

## 2004 Commissioner's Report on Underserved Communities

### Table E - Agent / Agency Data per Company

Company	Business Type	Reported Agent / Agency	Number of Agents / Agencies in California *	Number of Agents / Agencies in Underserved Communities	Percentage in California that are in the Underserved Communities
21st Century Ins Cos	Personal	Agent	287	0	0.0%
Ace American Ins Co	Commercial	Agent	738	47	6.4%
Allied Prop & Cas Ins Co	Personal	Agent	483	18	3.7%
Allstate Ind Co	Personal	Agency	1,363	93	6.8%
	Commercial	Agency	1,363	93	6.8%
Allstate Ins Co	Personal	Agency	1,363	93	6.8%
	Commercial	Agency	1,363	93	6.8%
Allstate Prop & Cas Ins Co	Personal	Agency	1,363	93	6.8%
	Commercial	Agency	1,363	93	6.8%
Amco Ins Co	Personal	Agent	1,105	47	4.3%
	Commercial	Agent	1,105	47	4.3%
American Alt Ins Corp	Commercial	Agency	56	7	12.5%
American Family Home Ins Co	Personal	Agent	19	2	10.5%
American Hardware Mut Ins Co	Commercial	Agent	15	0	0.0%
American Intl Ins Co Of CA	Personal	Agency	94	7	7.4%
American Security Group	Personal	Agency	1,842	116	6.3%
Balboa Life & Casualty Group	Personal	Agency	3	1	33.3%
California Ins Group	Personal	Agent	419	16	3.8%
	Commercial	Agent	440	16	3.6%
California State Auto Asn Inter-Ins	Personal	Agent	502	0	0.0%
Century-Natl Ins Co	Personal	Agent	181	102	56.4%
CNA Ins Group	Personal	Agent	215	12	5.6%
	Commercial	Agent	215	12	5.6%
Coast Natl Ins Co	Personal	Agent	1,310	309	23.6%

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Commerce West Ins Co	Personal	Agent	1,508	242	16.0%
Contractors Bonding & Ins Co	Commercial	Agency	93	3	3.2%
Converium Ins North Amer Inc	Personal	Agency	3,707	608	16.4%
CSE Ins Group	Personal	Agency	399	10	2.5%
	Commercial	Agency	399	10	2.5%
Depositors Ins Co	Personal	Agent	1,096	33	3.0%
EMC Ins Group	Commercial	Agency	40	1	2.5%
Executive Risk Ind Inc	Personal	Agency	115	34	29.6%
Farmers Ins Cos	Personal	Agent	5,642	301	5.3%
	Commercial	Agent	5,642	301	5.3%
Federal Ins Co	Personal	Agent	181	12	6.6%
	Commercial	Agent	293	24	8.2%
Fidelity Natl Ins Co	Personal	Agent	10	0	0.0%
Financial Ind Co	Personal	Agency	2,203	269	12.2%
Financial Pacific Ins Co	Commercial	Agency	198	3	1.5%
Firemans Ins Group	Personal	Agency	491	27	5.5%
	Commercial	Agency	1,012	62	6.1%
Folksamerica Rein Co	Commercial	Agency	113	7	6.2%
Foremost Ins Cos	Personal	Agent	10,404	469	4.5%
Golden Eagle Ins Corp	Commercial	Agency	483	26	5.4%
Grange Ins Group	Personal	Agency	12	0	0.0%
	Commercial	Agency	12	0	0.0%
Great American Alliance Ins Co	Commercial	Agent	621	41	6.6%
Great American Assur Co	Commercial	Agent	621	41	6.6%

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Great American Ins Co	Personal	Agent	710	42	5.9%
	Commercial	Agent	621	41	6.6%
Great American Ins Co of NY	Commercial	Agent	621	41	6.6%
Great American Spirit Ins Co	Personal	Agent	710	42	5.9%
Great Divide Ins Co	Commercial	Agent	15	0	0.0%
Great Northern Ins Co	Commercial	Agency	261	21	8.0%
Greenwich Ins Co	Commercial	Agency	294	17	5.8%
Guideone Mut Ins Co	Commercial	Agency	56	1	1.8%
Guideone Specialty Mut Ins Co	Commercial	Agency	56	1	1.8%
Hartford Ins Group	Personal	Agent	2,274	212	9.3%
	Commercial	Agent	1,235	80	6.5%
Hartford Steam Boil Inspec & Ins Co	Commercial	Agency	1	1	100.0%
Horace Mann Ins Co	Personal	Agent	57	2	3.5%
Horace Mann Prop & Cas Ins Co	Personal	Agent	57	2	3.5%
Hudson Ins Co	Personal	Agency	652	160	24.5%
	Commercial	Agency	2	0	0.0%
ICW Ins Group	Personal	Agency	1,522	96	6.3%
	Commercial	Agency	1,522	96	6.3%
Infinity Ins Cos	Personal	Agency	7,994	1,500	18.8%
Integon Preferred Ins Co	Personal	Agency	40	2	5.0%
Interins Exch Of The Automobile Club	Personal	Agent	717	43	6.0%
Liberty Mutual Group	Personal	Agent	142	4	2.8%
	Commercial	Agent	9	0	0.0%
Lincoln General Ins Co	Personal	Agency	1,259	106	8.4%

