

# Surplus Line

ASSOCIATION OF WASHINGTON



ANNUAL REPORT  
**2024**

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## OUR MISSION

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- Promote a stable Non-Admitted insurance market in the State of Washington to offer viable options to the insurance buying public.
- Encourage and facilitate compliance by its members with the laws of the State of Washington and of the United States of America relative to surplus line insurance coverage, and with the laws, rules and regulations of the Office of the Insurance Commissioner of the State of Washington.
- Provide means for the examination of surplus line policies placed by members on Washington risks in accordance with Rules as established by the Association, and as may be amended from time to time, and provide assistance, as appropriate, to members in filing and compliance.
- Supply educational support to the members of the Association including dissemination of information regarding laws, rules and regulations relevant to surplus lines insurance. Support insurance education relative to surplus lines insurance in the State of Washington through sponsorship of training classes and seminars, or grants of money or expertise to educational institutions.
- Communicate with the Legislature and Office of the Insurance Commissioner in support of our members and the Non-Admitted Marketplace.
- Collaborate with the Office of the Insurance Commissioner of the State of Washington on Annual Tax Statement Reporting.



## LETTER FROM OUR PRESIDENT



Thank you for your continued support and commitment to the Surplus Line Association of Washington!

Over the past year, we've experienced many successes that have allowed us to grow and strengthen our association. In this ever-evolving environment, we've remained agile and proactive in meeting the challenges of our industry. This year, we carefully reviewed our financial data and made the decision to raise the stamping fee. This adjustment ensures that we can continue to provide the high-quality services and resources our members rely on, while also enabling us to support the growth and stability of the surplus lines market in Washington. This decision reflects our commitment to both fiscal responsibility and long-term sustainability, allowing us to better serve our members and the broader community.

We have also continued to prioritize education, with a focus on providing valuable learning opportunities for our members and the next generation of industry professionals. In addition to offering scholarships and continuing education classes, we are proud to announce the creation and implementation of our first ever Summer Internship Program. This program provides college students and young adults with an opportunity to learn about the surplus lines insurance industry firsthand. By introducing our interns to industry professionals and providing educational experiences, we hope to inspire and equip the future workforce with the knowledge and skills necessary to thrive.

None of these accomplishments would be possible without the dedication of our members and colleagues. Whether you're an underwriter, broker, or hold another vital role in our community, your hard work and commitment are the driving forces behind our successes. I would also like to extend special thanks to our board members, staff, and partners whose effort and collaboration continue to guide and support the mission of our association.

Together, we will continue to strengthen the surplus lines community in Washington State and ensure its continued growth and success.

**Connie Divelbiss**  
Risk Placement Services

## — A MESSAGE FROM OUR CEO & EXECUTIVE DIRECTOR —



As Sun Tzu wisely said, “In the midst of chaos, there is also opportunity.” The past five years have brought both significant challenges and opportunities, particularly within our nation, the global economy, and the insurance market. While overall market growth remains strong, the State of Washington has seen an overwhelming surge in demand for insurance coverage—demand that has outstripped the capacity of admitted carriers. This increased need has coincided with a period of substantial transformation within the Surplus Lines Association.

For nearly a decade, our systems and processes have remained largely unchanged. However, with the raising of the stamping fee at the beginning of this year, we are now funding the modernization of our systems to better support our operations and serve our members.

In this new chapter, the Association is committed to modernizing its infrastructure, streamlining the filing process, and reducing the administrative burden on our members. A key area of focus is improving communication, ensuring that our members have timely and relevant updates on filing requirements, educational opportunities, and legislative matters. Our commitment to excellence also extends to enhancing our educational offerings and conducting member feedback sessions to help guide our technological upgrades. To support these efforts, we have strategically invested in our workforce, ensuring that we have the right resources to operate efficiently. Additionally, we have optimized our workspace, resulting in cost savings that will be reinvested into enhancing member services. This comprehensive approach reflects our vision to position the Association as a modern, credible leader in the surplus line community.

