

**Table D - Service Office Data per Company  
(2010 - 2014 Personal Business Data)**

Business Type	Number of Service Offices in California					Number of Service Offices in Underserved Communities					Percentage of Offices in California in the Underserved Communities				
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
<b>21ST CENTURY INSURANCE</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	11	17	17	15	15	1	1	1	0	0	9%	6%	6%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>ACCESSINSURANCECOMPANY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>AEGIS SECURITY INSURANCE CO</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
<b>AFFIRMATIVE INSURANCE COMPANY</b>															
Sales	2	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	2	2	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	1	1	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>ALLIANCE UNITED INSURANCE COMP</b>															
Sales	1	0	0	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	3	3	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	2	2	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1	1	1	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
<b>ALLIANZ INSURANCE GROUP</b>															
Sales	0	0	0	12	12	0	0	0	1	1	0%	0%	0%	8%	8%
Claims	0	0	0	4	4	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	361	374	0	0	0	27	27	0%	0%	0%	7%	7%
<b>ALLIED PROPERTY &amp; CASUALTY INS</b>															
Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	18	13	13	14	14	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,289	1,287	1,369	1,392	1,530	71	65	69	65	75	6%	5%	5%	5%	5%
<b>ALLSTATE INDEMNITY COMPANY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	101	57	46	37	35	1	1	1	1	2	1%	2%	2%	3%	6%
Captive	77	85	85	49	13	0	1	1	0	0	0%	1%	1%	0%	0%
Independent	891	853	762	696	826	51	49	39	39	67	6%	6%	5%	6%	8%
<b>ALLSTATE INSURANCE COMPANY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	101	57	46	37	35	1	1	1	1	2	1%	2%	2%	3%	6%
Captive	77	85	85	49	13	0	1	1	0	0	0%	1%	1%	0%	0%
Independent	891	853	762	696	826	51	49	39	39	67	6%	6%	5%	6%	8%
<b>ALLSTATE NORTHBROOK INDMNITY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	35	0	0	0	0	2	0%	0%	0%	0%	6%
Captive	0	0	0	0	13	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	826	0	0	0	0	67	0%	0%	0%	0%	8%
<b>AMCO INSURANCE COMPANY</b>															
Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	34	38	46	32	36	1	1	1	1	1	3%	3%	2%	3%	3%
Independent	1,354	1,334	1,412	1,424	1,560	73	67	71	69	79	5%	5%	5%	5%	5%

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Business Type	Number of Service Offices in California					Number of Service Offices in Underserved Communities					Percentage of Offices in California in the Underserved Communities				
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
<b>AMERICAN FAMILY HOME INSURANCE</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	45	170	206	150	159	2	7	9	7	7	4%	4%	4%	5%	4%
<b>AMERICAN INTERNATIONAL GROUP</b>															
Sales	5	5	5	4	4	1	1	1	2	2	20%	20%	20%	50%	50%
Claims	4	4	4	3	3	1	1	1	2	2	25%	25%	25%	67%	67%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>AMERICAN MODERN HOME INSURANCE</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	250	185	222	395	383	8	7	9	17	19	3%	4%	4%	4%	5%
<b>AMERICAN SENTINEL INS COMPANY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>AMERICAS INSURANCE COMPANY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>AMICA MUTUAL INSURANCE COMPANY</b>															
Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>ANCHOR GENERAL INSURANCE CO.</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>ASPEN AMERICAN INSURANCE COMPA</b>															
Sales	0	0	0	10	10	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	10	10	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	631	631	0	0	0	31	31	0%	0%	0%	5%	5%
<b>ASSURANT GROUP</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	7	10	12	10	11	0	0	1	0	0	0%	0%	8%	0%	0%
Independent	71	15	15	11	10	3	0	0	0	0	4%	0%	0%	0%	0%
<b>AUTO CLUB SOUTHERN CALIFORNIA</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	16	16	16	13	13	1	1	1	1	1	6%	6%	6%	8%	8%
Captive	80	80	80	82	82	7	7	7	7	7	9%	9%	9%	9%	9%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>BANKERS STANDARD INS CO</b>															
Sales	4	1	1	1	1	1	0	0	0	0	25%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	132	1,694	1,943	2,227	2,373	8	52	65	77	83	6%	3%	3%	3%	3%

