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The Current Environment of the SDI Market

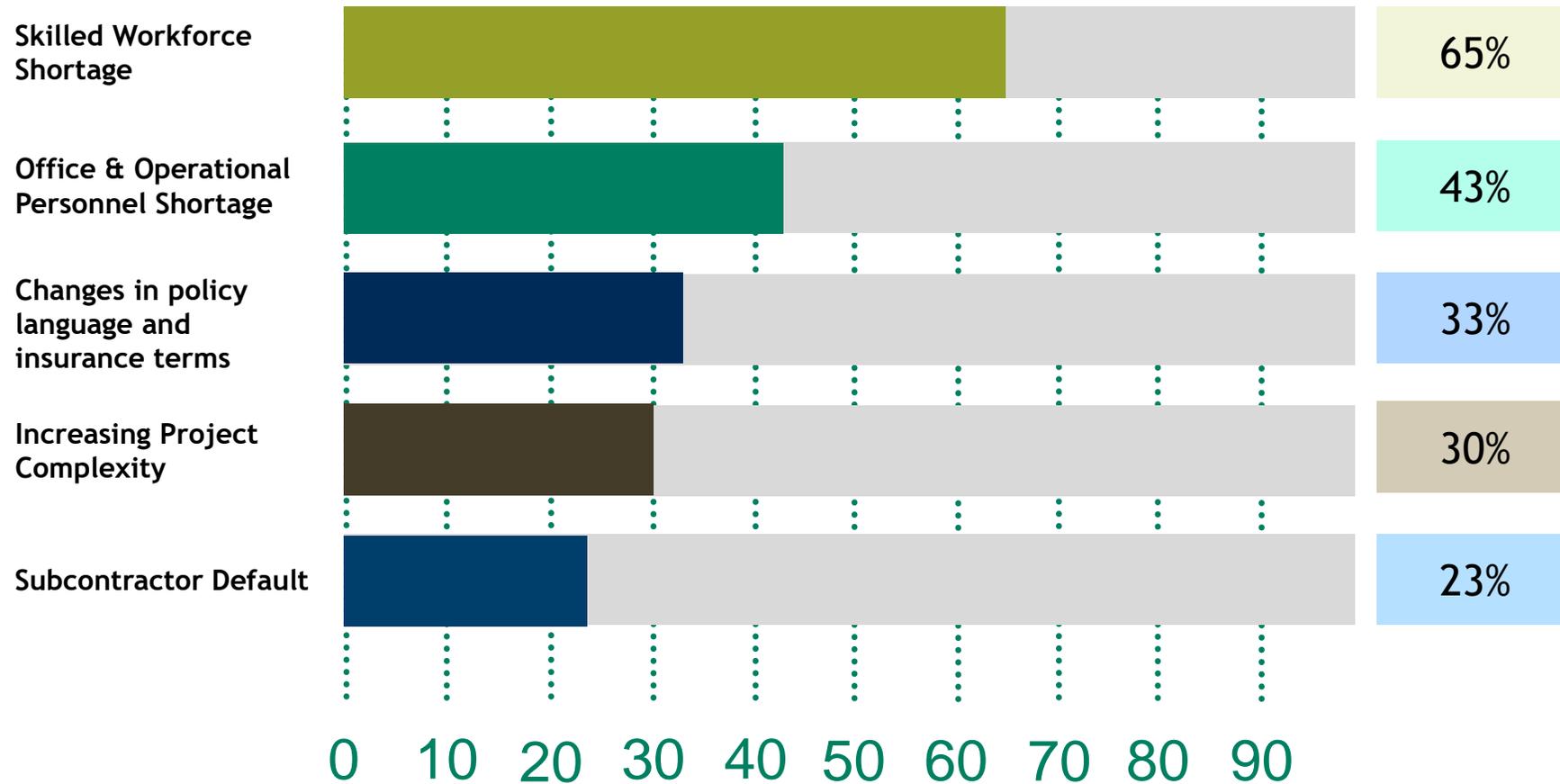
Bringing together data gathered from the SDI market over the last several years, we will explore the trends, traits and rates that are occurring in today's market.