As we move forward, we are confident that these transformative efforts will not only streamline operations but also foster greater engagement, collaboration, and success within the surplus lines market. Our collective efforts today will build a stronger foundation for tomorrow, empowering us to better serve our members and navigate the evolving landscape with confidence. Together, we are poised for continued growth, innovation, and success in the years ahead.

**Joy Erven, MBA**

CEO & Executive Director



# NATIONAL PREMIUM & ITEMS

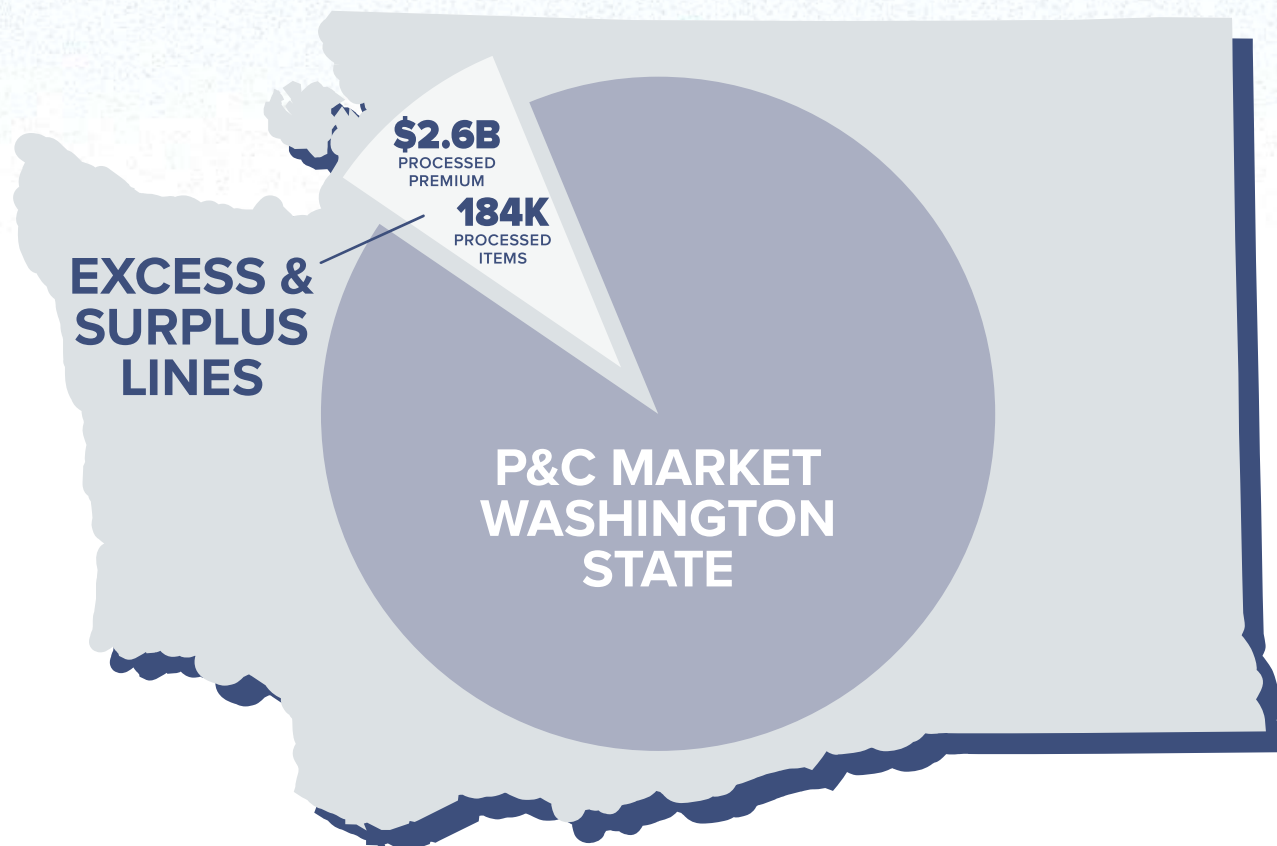
BASED ON 2024 ANNUAL STAMPING OFFICE REPORTING\*

