | 0 | **1** | 1 | 1 | 0 | 0 | 0 | **0** | **1** |
| Column % | 1% | 0% | **0%** | 0% | **50% BJK** | 8% | 3% | 0% | 0% | 0% | **0%** | **1%** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BCEFGIJK**

Q46: In your opinion, to what extent does the threat of claims stifle innovation in the profession at this time? *

| | Total | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Sample Size | 370 | 3 | 75 | 18 | 2 | 14 | 44 | 12 | 11 | 15 | 46 | 125 |
| **Very Much** Count | 44 | 0 | 11 | 2 | 0 | 1 | 5 | 0 | 2 | 0 | 3 | 18 |
| Column % | 12% | 0% | 15% | 11% | 0% | 7% | 11% | 0% | 18% | 0% | 7% | 14% |
| **Somewhat** Count | 125 | 1 | 26 | 7 | 1 | 5 | 15 | 5 | 3 | 4 | 13 | 44 |
| Column % | 34% | 33% | 35% | 39% | 50% | 36% | 34% | 42% | 27% | 27% | 28% | 35% |
| **A little** Count | 143 | 2 | **31** | 7 | 0 | 6 | 18 | 6 | **1** | **9** | **24** | **38** |
| Column % | 39% | 67% | **41%** **H** | 39% | 0% | 43% | 41% | 50% | **9%** | **60%** **HK** | **52%** **HK** | **30%** |
| **Not at all** Count | 58 | 0 | **7** | 2 | 1 | 2 | **6** | 1 | **5** | 2 | **6** | **25** |
| Column % | 16% | 0% | **9%** | 11% | 50% | 14% | **14%** | 8% | **45%** **BFJ** | 13% | **13%** | **20%** **B** |

* Denotes variable with statistically significant findings

**Significant difference within groups: BFHJK**

Q47: Please indicate whether the threat of claims is hurting your firm's ability to do the following. Check all that apply. *

| | | Q8RG: PLI Provider | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | AIG / Lexington / New Hampshire Insurance A | AXA XL B | Beazley C | Berkshire Hathaway Specialty Insurance D | Berkley Design Professionals E | CNA / Schinner er, et al. F | Lloyds of London G | Navigators / The Hartford H | RLI I | Travelers J | Others K |
| Valid Cases | 350 | 3 | 73 | 18 | 2 | 14 | 43 | 11 | 9 | 14 | 43 | 115 |
| **Build good relations with clients** | | | | | | | | | | | | |
| Mentions | 33 | 0 | 9 | 1 | 0 | 1 | 4 | 0 | 0 | 1 | 4 | 12 |
| % Valid Cases | 9% | 0% | 12% | 6% | 0% | 7% | 9% | 0% | 0% | 7% | 9% | 10% |
| **Expand your firm's business** | | | | | | | | | | | | |
| Mentions | 60 | 1 | 13 | 3 | 0 | 2 | 5 | 0 | 3 | 1 | 7 | 24 |
| % Valid Cases | 17% | 33% | 18% | 17% | 0% | 14% | 12% | 0% | 33% | 7% | 16% | 21% |
| **Hire new engineers** | | | | | | | | | | | | |
| Mentions | 11 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 7 |
| % Valid Cases | 3% | 0% | 1% | 0% | 0% | 0% | 0% | 0% | 11% | 0% | 2% | 6% |
| **Hold down costs / remain profitable** | | | | | | | | | | | | |
| Mentions | 96 | 1 | 19 | 5 | 0 | 3 | 10 | 3 | 2 | 3 | 11 | 37 |
| % Valid Cases | 27% | 33% | 26% | 28% | 0% | 21% | 23% | 27% | 22% | 21% | 26% | 32% |
| **Hold down fees** | | | | | | | | | | | | |
| Mentions | 74 | 1 | 18 | 4 | 1 | 2 | 8 | 2 | 3 | 1 | 7 | 26 |
| % Valid Cases | 21% | 33% | 25% | 22% | 50% | 14% | 19% | 18% | 33% | 7% | 16% | 23% |
| **Maintain good relations with other construction team members** | | | | | | | | | | | | |
| Mentions | 55 | 0 | 12 | 1 | 1 | 2 | 8 | 4 | 1 | 1 | 6 | 18 |
| % Valid Cases | 16% | 0% | 16% | 6% | 50% | 14% | 19% | 36% | 11% | 7% | 14% | 16% |
| **Try innovative approaches** | | | | | | | | | | | | |
| Mentions | 89 | 0 | 18 | 5 | 1 | 3 | 11 | **5** | 3 | 1 | **7** | 34 |
| % Valid Cases | 25% | 0% | 25% | 28% | 50% | 21% | 26% | **45% J** | 33% | 7% | **16%** | 30% |
| **The threat of claims is not having an impact on our firm** | | | | | | | | | | | | |
| Mentions | 180 | 2 | 36 | 8 | 1 | 8 | 23 | 5 | 5 | 11 | 23 | 56 |
| % Valid Cases | 51% | 67% | 49% | 44% | 50% | 57% | 53% | 45% | 56% | 79% | 53% | 49% |

* Denotes variable with statistically significant findings

**Significant difference within groups: J**

Q47: Please indicate whether the threat of claims is hurting your firm's ability to do the following. Check all that apply. *

Confidence Level = 95%

* Denotes variable with statistically significant findings

**Significant difference within groups: J**