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	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
<b>BUSINESS ALLIANCE INSURANCE CO</b>															
Sales	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	1	1	0	0	0	1	1	0%	0%	0%	100%	100%
<b>CALIFORNIA CASUALTY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>CALIFORNIA FAIR PLAN</b>															
Sales	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Claims	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>CAPAEN - EVEREST - PERSONAL AU</b>															
Sales	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>CAPITAL INSURANCE GROUP</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	6	6	6	6	6	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,422	651	686	665	684	67	26	27	26	26	5%	4%	4%	4%	4%
<b>CENTURY-NATIONAL INSURANCE CO.</b>															
Sales	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Claims	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	374	455	440	436	371	40	39	37	32	26	11%	9%	8%	7%	7%
<b>COAST NATIONAL INSURANCE CO</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	16	21	21	2	2	1	1	1	0	0	6%	5%	5%	0%	0%
Captive	6,309	3,949	3,719	3,515	3,565	428	289	284	261	252	7%	7%	8%	7%	7%
Independent	3,294	2,779	2,859	2,925	3,540	827	682	689	683	772	25%	25%	24%	23%	22%
<b>COMMERCE WEST INSURANCE COMP</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	2	3	15	20	0	0	0	4	6	0%	0%	0%	27%	30%
Independent	2,085	1,456	1,420	1,057	1,127	218	172	169	121	129	10%	12%	12%	11%	11%
<b>COMMERCIAL ALLIANCE INSURANCE</b>															
Sales	0	1	1	1	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	1	1	1	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	1	1	1	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>COMPANION PROPERTY &amp; CASUALTY</b>															
Sales	0	1	1	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	6	6	2	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>CORNERSTONE NATIONAL INSURANCE</b>															
Sales	2	2	2	2	2	1	1	1	1	1	50%	50%	50%	50%	50%
Claims	2	2	2	2	2	1	1	1	1	1	50%	50%	50%	50%	50%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	2	0	0	2	2	1	0	0	1	1	50%	0%	0%	50%	50%

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	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
<b>CRESTBROOK INSURANCE COMPANY</b>															
Sales	0	2	2	2	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	789	888	885	185	0	32	38	37	9	0%	4%	4%	4%	5%
<b>CSAA INSURANCE EXCHANGE</b>															
Sales	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	3	3	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	87	84	83	78	78	2	1	1	1	1	2%	1%	1%	1%	1%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>CSAA INSURANCE GROUP</b>															
Sales	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	3	3	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	87	84	83	78	78	2	1	1	1	1	2%	1%	1%	1%	1%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>CSE INSURANCE GROUP</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	2	2	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	427	470	332	371	514	16	20	16	14	18	4%	4%	5%	4%	4%
<b>DEPOSITORS INSURANCE COMPANY</b>															
Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	5	27	73	52	63	0	2	3	3	3	0%	7%	4%	6%	5%
Independent	1,354	1,334	1,412	1,424	1,560	73	67	71	69	79	5%	5%	5%	5%	5%
<b>DONGBU INSURANCE CO LTD</b>															
Sales	0	1	1	1	1	0	0	0	1	1	0%	0%	0%	100%	100%
Claims	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>ELECTRIC INSURANCE COMPANY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>ENCOMPASS INSURANCE COMPANY</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	228	212	225	197	198	10	10	10	7	7	4%	5%	4%	4%	4%
<b>EQUITY INSURANCE GROUP</b>															
Sales	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>ESURANCE PROPERTY AND CASUALTY</b>															
Sales	2	2	2	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1	1	1	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>EXPLORER INSURANCE COMPANY</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	2,800	2,802	2,170	2,022	2,022	480	572	484	431	431	17%	20%	22%	21%	21%