Line of Business	2024 Premium	2023 Premium	% of Total	% Growth
Liability (Non-Professional)	\$30,177,909,108	\$27,139,444,971	37.0%	11.2%
Property	\$26,863,642,725	\$24,201,457,449	32.9%	11.0%
Professional Liability	\$7,517,606,022	\$7,290,666,645	9.2%	3.1%
Multi-Peril	\$5,238,597,998	\$4,613,190,268	6.4%	13.6%
Residential, Homeowners and Other Personal Property	\$3,964,489,669	\$3,007,690,391	4.9%	31.8%
Auto Liability	\$3,422,281,913	\$2,124,168,490	4.2%	61.1%
Other	\$1,714,783,784	\$1,651,387,539	2.1%	3.8%
Auto Physical Damage	\$1,227,916,845	\$1,508,436,945	1.5%	-18.6%
Inland Marine	\$1,172,360,464	\$989,603,096	1.4%	18.5%
Disability/A&H	\$339,987,081	\$309,016,870	0.4%	10.0%
<b>Totals</b>	<b>\$81,639,575,608</b>	<b>\$72,835,062,665</b>	<b>100.0%</b>	<b>12.1%</b>

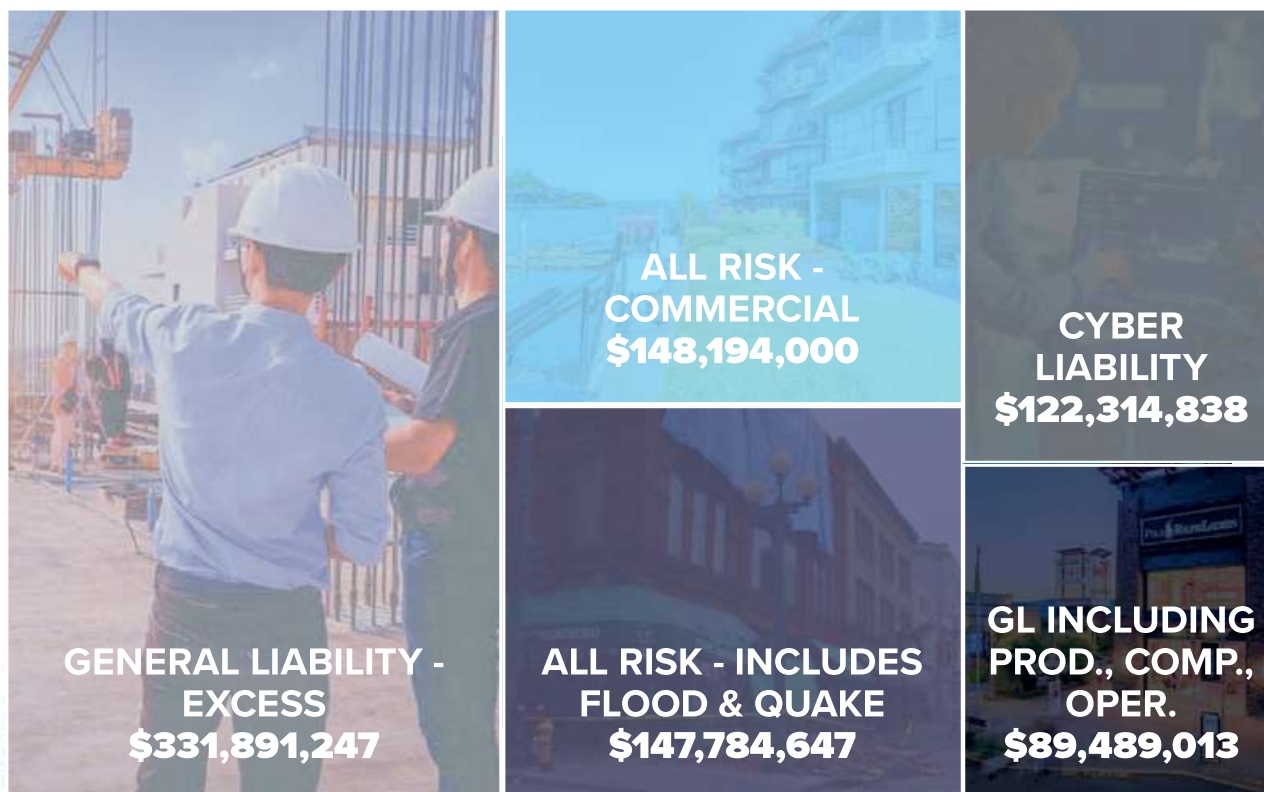
Line of Business	2024 Transactions	2023 Transactions	% of Total	% Growth
Liability (Non-Professional)	2,410,223	2,291,289	36.7%	5.2%
Property	1,060,044	944,220	16.2%	12.3%
Professional Liability	310,821	305,567	4.7%	1.7%
Multi-Peril	538,512	499,326	8.2%	7.8%
Residential, Homeowners and Other Personal Property	1,263,962	1,035,359	19.3%	22.1%
Auto Liability	186,961	208,295	2.8%	-10.2%
Other	325,363	301,680	5.0%	7.9%
Auto Physical Damage	125,723	134,230	1.9%	-6.3%
Inland Marine	240,655	167,510	3.7%	43.7%
Disability/A&H	99,512	107,021	1.5%	-7.0%
<b>Totals</b>	<b>6,561,776</b>	<b>5,994,498</b>	<b>100.0%</b>	<b>9.5%</b>

