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2	2020 Middle Markets Success List - Year to Date												
Industry	Description	Pkg	ВОР	GL	Auto	Prop	WC	Umb	Prof Lines	Misc.	Premium		
Agriculture	Vegetable Farms						✓				\$483K		
Association	Condo Assc.		✓								\$24K		
Association	Condo Association		✓								\$50K		
Association	Condo Association		✓					\checkmark			\$36K		
Association	Condo Association			✓	✓						\$47K		
Association	Homeowners Association					✓					\$35K		
Association	Homeowners Association				✓	✓			✓	✓	\$74K		
Association	POA						✓				\$40K		
Auto Doglovskin	Auto Accessory			√	√			✓		✓	\$89K		
Auto Dealership	Dealer/Installer			•	V			v		•	\$09K		
Construction	Acoustical Ceiling Contractor	✓			✓		✓	✓	✓		\$54K		
Construction	Apartments									✓	\$34K		
Construction	Boring Contractor							✓			\$172K		
Construction	Building Material Dealers						✓				\$42K		
Construction	Civil Engineering			✓	✓			✓			\$240K		
Construction	Concrete Contractor				✓						\$95K		
Construction	Concrete Contractor	✓			✓			✓			\$40K		
Construction	Conduit Contractor	✓			✓		✓	✓			\$170K		
Construction	Conduit Contractor			√	✓						\$701K		
Construction	Conduit Contractor						✓				\$69K		
Construction	Debris Removal				✓						\$91K		
Construction	Decorative Stone Installation				✓						\$20K		
Construction	Drywall Contractor									✓	\$68K		
Construction	Electrical Contractor	✓			✓			✓			\$79K		
Construction	Electrical Contractor				✓			✓			\$33K		
Construction	Electrical Contractor						✓				\$70K		
Construction	Electronic Permit Work				✓						\$25K		
Construction	General Contractor							✓	✓		\$162K		
Construction	General Contractor	✓					✓	✓			\$97K		
Construction	General Contractor				✓						\$47K		
Construction	General Contractor				✓			✓			\$81K		
Construction	General Contractor							✓			\$81K		
Construction	General Contractor						✓				\$152K		
Construction	General Contractor			✓							\$100K		
Construction	General Contractor									✓	\$25K		
Construction	General Contractor						✓				\$43K		
Construction	General Contractor			√	✓			✓			\$90K		
Construction	General Contractor									✓	\$35K		
Construction	Government Contractor				✓	✓	✓				\$2.1M		

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2020 Middle Markets Success List - Year to Date											
									Prof		
Industry	Description	Pkg	BOP	GL	Auto	Prop	WC	Umb	Lines	Misc.	Premium
Construction	Government Contractor						✓				\$37K
Construction	HVAC Contractor	✓			✓						\$152K
Construction	Janitorial			✓							\$270K
Construction	Landscaper			✓	✓						\$139K
Construction	Landscaper	✓						✓			\$25K
Construction	Landscaper						✓				\$38K
Construction	Landscaper				✓						\$25K
Construction	Landscaper				✓						\$53K
Construction	Landscaper		✓		✓					✓	\$34K
Construction	Landscaper				✓						\$35K
Construction	Landscaper				✓						\$43K
Construction	Landscaper	✓						✓			\$407K
Construction	Landscaper			✓	✓			✓			\$149K
Construction	Landscaper						✓				\$35K
Construction	Lawn Care	✓			✓						\$122K
Construction	Masonry Contractor						✓				\$62k
Construction	Mold Remediation				✓						\$22K
Construction	Painting Contractor				✓						\$163K
Construction	Playground Install						√				\$22K
Construction	Plumbing Contractor				✓			✓			\$265K
Construction	Plumbing Contractor				✓			✓			\$123K
Construction	Plumbing Contractor				✓						\$136K
Construction	Plumbing Contractor						√				\$29K
Construction	Plumbing Contractor						✓				\$29K
Construction	Pool Contractor						√				\$52K
Construction	Pool Contractor	✓			✓			✓			\$194K
Construction	Remediation Contractor				✓						\$60K
Construction	Renovation Contractor	✓			✓		√			✓	\$65K
Construction	Restoration Contractor				✓	√			✓	✓	\$107K
Construction	Restoration Contractor				✓						\$42K
Construction	Roofing Contractor				✓						\$24K
Construction	Roofing Contractor			√	✓			✓			\$136K
Construction	Roofing Contractor				√						\$85K
Construction	Roofing Contractor						√				\$98K
Construction	Sheet Metal Contractor						√				\$34K
Construction	Sheet Metal Contractor			√	✓			✓			\$52K
Construction	Sheet Metal Contractor	√			√		√	√			\$73K
Construction	Shell Contractor				✓						\$92K
Construction	Shutter Installation			√	√		√				\$59K
Construction	Smart Home Contractor			√				√		✓	\$34K
Construction	Sod Contractor	√			√						\$105K

