



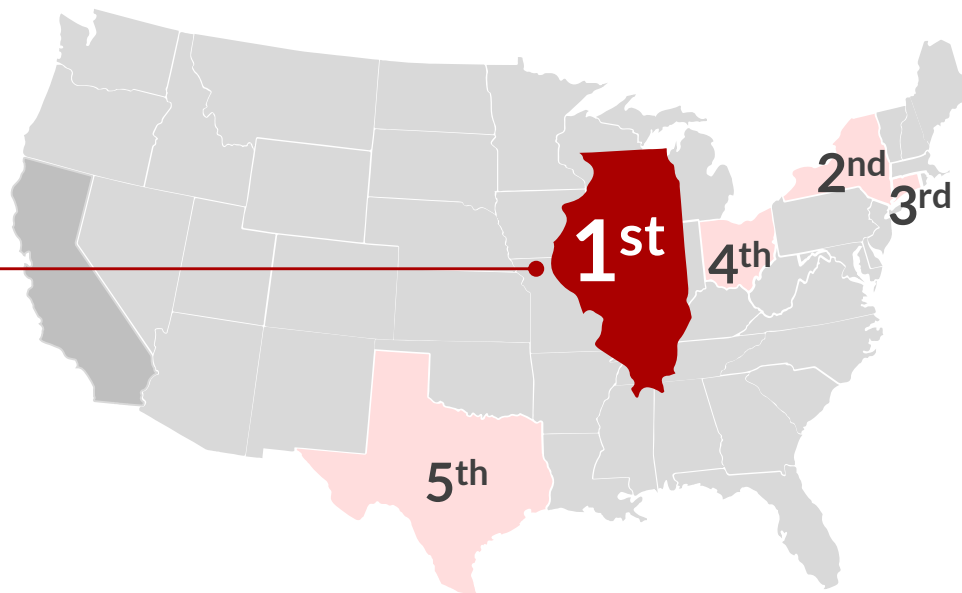
Impact of Illinois Insurance Industry on State of Illinois

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Illinois State University

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Ranking of Illinois Insurance Premiums Written

