

## Att. 7 - Review of 2023 P&C Results and Ancillary Revenues

	<u>Premium Volume</u>			<u>Chg</u>	<u>Commission Revenue</u>			<u>Chg</u>
	2021	2022	2023		2021	2022	2023	
Commercial Lines	\$7,276,098	\$7,755,816	\$8,102,605	4.5%	\$1,066,646	\$1,138,473	\$1,197,827	5.2%
Personal Lines	\$2,947,848	\$3,014,935	\$3,358,393	11.4%	\$375,485	\$385,280	\$432,195	12.2%
<b>Total Commission</b>	<u>\$10,223,946</u>	<u>\$10,770,751</u>	<u>\$11,460,998</u>	6.4%	<u>\$1,442,131</u>	<u>\$1,523,753</u>	<u>\$1,630,022</u>	7.0%
Profit Sharing					\$59,413	\$40,298	\$106,323	
Exp Reimbursement (est)					\$52,460	\$52,813	\$64,202	
<b>Total Combined Revenue</b>					<u>\$1,554,004</u>	<u>\$1,616,864</u>	<u>\$1,800,547</u>	

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