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2	2020 Middle Markets Success List - Year to Date											
Industry	Description	Pkg	ВОР	GL	Auto	Prop	wc	Umb	Prof Lines	Misc.	Premium	
Construction	Sod Transport				✓						\$45K	
Construction	Solar Panel Installation				✓						\$150K	
Construction	Stucco Contractor						✓				\$41K	
Construction	Swimming Pool Contractor				✓						\$40K	
Construction	Traffic Control				✓	✓	✓			✓	\$487K	
Construction	Traffic Control					✓				✓	\$77K	
Construction	Water Efficiency Contractor	✓			✓			✓			\$83K	
Distributor	Newspaper/Media							✓			\$166K	
Distributor	Oil Distribution			✓	✓	✓	✓	✓	✓		\$76K	
Financial	Bank	✓			✓		✓	✓	✓	✓	\$590K	
Financial	Financial Instituition		✓					✓	✓	✓	\$71K	
Financial	Financial Planning Advisor								✓		\$27K	
Healthcare	Health Centers						✓				\$124K	
Healthcare	Hospice				✓						\$34K	
Healthcare	Mental Health Clinics			✓			✓		✓		\$23K	
Healthcare	Mental Health Clinics							✓			\$143K	
Hospitality	Arcade/Restaurant			✓		✓					\$28K	
Hospitality	Country Club - HOA/POA	✓			✓			✓		✓	\$356K	
Hospitality	Golf Course			✓		✓		✓		✓	\$30K	
Hospitality	Hotel					✓					\$67K	
Hospitality	Hotel	✓			✓			✓		✓	\$63K	
Hospitality	Hotel	✓			✓			✓			\$64K	
Hospitality	Hotel/Resort						✓				\$359K	
Hospitality	Hotels							✓			\$99K	
Hospitality	McDonald's Restaurants				✓						\$81K	
Hospitality	Restaurant			✓							\$25K	
Hospitality	Restaurant		✓								\$22K	
Hospitality	Restaurant		✓		✓			✓			\$58K	
Hospitality	Restaurant			✓		✓		✓			\$55K	
Hospitality	Restaurant			✓				✓			\$39K	
Hospitality	Restaurant	✓			✓		✓	✓			\$92K	
Hospitality	Restaurant				✓						\$47K	
Hospitality	Restaurant		✓					✓			\$21K	
Hospitality	Restaurant			✓						✓	\$29K	
Hospitality	Restaurant/Bar						✓				\$89K	
Hospitality	RV Park		✓					✓			\$53K	
Instituition	Art Gallery			✓	✓			✓			\$54K	
Instituition	College						✓				\$61K	
Institution	Art Gallery		✓		✓		✓				\$38K	
Institution	Church	✓			✓						\$40K	
Lessors Risk	Lessors risk			✓		✓		✓			\$42K	