- **Trends**
 - What are the leading cause of default in today's SDI market space
 - Where do we see this going?
- **Traits**
 - What are the primary Root Causes of default in today's SDI market space: Traits & Trades
 - Where do we see this going?
- **Rates**
 - How are owners and agencies viewing SDI in today's market space?
 - What are the Rates we're seeing charged Nationally and Regionally?
 - Where do we see this going?

TRENDS

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Top Risks - 2019

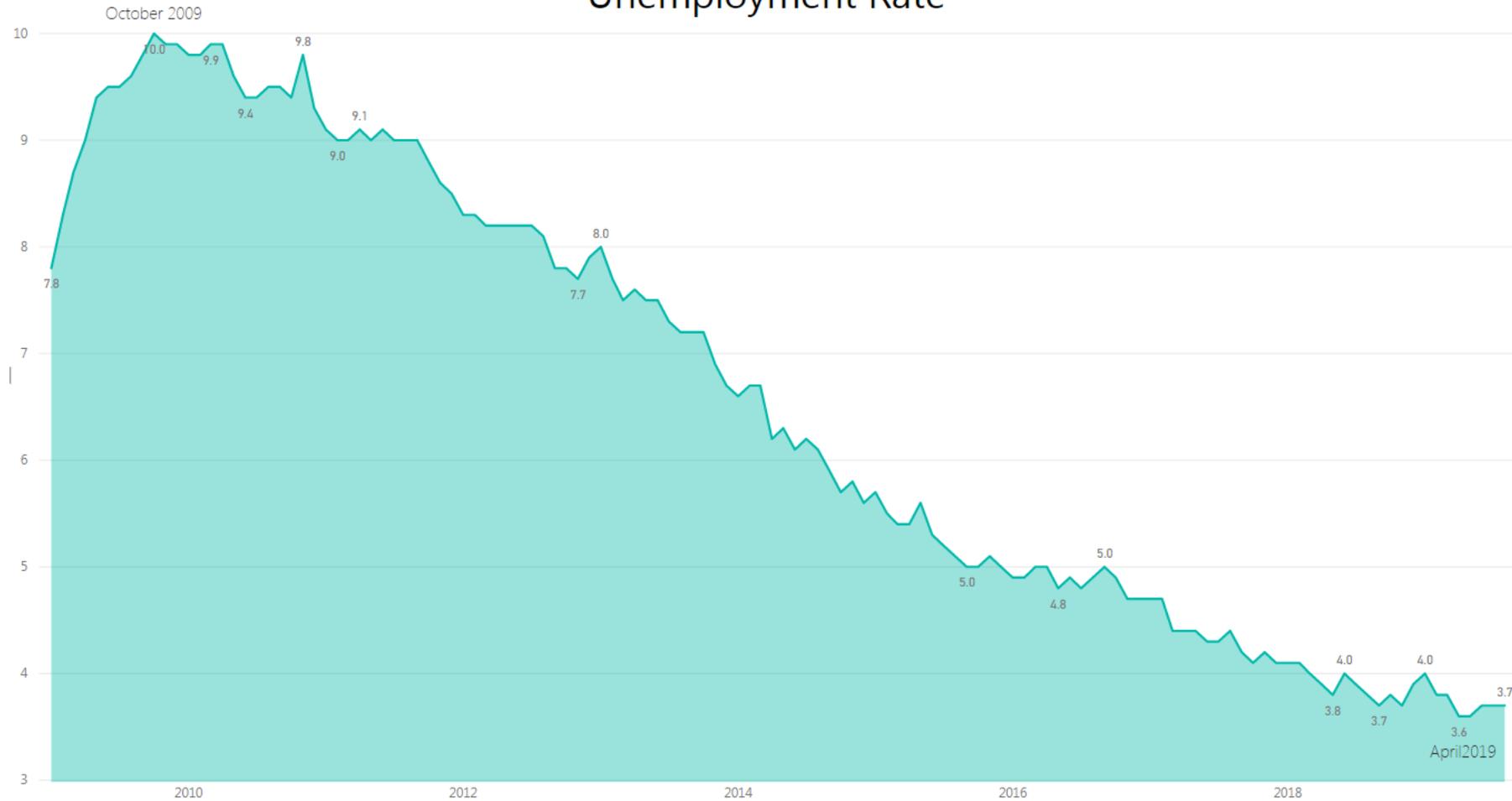


The 2019 AGC/FMI Risk Management Survey

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Skilled Workforce - Field

Unemployment Rate



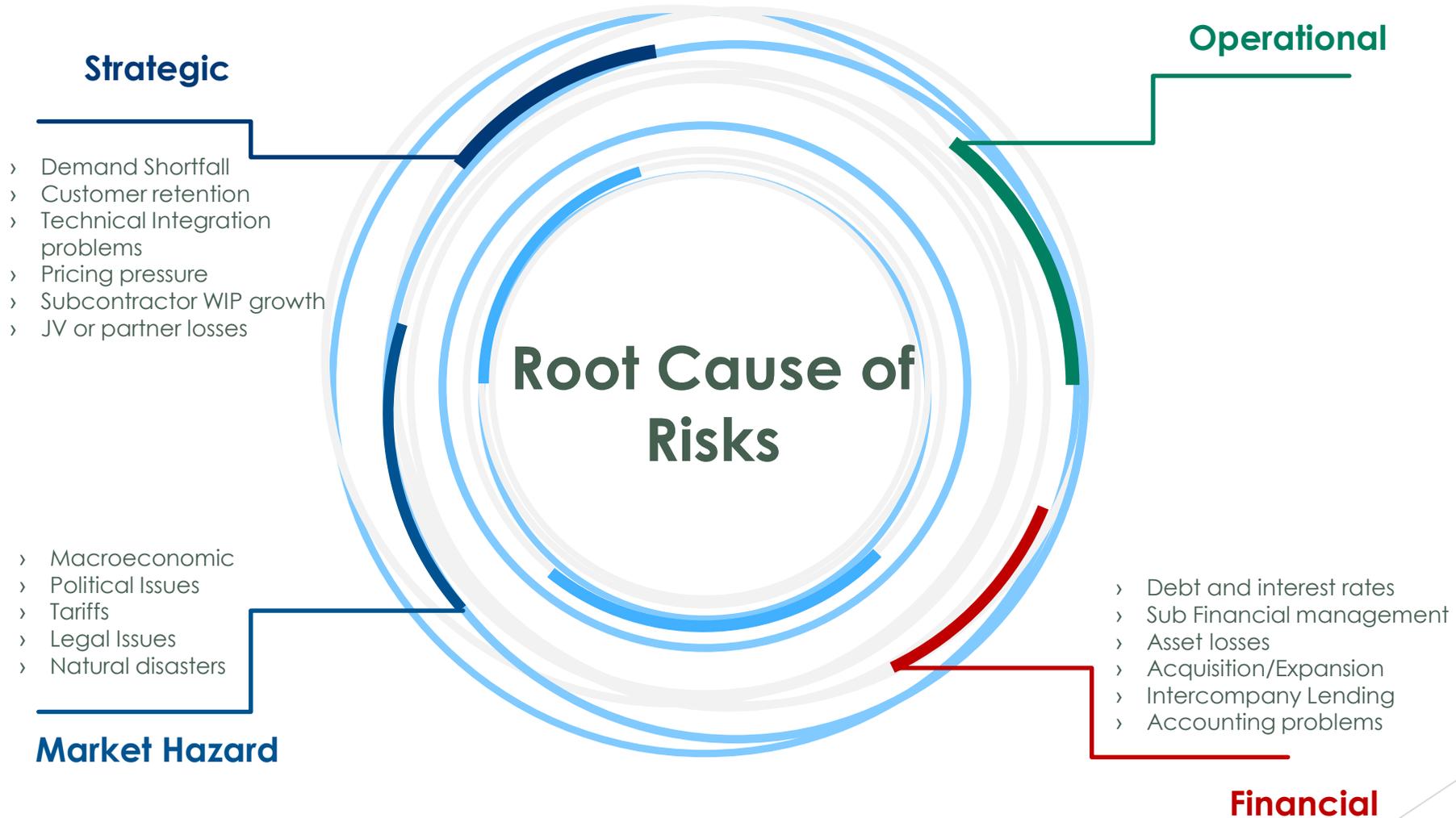
Subcontractors are overextended

- Firms are establishing “Construction Academy’s”
- Working with local and national colleges and training center’s.