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Lumbermens Mutual Casualty Gp (Personal)	Personal	Agent	379	20	5.3%
Markel Ins Co	Commercial	Agency	368	17	4.6%
Mercury Ins Group	Personal	Agency	1,606	77	4.8%
Mitsui Sumitomo Ins Group	Commercial	Agency	260	21	8.1%
National American Ins Co Of CA	Personal	Agency	1	0	0.0%
National General Ins Co	Personal	Agency	8	1	12.5%
Nationwide Ins Group (Allied Division)	Personal	Agent	1,105	34	3.1%
	Commercial	Agent	1,105	34	3.1%
Netherlands Ins Co The	Commercial	Agency	483	26	5.4%
Northwestern Pacific Ind Co	Personal	Agency	174	12	6.9%
Ocean Harbor Cas Ins Co	Personal	Agency	150	25	16.7%
Oregon Mut Ins Co	Personal	Agency	218	6	2.8%
	Commercial	Agency	218	6	2.8%
Pacific Ind Co	Commercial	Agency	261	21	8.0%
Pacific Prop & Cas Co	Personal	Agent	43	1	2.3%
Pacific Specialty Ins Co	Personal	Agent	5,120	431	8.4%
	Commercial	Agent	2,220	260	11.7%
Peerless Ins Co	Commercial	Agency	483	26	5.4%
Permanent General Assur Corp	Personal	Agent	36	6	16.7%
Philadelphia Ind Ins Co	Commercial	Agent	1,368	64	4.7%
Progressive Ins Group	Personal	Agent	2,751	219	8.0%
Public Service Mut Ins Co	Commercial	Agency	86	3	3.5%

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QBE Ins Corp	Personal	Agency	885	180	20.3%
	Commercial	Agency	166	11	6.6%
Republic Ind Co of CA	Personal	Agency	717	119	16.6%
Safeco Ins Group	Personal	Agent	1,411	70	5.0%
	Commercial	Agent	1,411	70	5.0%
Safeway Ins Co	Personal	Agent	359	103	28.7%
Sequoia Ins Co	Personal	Agent	58	2	3.4%
	Commercial	Agent	196	6	3.1%
Sirius Amer Ins Co	Personal	Agency	1	0	0.0%
	Commercial	Agency	1	0	0.0%
Sompo Japan Ins Co of Amer	Commercial	Agency	37	9	24.3%
Southern Ins Co	Personal	Agency	3,706	608	16.4%
St Paul Ins Group	Commercial	Agency	417	33	7.9%
State Farm Ins Group	Personal	Agent	1,874	68	3.6%
	Commercial	Agent	1,874	68	3.6%
Sterling Cas Ins Co	Personal	Agency	22	3	13.6%
Sutter Ins Co	Personal	Agency	312	22	7.1%
Tokio Marine & Fire Ins Co Ltd Us Br	Personal	Agency	32	10	31.3%
	Commercial	Agency	31	11	35.5%
Travelers Ins Cos	Personal	Agency	813	52	6.4%
	Commercial	Agency	813	52	6.4%
Unigard Ins Group	Personal	Agency	344	12	3.5%
	Commercial	Agency	319	12	3.8%
Unitrin Direct Ins Co	Personal	Agency	1	0	0.0%
Unitrin Direct Property & Cas Co	Personal	Agency	1	0	0.0%

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Unitrin Ins Group	Personal	Agency	387	20	5.2%
Valley Ins Co	Personal	Agency	52	2	3.8%
	Commercial	Agency	66	2	3.0%
Vigilant Ins Co	Personal	Agency	178	12	6.7%
	Commercial	Agency	264	21	8.0%
Viking Ins Co Of WI	Personal	Agency	1,281	220	17.2%
Western Mutual Ins Group	Personal	Agency	12	1	8.3%
Western United Ins Co	Personal	Agency	2,735	447	16.3%
Workmens Auto Ins Co	Personal	Agency	209	11	5.3%
Zurich Ins Cos	Personal	Agent	157	9	5.7%
	Commercial	Agent	1,686	110	6.5%

*\* In some instances, an agent / agency is licensed to sell both personal and commercial lines.*