**Table D - Service Office Data per Company  
(2010 - 2014 Personal Business Data)**

Business Type	Number of Service Offices in California					Number of Service Offices in Underserved Communities					Percentage of Offices in California in the Underserved Communities				
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
<b>FARMERS INSURANCE GROUP</b>															
Sales	10	11	11	9	9	1	1	1	1	1	10%	9%	9%	11%	11%
Claims	24	26	26	20	20	3	2	2	2	2	13%	8%	8%	10%	10%
Captive	3,118	2,836	2,896	2,726	2,831	241	227	239	223	232	8%	8%	8%	8%	8%
Independent	263	241	263	268	273	81	75	80	78	80	31%	31%	30%	29%	29%
<b>FARMERS SPECIALTY INSURANCE</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	3,372	0	0	0	0	250	0%	0%	0%	0%	7%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>FEDERAL INSURANCE COMPANY</b>															
Sales	6	6	6	6	6	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	3	3	3	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	232	250	253	254	253	13	13	15	14	14	6%	5%	6%	6%	6%
<b>FINANCIAL INDEMNITY COMPANY</b>															
Sales	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	2,929	3,026	3,063	3,069	3,194	465	476	477	464	473	16%	16%	16%	15%	15%
<b>FIRST AMERICAN PROPERTY INS</b>															
Sales	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Claims	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>FIRST AMERICAN SPECIALTY INS</b>															
Sales	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Claims	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	562	549	569	400	404	42	43	43	37	37	7%	8%	8%	9%	9%
<b>FOREMOST INSURANCE GROUP</b>															
Sales	15	13	13	8	4	1	1	1	0	0	7%	8%	8%	0%	0%
Claims	28	58	52	21	18	1	2	4	1	1	4%	3%	8%	5%	6%
Captive	4,435	3,944	2,438	2,936	3,805	340	315	195	215	270	8%	8%	8%	7%	7%
Independent	3,337	4,037	4,139	4,553	2,834	368	437	440	504	320	11%	11%	11%	11%	11%
<b>GARRISON PROP &amp; CASUALTY INSCO</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>GEICO CASUALTY COMPANY</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	8	10	10	9	9	0	1	1	1	1	0%	10%	10%	11%	11%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>GEICO GENERAL INSURANCE CO</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	8	10	10	9	9	0	1	1	1	1	0%	10%	10%	11%	11%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>GEICO INDEMNITY COMPANY</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	8	10	10	9	9	0	1	1	1	1	0%	10%	10%	11%	11%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%

**Table D - Service Office Data per Company  
(2010 - 2014 Personal Business Data)**

Business Type	Number of Service Offices in California					Number of Service Offices in Underserved Communities					Percentage of Offices in California in the Underserved Communities				
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
<b>GOLDEN BEAR INSURANCE COMPANY</b>															
Sales	0	1	1	1	1	0	1	1	1	1	0%	100%	100%	100%	100%
Claims	0	1	1	1	1	0	1	1	1	1	0%	100%	100%	100%	100%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	55	114	115	118	0	4	8	10	10	0%	7%	7%	9%	8%
<b>GOVERNMENT EMPLOYEES INS CO</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	8	10	10	9	9	0	1	1	1	1	0%	10%	10%	11%	11%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>GRANGE INSURANCE GROUP</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	103	100	112	106	104	0	1	2	1	1	0%	1%	2%	1%	1%
<b>GREENPATH INSURANCE COMPANY</b>															
Sales	0	0	0	0	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	1	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>HARCO NATIONAL INSURANCE COMPA</b>															
Sales	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>HILLSTAR INSURANCE COMPANY</b>															
Sales	2	0	0	1	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	6	6	1	0	0	1	1	0	0	0%	17%	17%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	618	1,162	1,142	942	0	171	278	271	233	0	28%	24%	24%	25%	0%
<b>HOMESITE INS. COMPANY OF CALIF</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	16	0	0	11	11	1	0	0	0	0	6%	0%	0%	0%	0%
Independent	34	0	0	0	0	4	0	0	0	0	12%	0%	0%	0%	0%
<b>HORACE MANN INSURANCE COMPANY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	72	69	67	77	76	3	3	5	4	5	4%	4%	7%	5%	7%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>HORACE MANN PROP &amp; CAS INS CO</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	72	69	67	77	76	3	3	5	4	5	4%	4%	7%	5%	7%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>HUDSON INSURANCE COMPANY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	1	1	1	0	0	100%	100%	100%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	3	3	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
<b>IDS PROPERTY CASUALTY INSURANC</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%