*\*The fifteen (15) stamping office states accounted for 63% of all U.S. surplus lines premium volume in 2024, making this chart a valuable indicator of the total U.S. surplus lines market.*

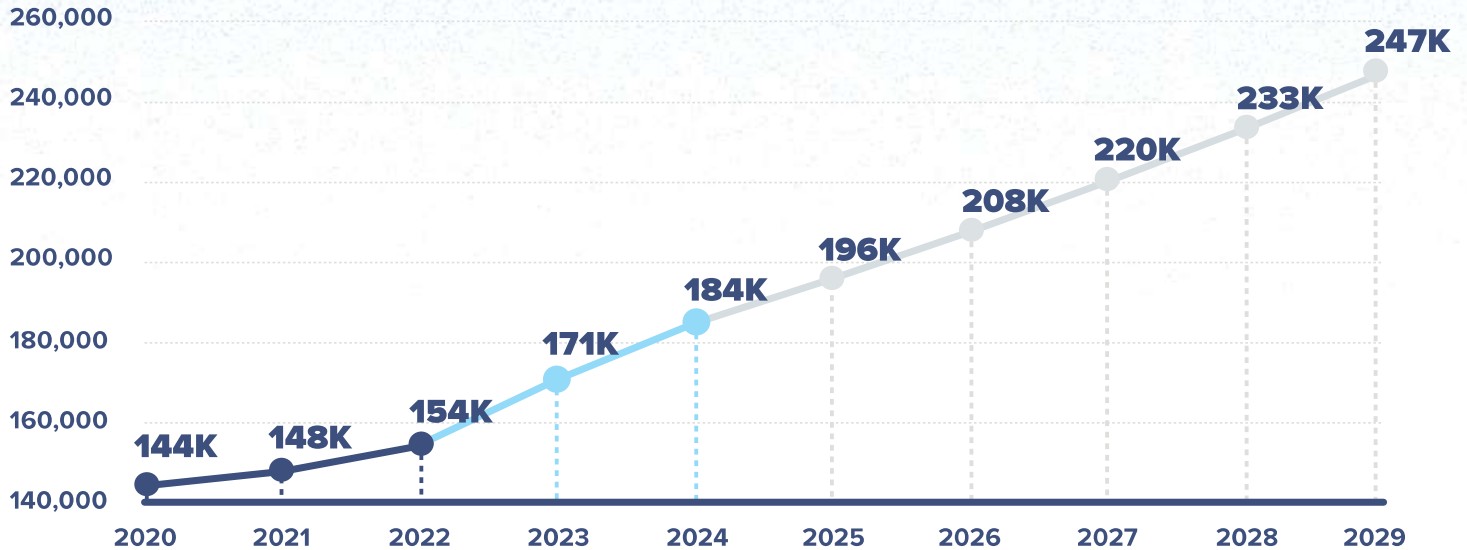
## WASHINGTON FISCAL YEAR SUMMARY 2024



## WASHINGTON TOP 5 COVERAGES OF 2024



## 5 YEAR GROWTH ITEMS



“ Understanding the needs of our members hinges on the number of items (transactions), which serve as a critical metric in our outreach and support efforts.

