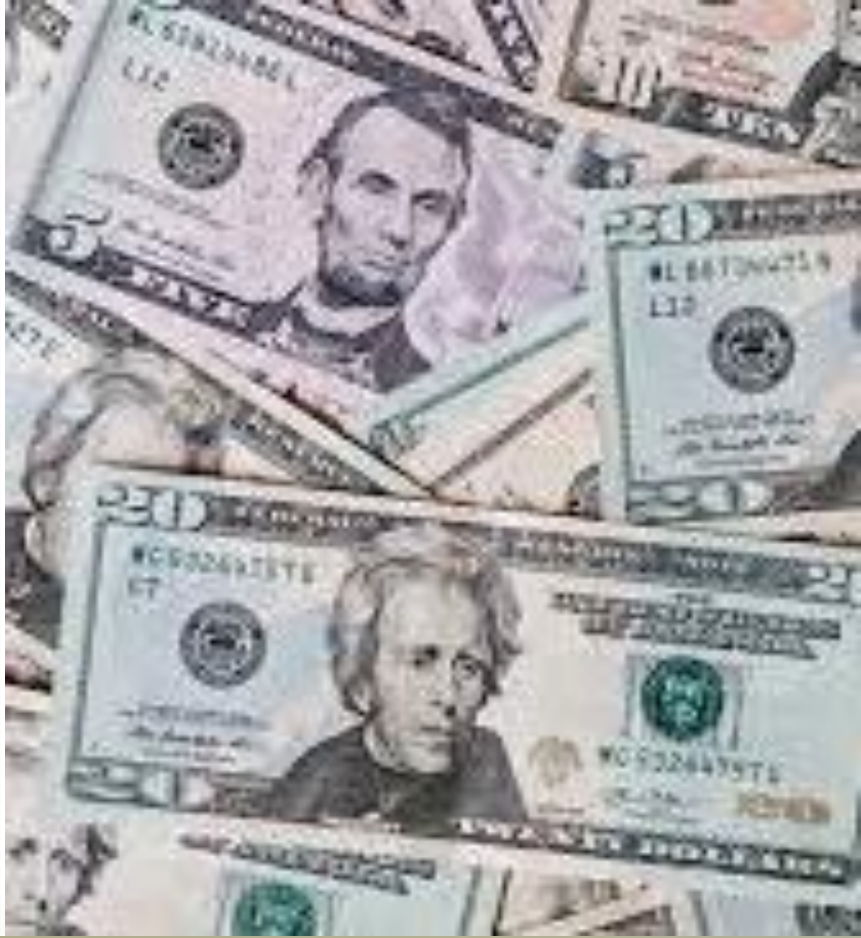
CAA

Combined Agents of America



PRODUCTION UPDATE

FEBRUARY 2023

Core Carriers

AccidentFund Insurance Company of America
acuity INSURANCE
Allstate. You're in good hands.
AmTrust FINANCIAL
AMWINS
attune
Berkley Aspire a Berkley Company
BITCO INSURANCE COMPANIES
Burns & Wilcox
BRIDGE SPECIALTY GROUP
CENTRAL INSURANCE
CHUBB
CNA
CNA SURETY
COLUMBIA INSURANCE GROUP We insure peace of mind.
Continental Western Group a W. R. Berkley Company
CRC
count on EMC INSURANCE
EMC NATIONAL LIFE
Encompass Creating protection around you
evolve
Farmers Alliance Insuring Rural America Since 1888
FOREMOST A Farmers Insurance Company
GRINNELL MUTUAL
The Hanover Insurance Group
THE HARTFORD
IMT INSURANCE
INSURORS INDEMNITY COMPANIES
KEMPER
Liberty Mutual. INSURANCE
Liberty Mutual. SURETY
MARKEL
MEM MISSOURI EMPLOYERS MUTUAL
NATIONAL AMERICAN INSURANCE COMPANY
National General Insurance
NationalSummit
Nationwide is on your side
Nationwide Private Client
OLD REPUBLIC SURETY
PHILADELPHIA INSURANCE COMPANIES A Member of the Tokio Marine Group
PROGRESSIVE
RAS
RT RYAN TURNER SPECIALTY
Safeco Insurance A Liberty Mutual Company
SES RISK SOLUTIONS
SFM The Work Comp Experts
STATE AUTO Insurance Companies
SW Risk wholesale risk solutions
TexasMutual WORKERS' COMPENSATION INSURANCE WORK SAFE, TEXAS
TRAVELERS
UnitedHeartland
UNION STANDARD INSURANCE GROUP a Berkley Company
US Assure
CAMERON MUTUAL
Utica National Insurance Group
VAULT
WEST BEND
WRIGHT Flood We are flood.
CAA Combined Agents of America