**Table D - Service Office Data per Company  
(2010 - 2014 Personal Business Data)**

Business Type	Number of Service Offices in California					Number of Service Offices in Underserved Communities					Percentage of Offices in California in the Underserved Communities				
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
<b>INFINITY PROPERTY AND CASUALTY</b>															
Sales	14	1	1	1	1	3	0	0	0	0	21%	0%	0%	0%	0%
Claims	10	6	6	6	6	1	1	1	1	1	10%	17%	17%	17%	17%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	3,959	4,742	4,771	4,085	4,134	990	1,167	1,193	1,014	1,039	25%	25%	25%	25%	25%
<b>INTEGON NATIONAL INSURANCE CO</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	1,841	2,062	2,216	2,202	0	235	239	263	310	0%	13%	12%	12%	14%
<b>INTEGON PREFERRED INSURANCE CO</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,559	1,841	2,067	2,216	2,202	226	235	239	263	310	14%	13%	12%	12%	14%
<b>KEMPER PREFERRED GROUP</b>															
Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	662	683	803	790	890	19	25	31	37	40	3%	4%	4%	5%	4%
<b>LIBERTYMUTUALINSURANCEGROUP</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	3	3	9	9	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	28	24	23	24	20	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>LOYA CASUALTY INSURANCE CO</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	149	185	182	210	215	52	63	60	65	66	35%	34%	33%	31%	31%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>MAPFRE INSURANCE COMPANY</b>															
Sales	0	0	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	2	15	22	0	0	0	4	6	0%	0%	0%	27%	27%
Independent	0	0	170	341	525	0	0	14	32	39	0%	0%	8%	9%	7%
<b>MERCED PROPERTYCASUALTYCOMPANY</b>															
Sales	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	101	108	113	112	108	0	0	0	0	0	0%	0%	0%	0%	0%
<b>MERCURY INSURANCE GROUP</b>															
Sales	3	2	2	5	6	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	14	13	13	13	13	2	2	2	1	1	14%	15%	15%	8%	8%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,838	2,309	2,271	1,912	1,929	133	170	169	148	148	7%	7%	7%	8%	8%
<b>METDIRECT</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	15	17	16	17	10	1	1	1	0	1	7%	6%	6%	0%	10%
Independent	452	585	681	106	96	24	28	31	3	7	5%	5%	5%	3%	7%
<b>MIC GENERAL INSURANCE CORP</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%

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Business Type	Number of Service Offices in California					Number of Service Offices in Underserved Communities					Percentage of Offices in California in the Underserved Communities				
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
<b>NATIONAL AMERICAN INSURANCE CO</b>															
Sales	1	0	0	1	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1	1	1	1	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>NATIONAL GENERAL INSURANCE CO</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	2	2	2	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	2	2	2	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>NATIONAL LIABILITY AND FIRE</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>NATIONAL UNITY INSURANCE CO</b>															
Sales	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>NATIONS INSURANCE COMPANY</b>															
Sales	1	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>NATIONWIDE INS CO OF AMERICA</b>															
Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	59	62	74	51	62	3	3	3	3	3	5%	5%	4%	6%	5%
Independent	4	4	5	21	22	0	0	0	0	0	0%	0%	0%	0%	0%
<b>NATIONWIDE MUTUAL FIRE INS CO</b>															
Sales	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	3	2	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	50	62	0	0	0	3	3	0%	0%	0%	6%	5%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>OCCIDENTAL FIRE &amp; CASUALTY CO</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>OCEAN HARBOR CASUALTY INSURANC</b>															
Sales	2	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
<b>OREGONMUTUALINSURANCECOMPANY</b>															
Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	4	4	4	4	4	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	267	308	309	254	238	10	11	10	11	11	4%	4%	3%	4%	5%
<b>PACIFIC PIONEER INSURANCE COMP</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%