While premium growth remains a point of interest, it is the volume and nature of transactions that truly reflect our members' engagement and needs.

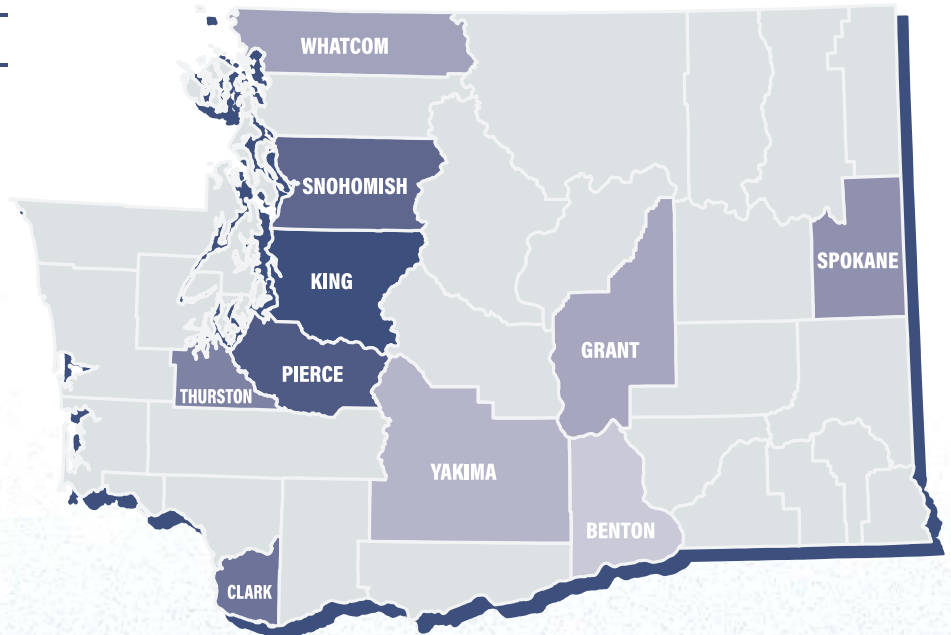
By closely monitoring filed transactions, we can better assess where to direct our attention, innovate our services, and enhance system capabilities.

This focus allows us to not only meet, but also anticipate the needs of our members, equipping them with the right resources and education to succeed.

This is just another way we are fulfilling our mission, providing seamless compliance solutions and services for our members.