2022 PROFIT SHARE PERFORMANCE

2022

Total Written Premium: $13,291,236

Growth: 5.54%

New Business WP: $1,720,746

Loss Ratio: 55.90%

2022 Contingency:

Agency gets 3% paid through commission

2023

3% paid through commission

Continental Western Group℠
a W. R. Berkley Company

2023

2022

Total Written Premium: $13,480,211

Growth: 20.81%

New Business WP: $2,627,690

Loss Ratio: 56.15%

3% Guaranteed Compensation

PLUS

New Business Goal: $2.25 Mil = 3% Payout

2022 Contingency: $302,094 – 2% GSC

New Business: $131,385 – 3%

2023

<u>2022</u>

Total Written Premium: $74,916,420

Growth: 11.05%

New Business WP: $6,842,583

Loss Ratio: 35.96%

2022 Contingency : $1,347,351 – 3% GSC

3% guaranteed compensation paid quarterly on all eligible new and renewal business

Nationwide
is on your side

2023

Personal Lines:

1.75% Guaranteed Compensation

.25% if 4% PL Growth .25% if Loss Ratio below 62%

Commercial Lines:

3% Guaranteed Compensation

New Business: $5.7M=3% $7.4M=5%

Farm:

1% Guranateed Compensation

2% if 2% Growth & 60% or better Loss Ratio

3% if 2% Growth & 50% or better Loss Ratio

2022

Total Written Premium: $176,353,100

Growth: 25.52%

New Business WP: $18,031,751

Loss Ratio: 71.25%

2022 Contingency: $5,269,652 – 3% GSC

2022 New Business: $657,289 – 5% CL/3% PL/3% Farm

2022

Total Written Premium: $134,687,414

Growth: 22.95%

New Business WP: $21,183,299

Loss Ratio: 57.10%

2022 Contingency:

PL: $2,197,000 – 3.79%

CL: $ 1,934,176 – 4% GSC

2023

Guaranteed Compensation

Commercial Lines - 3.94%

PLUS

Small CL New Business:

$500K = 5% (paid quarterly; if goal hit)

Bonds- 1.25%

Profit Share

Personal Lines

2022: Central

Total Written Premium: $28,370,017

Growth: 20.6%

Loss Ratio: 84.4%

2022 Contingency:

$0

2022: Texas

Total Written Premium: $21,554,518

Growth: 62.9%

Loss Ratio: 78%

2022 Contingency Projection:

$0

2023
Standard Profit Share

<u>2022</u>

Total Written Premium: $27,819,084

Growth: -3.21%

New Business WP: $1,892,788

Loss Ratio: 45.3%

2022 Contingency: $627,831 – 2.3% P.S.

Standard Profit Share

CHUBB

2023

Standard Profit Share

<u>2022</u>

<u>Personal Lines</u>

Total Written Premium: $8,349,830

Growth: 7.58%

New Business WP: $364,249

Loss Ratio: 77.29%

2022 Contingency: $0

<u>Commercial Lines</u>

Total Written Premium: $10,179,702

Growth: -0.71%

New Business WP: $797,127

Loss Ratio: 37.66%

2022 Contingency: $0

2023

2022

Total Written Premium: $23,290,353

Growth: 80.03%

New Business WP: $3,885,131

2022 Contingency: $793,978 – 2.3% P.S. (4th Qrt)

A. QUARTERLY ADDITIONAL COMPENSATION

1. Qualification – both criteria must be met:

- The Eligible Written Premium of the current quarter must be at least one hundred percent (100%) of the Eligible Written Premium in the same quarter of the Prior Calendar Year.
- The minimum annual Eligible New Business Written Premium shall be at least twenty percent (20%) of the Current Calendar Year Eligible Written Premium Available to Renew (ATR). This minimum annual Eligible New Business Written Premium is divided by four (4) and spread evenly across each quarter within the Current Calendar Year. The Quarterly Additional Compensation Factors are listed in Section V.A.2. below.

2. Quarterly Additional Compensation Table

At the conclusion of each Quarter during the Current Calendar Year, the corresponding Quarterly Additional Compensation Factor will be applied to Eligible Written Premium in the Quarter to determine your Quarterly Additional Compensation payment.