**Table D - Service Office Data per Company  
(2010 - 2014 Personal Business Data)**

Business Type	Number of Service Offices in California					Number of Service Offices in Underserved Communities					Percentage of Offices in California in the Underserved Communities				
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
<b>PACIFIC PROPERTY AND CASUALTY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	64	50	53	66	62	1	1	1	2	2	2%	2%	2%	3%	3%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>PACIFIC SPECIALTY INSURANCE CO</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	26	27	26	23	23	3	3	3	3	3	12%	11%	12%	13%	13%
<b>PLAZA INDEMNITY INSURANCE COMPANY</b>															
Sales	0	0	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>PRAETORIAN INSURANCE COMPANY</b>															
Sales	1	1	1	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	6	6	6	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>PRIVILEGE UNDERWRITERS INC</b>															
Sales	0	0	0	0	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	60	0	0	0	0	4	0%	0%	0%	0%	7%
<b>PROGRESSIVE INSURANCE COMPANY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	21	18	18	17	16	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	5,558	5,185	5,664	5,958	5,730	722	656	721	745	705	13%	13%	13%	13%	12%
<b>QBE INSURANCE CORPORATION</b>															
Sales	10	8	8	13	13	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	10	8	9	12	12	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,264	1,296	1,403	1,192	1,019	270	277	325	293	277	21%	21%	23%	25%	27%
<b>RESPONSE INDEMNITY COMPANY OF</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>SAFE AUTO INSURANCE COMPANY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>SAFECO INSURANCE COMPANIES</b>															
Sales	2	2	1	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	4	5	5	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,124	1,136	1,102	1,046	1,048	83	77	78	48	47	7%	7%	7%	5%	4%
<b>SAFEWAY INSURANCE COMPANY</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	979	1,003	1,050	1,032	1,015	326	335	351	355	329	33%	33%	33%	34%	32%

**Table D - Service Office Data per Company  
(2010 - 2014 Personal Business Data)**

Business Type	Number of Service Offices in California					Number of Service Offices in Underserved Communities					Percentage of Offices in California in the Underserved Communities				
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
<b>SEQUOIA INSURANCE GROUP</b>															
Sales	2	2	2	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	3	3	3	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	1	1	1	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	25	22	0	0	0	1	0	0%	0%	0%	4%	0%
<b>STARR INDEMNITY &amp; LIABILITY CO</b>															
Sales	0	0	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
<b>STATE FARM INSURANCE COMPANIES</b>															
Sales	3	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	23	16	16	17	17	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	1,870	1,889	1,925	1,928	1,957	103	103	107	107	113	6%	5%	6%	6%	6%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>STERLING CASUALTY INSURANCE CO</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	31	33	28	28	27	2	3	1	1	1	6%	9%	4%	4%	4%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>STILLWATER INSURANCE COMPANY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,351	908	940	760	824	184	99	100	64	66	14%	11%	11%	8%	8%
<b>STILLWATER P&amp;C INSURANCE CO</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,351	906	938	760	823	184	99	100	64	66	14%	11%	11%	8%	8%
<b>THE HARTFORD</b>															
Sales	5	4	4	5	5	1	1	1	1	1	20%	25%	25%	20%	20%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	762	1,058	1,111	1,164	1,209	44	60	62	55	55	6%	6%	6%	5%	5%
<b>TOKIO MARINE AMERICA INSURANCE</b>															
Sales	2	2	2	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	13	15	14	20	20	0	0	1	0	0	0%	0%	7%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	33	31	30	31	31	11	11	11	11	11	33%	35%	37%	35%	35%
<b>TOPA INSURANCE COMPANY</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	3	3	4	4	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	8	9	9	15	15	0	0	0	0	0	0%	0%	0%	0%	0%
<b>TOWER SELECT INSURANCE COMPANY</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	15	14	12	15	13	1	1	1	1	1	7%	7%	8%	7%	8%
<b>TRANSGUARD INSURANCE COMPANY</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	1	1	1	1	1	100%	100%	100%	100%	100%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%