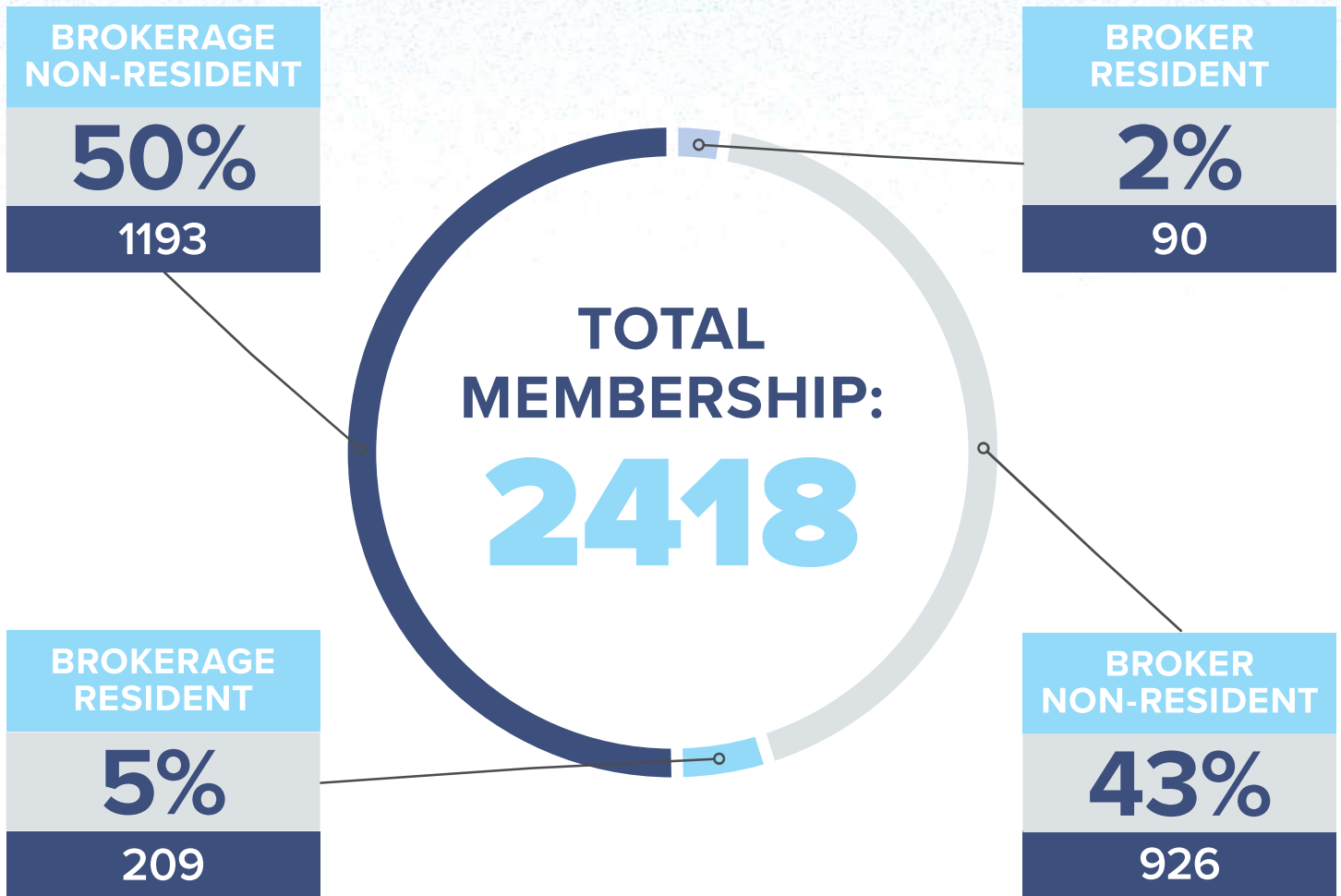
## TOP 10 COUNTIES

RANK	COUNTY	PREMIUM
1	King	\$1.4B
2	Pierce	\$191K
3	Snohomish	\$162K
4	Clark	\$140K
5	Thurston	\$109K
6	Spokane	\$107K
7	Whatcom	\$73K
8	Grant	\$47K
9	Yakima	\$40K
10	Benton	\$28K