State, District, Territory Ranking By Sector – Premiums Written 2015



Illinois

P&C	1 st
Life	14 th
Health	2 nd



New York

P&C	7 th
Life	2 nd
Health	3 rd



Connecticut

P&C	7 th
Life	1 st
Health	32 nd



Ohio

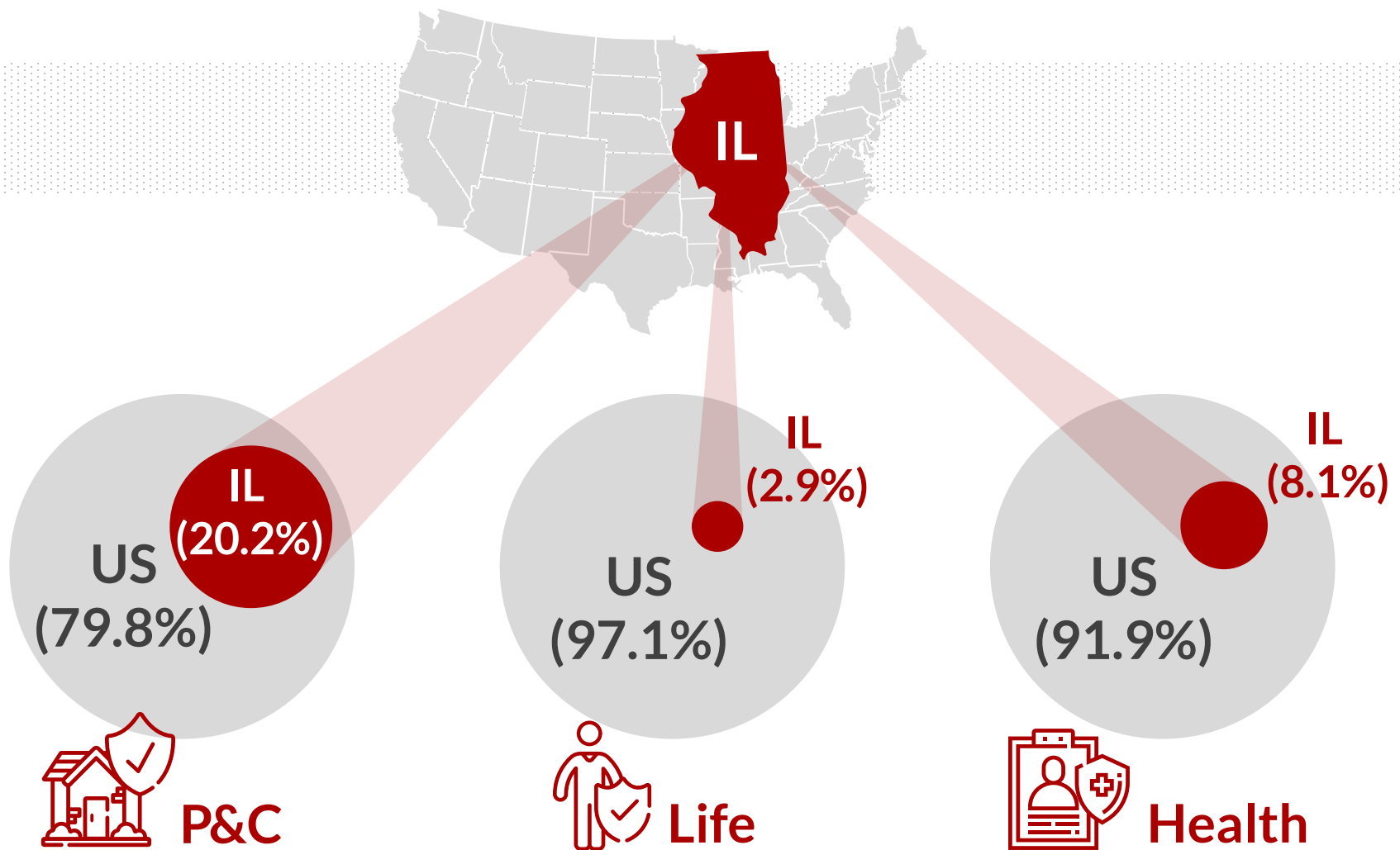
P&C	2 nd
Life	8 th
Health	7 th



Texas

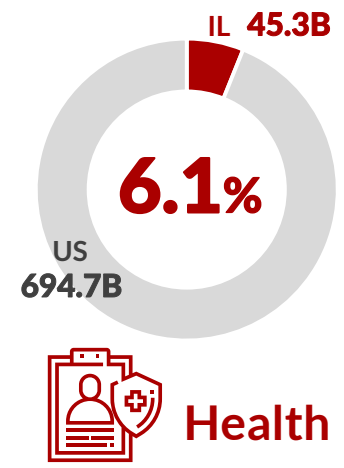
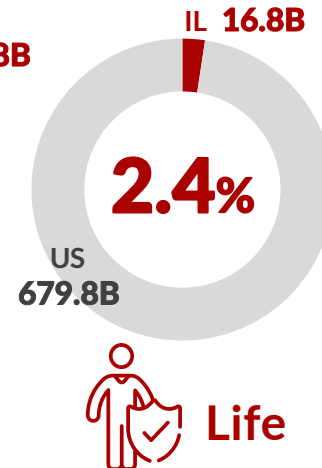
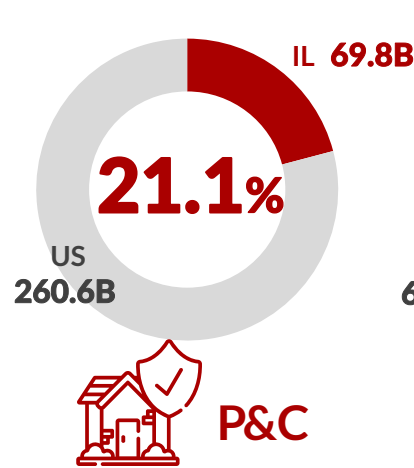
P&C	6 th
Life	9 th
Health	6 th

\$183.6 Billion in Premiums Written by Illinois Insurers in 2016



Losses Paid by Illinois Insurers as Percentage of U.S. Payments

Illinois insurers are financially strong and can financially weather these catastrophes