**Table D - Service Office Data per Company  
(2010 - 2014 Personal Business Data)**

Business Type	Number of Service Offices in California					Number of Service Offices in Underserved Communities					Percentage of Offices in California in the Underserved Communities				
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
<b>TRAVELERS INSURANCE GROUP</b>															
Sales	6	6	6	10	10	1	1	1	1	1	17%	17%	17%	10%	10%
Claims	4	4	4	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	2,455	2,003	2,587	2,544	2,556	177	130	172	175	169	7%	6%	7%	7%	7%
<b>UNIGARD INDEMNITY COMPANY</b>															
Sales	3	3	3	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	3	3	3	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	181	181	154	165	165	6	6	5	6	6	3%	3%	3%	4%	4%
<b>UNIGARD INSURANCE COMPANY</b>															
Sales	3	3	3	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	3	3	3	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	181	181	154	165	165	6	6	5	6	6	3%	3%	3%	4%	4%
<b>UNITED SERVICES AUTO ASSOCIATION</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>UNITRIN DIRECT INSURANCE CO</b>															
Sales	1	1	1	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>UNIVERSAL NORTH AMERICA INSURA</b>															
Sales	2	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
<b>USAA CASUALTY INSURANCE COMPAN</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>USAA GENERAL INDEMNITY COMPANY</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>VICTORIA FIRE &amp; CASUALTY</b>															
Sales	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	2	2	2	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	51	0	0	0	0	5	0	0	0	0	10%	0%	0%	0%	0%
Independent	1,238	1,178	1,324	1,337	1,459	161	157	170	197	214	13%	13%	13%	15%	15%
<b>VIGILANT INURANCE COMPANY</b>															
Sales	6	6	6	6	6	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	3	3	3	3	3	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	227	244	246	246	246	13	13	15	14	14	6%	5%	6%	6%	6%
<b>VIKING INSURANCE COMPANY OF WI</b>															
Sales	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	1,989	2,035	2,052	2,068	2,081	357	370	371	367	369	18%	18%	18%	18%	18%

**Table D - Service Office Data per Company  
(2010 - 2014 Personal Business Data)**

Business Type	Number of Service Offices in California					Number of Service Offices in Underserved Communities					Percentage of Offices in California in the Underserved Communities				
	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014	2010	2011	2012	2013	2014
<b>WAWANESA GENERAL INSURANCE CO</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>WESTERN GENERAL INSURANCE COMP</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	0	0	0	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	6	5	5	5	5	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
<b>WESTERN MUTUAL INSURANCE GROUP</b>															
Sales	1	1	1	1	1	0	0	0	0	0	0%	0%	0%	0%	0%
Claims	1	1	1	2	2	0	0	0	0	0	0%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	8	8	8	8	8	0	0	0	0	0	0%	0%	0%	0%	0%
<b>WORKMENS AUTO INSURANCE CO</b>															
Sales	2	1	1	1	1	1	1	1	1	1	50%	100%	100%	100%	100%
Claims	2	1	1	1	1	1	1	1	1	1	50%	100%	100%	100%	100%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	143	378	515	295	293	10	85	102	40	33	7%	22%	20%	14%	11%
<b>ZURICH INSURANCE GROUP</b>															
Sales	10	8	8	10	10	1	0	0	0	0	10%	0%	0%	0%	0%
Claims	12	9	9	11	11	1	0	0	0	0	8%	0%	0%	0%	0%
Captive	0	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%
Independent	623	595	595	637	637	44	32	32	31	31	7%	5%	5%	5%	5%