## MEMBERSHIP METRICS



# IN 2024...

...we helped our members earn **257** Continuing Education Hours and **32** Ethics Hours

...we invested **\$10,000** on furthering education for our members via paid scholarship

...we provided one-on-one training for **67** brokers

...we answered **2,224** general questions

...**87** new brokerage members joined



## 2024 TOP CARRIERS

Insurer Name	Policy Count	Premiums and Fees
Underwriters at Lloyd's, London	24,360	\$250,001,765.73
National Fire & Marine Insurance Company	2,662	\$110,059,910.57
Lexington Insurance Company	944	\$101,796,239.42
Certain Underwriters at Lloyds, London	12,433	\$95,193,918.29
Scottsdale Insurance Company	21,784	\$71,043,176.29
Aig Specialty Insurance Company	632	\$60,520,059.98
Allied World Assurance Company (US), Inc.	388	\$53,609,351.82
Columbia Casualty Company	748	\$49,102,831.29
Kinsale Insurance Company	4,474	\$46,927,400.92
Associated Electric & Gas Insurance Services, Ltd. (Aegis)	42	\$45,295,611.00
Evanston Insurance Company	7,162	\$36,456,470.83
Starr Surplus Lines Insurance Company	158	\$33,780,986.80
Steadfast Insurance Company	615	\$33,778,257.98
Cincinnati Specialty Underwriters Insurance Company	4,083	\$33,455,154.00
Landmark American Insurance Company	539	\$32,457,946.69
Westchester Surplus Lines Insurance Company	1,023	\$27,146,101.50
Accelerant Specialty Insurance Company	1,575	\$26,367,434.84
Endurance American Specialty Insurance Company	227	\$25,802,444.06
Allied World Surplus Lines Insurance Company	1,729	\$25,646,899.52
Arch Specialty Insurance Company	1,758	\$25,003,683.77
Liberty Surplus Insurance Corp.	135	\$24,975,995.61
Admiral Insurance Company	1,150	\$24,736,883.72
Mobilitas Insurance Company	92	\$24,568,546.43
Everest Indemnity Insurance Company	406	\$24,401,230.31
Qbe Specialty Insurance Company	383	\$23,158,799.81
Crum & Forster Specialty Insurance Company	1,167	\$23,098,902.35
Nautilus Insurance Company	4,729	\$22,847,223.67
Northfield Insurance Company	4,594	\$22,051,001.46
James River Insurance Company	1,472	\$21,435,902.00
Palomar Excess & Surplus Insurance Company	3,525	\$21,401,871.06
Princeton Excess & Surplus Lines Insurance Company	663	\$21,225,977.47
Starstone Specialty Insurance Company	989	\$20,470,081.11
General Star Indemnity Company	713	\$20,160,243.87
Old Republic Union Insurance Company	369	\$19,737,477.75
Axis Surplus Insurance Company	432	\$19,651,721.51
Navigators Specialty Insurance Company	370	\$19,418,185.96
Indian Harbor Insurance Company	2,063	\$18,791,412.38
Ironshore Specialty Insurance Company	217	\$18,674,627.83
United Specialty Insurance Company	521	\$17,788,810.65
Trisura Specialty Insurance Company	2,000	\$17,670,017.53
Gemini Insurance Company	703	\$17,491,885.95
Great Lakes Insurance Se	2,699	\$17,383,210.02
Golden Bear Insurance Company	1,137	\$16,466,282.25
Obsidian Specialty Insurance Company	2,434	\$16,134,467.17
Colony Insurance Company	1,120	\$16,118,178.46
Atlantic Casualty Insurance Company	5,149	\$16,068,333.09
Associated Industries Insurance Company, Inc.	985	\$15,978,198.90
American International Group Uk Limited	41	\$15,889,823.10
Mesa Underwriters Specialty Insurance Company	3,973	\$15,476,460.15
Beazley Excess & Surplus Insurance, Inc.	174	\$15,284,692.27