Illinois Insurers Policyholder Surplus

175.7 B



P&C

23.6 B



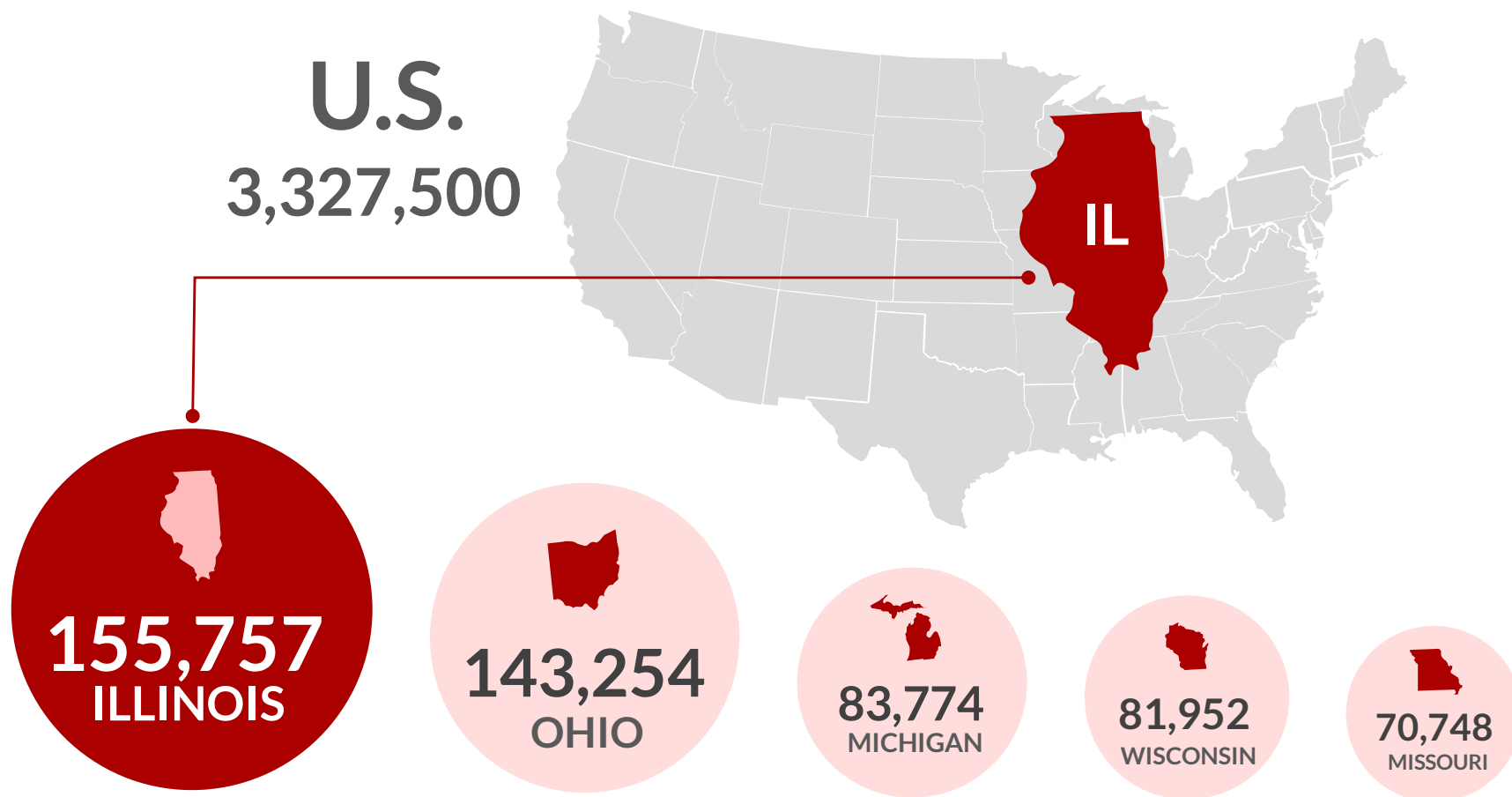
Life

14.8 B



Health

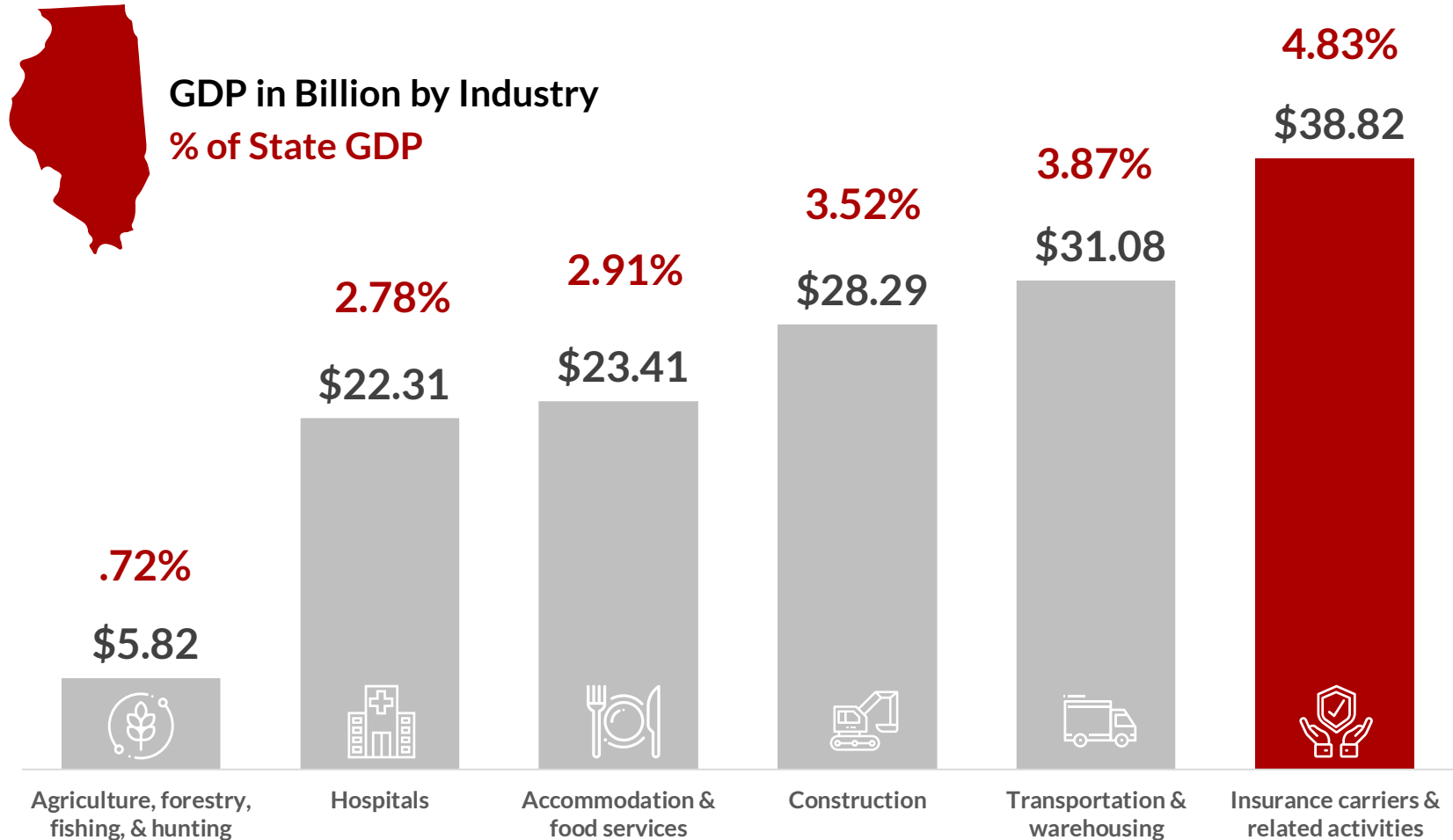
Total Full-Time and Part-Time Direct Employment in Insurance



Additional 16,194 people who are self-employed, and additional 150,000 in indirect jobs working with insurance as technology vendors, service contractors, professional consultants, and suppliers