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UNDERWRITERS											
2	2020 Middle Mark	ets	Suc	ce	ss L	ist -	Yea	ar to		te	
Industry	Description	Pkg	ВОР	GL	Auto	Prop	WC	Umb	Prof Lines	Misc.	Premium
Lessors Risk	Lessors risk		✓								\$23K
Lessors Risk	Lessors risk					✓					\$21K
Lessors Risk	Lessors risk	✓						✓			\$64K
Lessors Risk	Lessors risk					✓					\$74K
Lessors Risk	Lessors risk									✓	\$24K
Lessors Risk	Lessors risk			✓				✓			\$48K
Manufacturing	Automation Systems			✓							\$27K
Manufacturing	Bedding Manufacturing				✓						\$30K
Manufacturing	Boat Lift Mfg.						✓				\$38K
Manufacturing	Chip Manufacturing	✓			✓			✓			\$21K
Manufacturing	Communications Equipment	✓			✓		✓	✓	✓	✓	\$124K
Manufacturing	Electrical Appliance Mfg.,						✓				\$23K
Manufacturing	Electronics Mfg.	✓			✓			✓			\$23K
Manufacturing	Furniture Manufacturing			✓	✓	✓		✓			\$128K
Manufacturing	Furniture Manufacturing				✓						\$59K
Manufacturing	Glass & Mirror				✓						\$188K
Manufacturing	Hotel Key Manufacturing	✓					✓	✓			\$31K
Manufacturing	Household Electrical Appli.	✓						✓			\$122K
Manufacturing	Metal Extrusion							✓			\$23K
Manufacturing	Pool Filter Mfg.	✓						✓			\$52K
Manufacturing	Pool Heater Manufacturing			✓	✓			✓			\$35K
Manufacturing	Tool Manufacturing		✓		✓		✓				\$25K
Office	Lessors Risk		✓								\$30K
Office	Lessors risk			✓		✓		✓			\$24K
Office	Lessors risk			✓	✓						\$21K
Office	Lessors risk	✓			✓			✓		✓	\$97K
Office	Lessors risk					✓					\$92K
Office	Lessors risk		✓					✓			\$84K
Office	Lessors risk		✓								\$25K
Office	Medical Office								✓		\$33K
Office	Medical Office							✓		✓	\$71K
Real Estate	Real Estate Agents		✓	✓				✓			\$224K
Retail	Auto Parts Sales/Recycler						✓				\$71K
Retail	Furniture Store							✓			\$203K
Retail	Furniture Store				✓						\$25K
Retail	Generator Sales/Svc.			✓							\$46K
Retail	Graphic Design	✓						✓			\$28K
Retail	Grocery Store	✓					✓				\$69K
Retail	Grocery Store			✓		✓		✓			\$32K
Service	Appliance Installation			✓	✓					✓	\$384K

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UNDERWRITERS											
	2020 Middle Mark	ets	Suc	cce	ss L	ist -	Yea	ar to		te	
Industry	Description	Pkg	ВОР	GL	Auto	Prop	WC	Umb	Prof Lines	Misc.	Premium
Service	Attorney				✓						\$26K
Service	Base Camp Support Svcs.			✓				✓		✓	\$147K
Service	Computer Programming							✓		✓	\$16K
Service	Direct Mail Operations	✓									\$21K
Service	Engineering Firm				✓						\$26K
Service	Environmental Consultant	✓		✓				✓			\$67K
Service	Event Rental						\				\$21K
Service	Funeral Home		✓								\$21K
Service	Machine Shop				✓						\$41K
Service	Mechanic				✓					✓	\$57K
Service	Medical Waste Disposal			✓	✓			✓			\$177K
Service	Mobile Mechanic						✓			✓	\$44K
Service	Printer - Signs/Books/Magazines	✓			✓		✓	✓			\$22K
Service	Software Consultant	✓			✓			✓			\$28K
Service	Trash Bin/Dumputer Cleaning				✓						\$55K
Service	Waste Hauling						✓				\$64K
Technology	Cell Reproduction			✓				✓	✓		\$32K
Technology	Software Developer									✓	\$20K
Technology	Technology Firm		✓								\$24K
Technology	Wi-Fi Mgmt. Company	✓									\$77K
Wholesale	Appliance & Consumer Electronics									√	\$84K
Wholesale	Auto Parts Distributor		✓		✓						\$35K
Wholesale	Auto Parts Distributor	✓			✓						\$38K
Wholesale	Battery Distributor				✓						\$27K
Wholesale	Cookware Distributor	✓					✓	✓			\$56K
Wholesale	Electrical Distributor					✓					\$40K
Wholesale	Electrical Equipment	✓									\$26K
Wholesale	Electronics Distributor				✓						\$51K
Wholesale	Fruit & Vegetable Distributor				√		✓				\$373K
Wholesale	Grocery Distributor				✓						\$29K
Wholesale	Meat Distributor				✓						\$39K
Wholesale	Medical Supplies			✓					✓		\$51K
Wholesale	Plant Distributor									✓	\$16K
Wholesale	Plumbing Supplies	✓			✓			✓			\$376K
Wholesale	Tech Products									✓	\$27K
Wholesale	Tire Distributor							✓			\$21K

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