Eligible New Business Premium Percentage			Quarterly Additional Compensation Factor
Tier	From	To	
1	0.00%	19.99%	0.00%
2	20.00%	24.99%	1.00%
3	25.00%	29.99%	2.00%
4	30.00%	Greater	4.00%

B. ANNUAL ADDITIONAL COMPENSATION

1. Qualification

- The Current Calendar Year Eligible Written Premium must be at least one hundred percent (100%) of the Prior Calendar Year Eligible Written Premium.
- Prior Calendar Year GWP below $10,000,000 qualifies for Annual Compensation Factor A.
- Prior Calendar Year GWP equal to or greater than $10,000,000 qualifies for Annual Compensation Factor B.

2. Annual Additional Compensation Table

The Annual Compensation Factor will be applied to Current Calendar Year Eligible Written Premium to determine your Annual Additional Compensation payment.

Total Eligible Premium Growth over Prior Year			Annual Compensation Factor	
Tier	From	To	A	B
1	0.00%	9.99%	0.50%	1.00%
2	10.00%	19.99%	1.25%	2.50%
3	20.00%	Greater	2.00%	4.00%

The Hanover Insurance Group®

2023

<u>2022</u>

Total Written Premium: $12,411,355

Growth: 10.54%

New Business WP: $1,488,240

2022 Contingency: $0

Discussing Guaranteed Compensation – March 15th

Liberty Mutual INSURANCE

<u>2022</u>

Total Written Premium: $65,060,668.47

Growth: %

New Business WP: $9,651,899.26

Loss Ratio: 61%

2022 Contingency: $388,528 – 2.3% P.S.

2023

Standard Profit Share

Missouri Employers Mutual

2022

Total Written Premium: $13,068,733

New Business WP: $2,128,159

2023

17% New/ 14% Renewal

Opportunity to Earn 1.5% Profit Share

2022

Total Written Premium: $47,364,048 (PL only)

Growth: 15.09%

New Business WP: $14,315,924

Loss Ratio: 56.74%

2022 Contingency:0

2023 PLATINUM RESERVE BUNDLE AND MONOLINE COMMISSION

As a Progressive Platinum Reserve℠ agent, you can take advantage of our enhanced bundled commission structure, enjoying the highest commissions we offer for your preferred bundled business. In addition, you'll also receive our Personal Auto commission schedule which offers more rewards for more preferred business, including monoline policies.

PERSONAL AUTO BUNDLE *(HOME/CONDO)*

Base New Bundle	15%
Performance-Based Commission Supplement	Up to 17% *(See Commitment Letter)*
Renewal	12%

MONOLINE PERSONAL AUTO

Safe Driver + Homeowner POP *(Earns Continuous Insurance, Homeowner, and 3-Year Safe Driver Discounts)*	14/10
Proof of Prior Auto Insurance *(Earns Continuous Insurance Discount—no lapse in coverage)*	12/10
No Proof of Prior Auto Insurance	10/8

Safeco Insurance™
A Liberty Mutual Company

2023

2022

Total Written Premium: $65,554,635

Growth: 18.12%

New Business WP: $9,660,567

Loss Ratio: 76.34%

2022 Contingency: $1,217,135 – 2% GSC

Standard Profit Share

2022

Total Written Premium: $30,685,293

Growth: 49.79%

New Business WP: $5,885,621

Loss Ratio: 68.67%

2022 Contingency: $125,463 (Farm Only) - 3% P.S.

Standard Profit Share

TexasMutual®
WORKERS' COMPENSATION INSURANCE
WORK SAFE, TEXAS™

2023

Foundation Agreement

<u>2022</u>

Total Written Premium: $40,482,248

Growth: 37.74%

New Business WP: $4,024,427

Loss Ratio: 41.83%

2022 Contingency: $2,382,045 – 6% P.S.

Total Wholesale Business- $423,000,000 with over 450 companies

$43,069,723	$13,768,524	$14,500,000	New relationship
AMWINS	Burns & Wilcox	Bridge Specialty Group	CLGA
$62,715,749	$50,612,593	$6,000,000	
CRC	RT Ryan Turner Specialty	SW/Risk wholesale risk solutions	