Illinois Gross Domestic Product by Industry in 2016

Insurance is important to the state of Illinois GDP



\$72,070

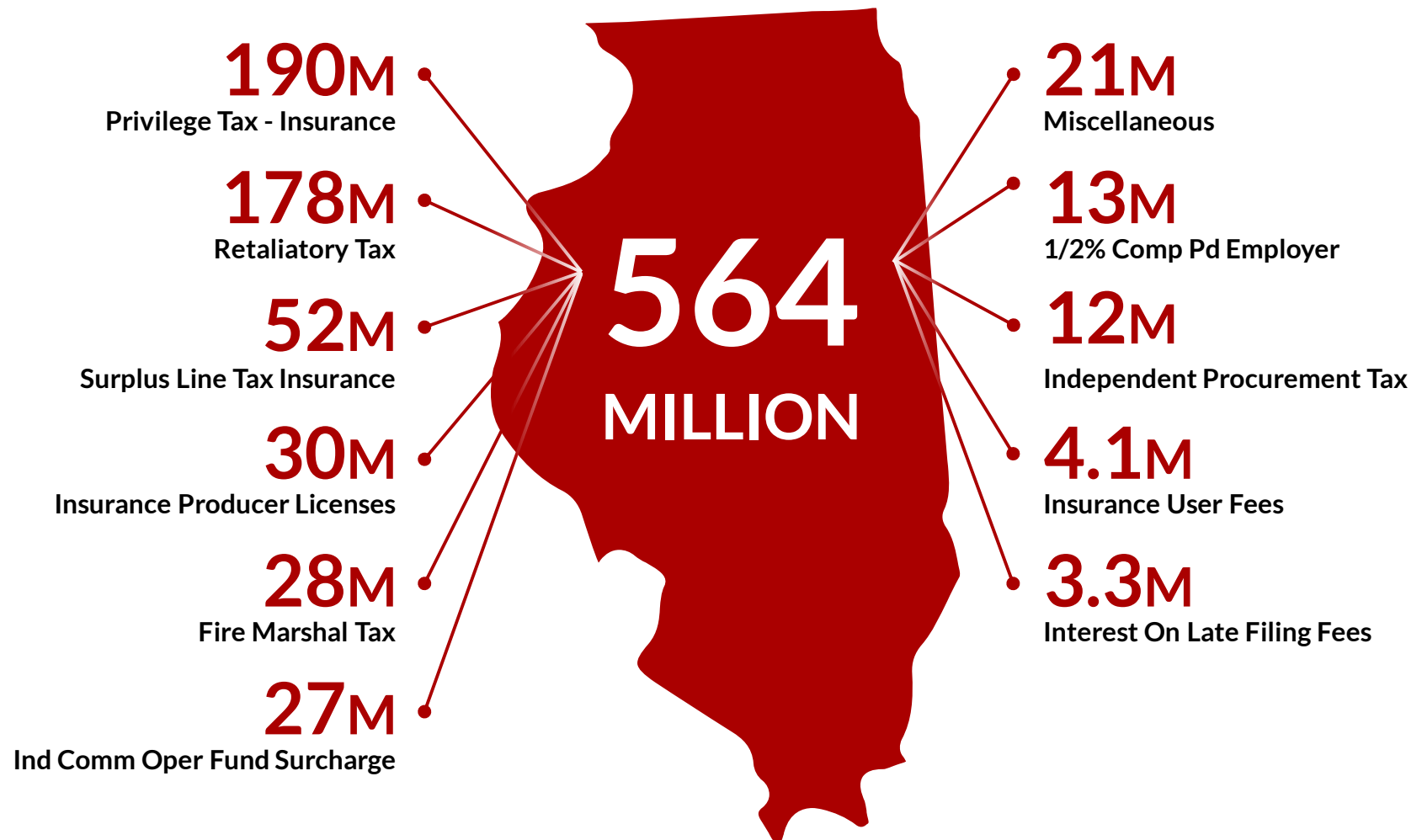
Average insurance job salary

(which is about twice that of average of all occupations in Illinois).

Illinois Insurance Industry Occupation (SOC code)	Illinois Annual Mean Wage 2017	National Annual Mean Wage 2017 Insurance Industry
All Insurance Occupations	\$72,070	\$67,350
Claims Adjusters Examiners and Investigators(131031)	\$66,030	\$66,340
Personal Financial Advisors(132052)	\$121,750	\$124,140
Insurance Underwriters(132053)	\$76,990	\$77,660
Insurance Sales Agents(413021)	\$66,080	\$66,990
Securities Commodities and Financial Services Sales Agents (413031)	\$86,070	\$97,440
Insurance Claims and Policy Processing Clerks(439041)	\$43,410	\$41,090
Actuaries (15-2011)	\$110,710	\$114,850

Illinois Revenue from Insurers 2018

Illinois insurers pay a large number of taxes



Investments of Illinois Insurers

\$93 billion invested in municipal bonds

Cash & Investments

462.8 B

Health Insurers

15.87 B

Life Insurer

178.35 B

P&C Insurer

268.57 B

Net Bonds

330.62 B

Health Insurers

11.96 B

Life Insurers

135.27 B

P&C Insurers

183.38 B



Insurance Agents and Brokers Workforce in Illinois in 2017



72,467

Resident



134,937

Non-resident

Occupational Title	Employment (Estimated)	Percentage of Total Emp.
All Occupation*	38,562	100%
Insurance Sales Agents	13,350	34.62%
Customer Service Representatives*	5,630	14.60%
Insurance Claims and Policy Processing Clerks*	4,219	10.94%
Business and Financial Operations Occupations*	4,330	11.23%
Management Occupation*	1,932	5.01%
Insurance Sales**		