## BOARD OF DIRECTORS



**CONNIE DIVELBISS**  
Risk Placement Services  
President



**CRISTI CARRINGTON**  
Brown & Riding Insurance Services  
Vice President



**GRETCHEN ECHELBARGER**  
R-T Specialty  
Secretary-Treasurer



**ANNE LUND**  
Brown & Riding Insurance Services  
Director



**LINDA MUSSELMAN-GALANTI**  
AmWINS Brokerage of Washington  
Director



**KATY PETERSON**  
Berkshire Hathaway Specialty Insurance  
Director



**ROY RANKIN**  
Superior Underwriters  
Director



**RICHARD WHITE**  
Complement Marine  
Director



**JEFF ABRAM**  
Cochrane & Company  
Past President

## OUR TEAM

### ADMINISTRATION

**JOY ERVEN**  
CEO & Executive Director

**NICOLE WALDEN**  
Executive Assistant

**YASMEEN DARCAZALLIE**  
Media & Marketing

**AREZOO JANGI**  
Accounting Manager

### MEMBERSHIP & COMPLIANCE

**JACQUELINE VASSALLO**  
AVP, Membership & Compliance

**COURTNEY GOSNEY**  
Membership & Outreach Administrator

### EXAMINATION

**ARI O'NEILL**  
AVP, Examination

**CAROL DURANT**  
AVP, Examination

**TISH CHRISTMAN**  
Examiner

**DIANA GORG**  
Examiner

**LISA GARCIA**  
Examiner

**JASON LARSEN**  
Examiner

**KATHY NAKATA**  
Examiner

**KRISTEN PETERSON**  
Examiner

**ANITA ROMO**  
Examiner

**ANDRA TIERNEY**  
Examiner



IN MEMORIAM  
**THOMAS EDWARD FENN**

JANUARY 21, 1946 - MAY 1, 2024



In 2024, the surplus line community lost our friend and colleague, Tom Fenn. Tom passed away at the age of 78, after a courageous battle with cancer.

Tom had a remarkable career spanning over four decades in the insurance industry, holding prominent positions at Marsh & McLennan Companies, Willis Towers Watson and most recently as an examiner with the SLA of Washington.

Beyond his professional achievements with the Surplus Line Association of Washington, Tom was a devoted family man. He cherished his wife, Kathy, with whom he celebrated nearly 52 years of marriage. Tom took great pride in his children, Brian and Karin, and adored his three grandchildren, Graham, Odin, and Aneva.

An avid athlete, Tom's love for sports was evident in his participation and coaching of swimming at both Washington State University and Pacific Lutheran University. He embraced challenges, completed many marathons and triathlons well into his 70s, even conquering Mt. Rainier.

His kind heart, great sense of humor, and willingness to help others made him not just a respected colleague, but also a dear friend to many.

Tom's passing leaves a significant void within our organization and in the hearts of all who knew him.

*"I appreciated Tom for his friendly nature, and always enjoyed chatting and spending time with him. He had a wealth of knowledge and freely shared it with others."*

*"I feel lucky to have known him as my friend and colleague. I miss him deeply."*

*"In every interaction I had with Tom, his wonderful sense of humor and eagerness to help always shined through."*

*"Tom's wealth of knowledge and kindness made him an invaluable part of our team; his joyful spirit will be greatly missed."*

*"Tom had a unique way of sharing his expertise in the insurance industry, and was always ready to lend a hand or share his perspective with those around him."*

*"I remember Tom for not only his impressive accomplishments, like completing the Ironman Triathlon in Hawaii, but for the genuine warmth he brought into our lives."*

*"Tom was a bright light. He was always in a good mood and always willing to take a few minutes out of his day to teach me, share a funny story or ask about my day. He was just an all-around great person."*



# Surplus Line

ASSOCIATION OF WASHINGTON

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## COMPLIANCE EDUCATION PARTNERSHIP

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