Company Name	Type of Bonus	2022 Amount
Accident Fund	Increased Commission	$398,737.00
Acuity- Central	Profit Sharing	$0.00
Acuity- Southwest	Profit Sharing	$0.00
Allstate	Profit Share /Growth Incentive	$79,841.00
AmTrust	1Q Bonus	$5,862.00
AmTrust	2Q Bonus	$7,123.00
AmTrust	3Q Bonus	$16,109.72
AmTrust	4Q Bonus	$9,178.77
AmWINS	Supp Commission	$208,045.00
Attune	Incentive Bonus	$2,997.24
Berkley Aspire	Incentive Bonus	$5,361.05
BITCO	Profit Share	$0.00
Burns and Wilcox	Growth Incentive	$103,317.10
C N A	1Q ACA	$0.00
C N A	2Q ACA	$0.00
C N A	3Q ACA	$240,426.00
C N A	4Q ACA	$553,552.00
C N A Surety	Contingency	$29,185.00
Central	Profit Sharing	$627,831.00
Chubb PL	PL Profit Sharing/Contingency	$0.00
Chubb CL	CL Profit Sharing/Contingency	$0.00
Columbia	Guranteed Compensation	$232,331.10
Cont Western	Profit Share	$302,904.00
Cont Western	New Business Bonus	$131,385.00
CRC	Incentive (NB & Renewal)	$150,000.00
EMC	1Q Profit Sharing	$275,105.79
EMC	2Q Profit Sharing	$396,767.76
EMC	3Q Profit Sharing	$368,404.23
EMC	4Q Profit Sharing	$307,073.31
Farmers Alliance	Incentive	$279,188.42
Foremost	Specialty Lines Profit Share	$175,000.00
Grinnell	New Business Incentive	$24,007.00
Hanover	Profit Share	$0.00
Hartford	CL TX Partner Rewards	$205,894.00
Hartford	CL Central Partner Rewards	$121,509.00
Hartford	PL Profit Share	$126,870.00
IMT	Incentive	$263,224.53
Insurors Indemnity	PS	$36,799.00
Kemper	Perf Bonus	$28,287.00

Company Name	Type of Bonus	2022 Amount
Liberty Mutual	Prof Sharing	$388,528.00
Liberty Mutual Surety	Prof Sharing	Emailed
Markel	Prof Sharing	Emailed
MEM	Increased Commission	$1,514,417.00
MetLife (Foremost Signature)	PS	$0.00
MetLife (Foremost Signature)	1Q Bonus	$0.00
MetLife (Foremost Signature)	2Q Bundle	$2,177.00
MetLife (Foremost Signature)	3Q Bundle	$1,605.00
NAICO	Quarterly Bonuses	$10,645.70
NAICO	PS - 2021 Paid 3rd Qrt 2022	$376,942.56
National Summit	Profit Share	Jane
Nationwide	PL Compensation	$2,856,947.07
Nationwide	CL Compensation	$1,570,394.56
Nationwide	Farm Compensation	$842,311.23
Nationwide	New Business	$657,289.49
NWPC	Incentive	$0.00
Old Republic Surety	Contingent Commission	AJ
Philadelphia	Profit Share/Incentive	$178,514.00
Progressive	Profit Share	$0.00
RAS	Growth Incentive	$0.00
RT Specialty	Bonus	$163,962.00
Safeco	Profit Sharing	$1,217,135.00
State Auto	PL PS	$0.00
State Auto	CL PS	$0.00
State Auto	Farm PS	$125,463.00
TX Mutual	Profit Sharing	$2,382,045.30
Travelers	CL FVB	$1,934,176.00
Travelers	PL PS	$2,197,000.00
Travelers Q1 Small CL NB		$28,554.00
Travelers	Bonds FVB	$17,949.00
Union Standard	Profit Sharing	$0.00
United Heartland	Profit Sharing	$94,334.14
Utica	Bonus	$0.00
West Bend	Profit Sharing	$205,873.00
Bank Direct/ CAAPFC	Total Volume Incentive	$222,365.00
Bank Direct/ CAAPFC	BDPFC Volume Incentive	$182,676.00
Bank Direct/ CAAPFC	Late Fees	$167,475.00
	Totals	$23,051,095.07

2.2% Additional Compensation on 2022 Core Carriers

CAA CONTINGENCY PERFORMANCE

CAA Contingencies	
Year	Contingency
2016	$9,444,938
2017	$9,980,276
2018	$15,255,339
2019	$18,626,017
2020	$22,336,702
2021	$22,387,508
2022	$23,051,095

How it Started vs. How it's Going

Premium		Contingency	
2017	$807,077,320.00	2017	$9,980,276.00
2022	$2,192,867,316.00	2022	$23,051,095.00

42 New Members