

**Att. 7 - Review of 2022 P&C Results and Ancillary Revenues**

	<u>Premium Volume</u>		<u>Chg</u>	<u>Commission Revenue</u>		<u>Chg</u>
	<u>2021</u>	<u>2022</u>		<u>2021</u>	<u>2022</u>	
Commercial Lines	\$7,276,098	\$7,755,816	6.6%	\$1,066,646	\$1,138,473	6.7%
Personal Lines	\$2,947,848	\$3,014,935	2.3%	\$375,485	\$385,280	2.6%
<b>Total Commission</b>	<u>\$10,223,946</u>	<u>\$10,770,751</u>	<b>5.3%</b>	<u>\$1,442,131</u>	<u>\$1,523,753</u>	<b>5.7%</b>
Profit Sharing (est)				\$59,413	\$40,298	
Exp Reimbursement (est)				\$52,460	\$52,813	
<b>Total Combined Revenue</b>				<u>\$1,554,004</u>	<u>\$1,616,864</u>	

Note: Profit sharing figures are recorded in the year indicated but reflect the prior experience year.