Bls.gov

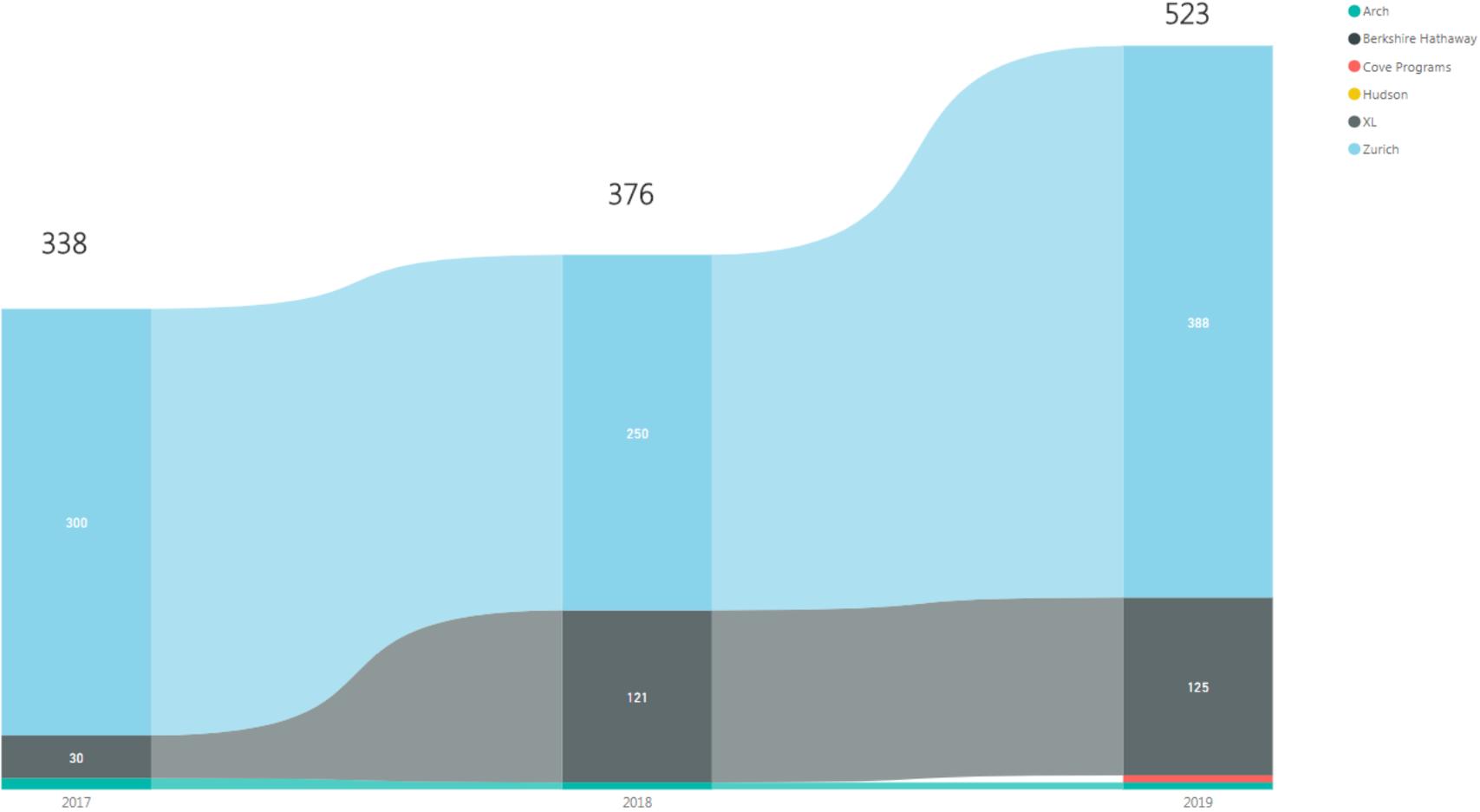
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Cause of Risk - 2019



Market Pulse - SDI Claims

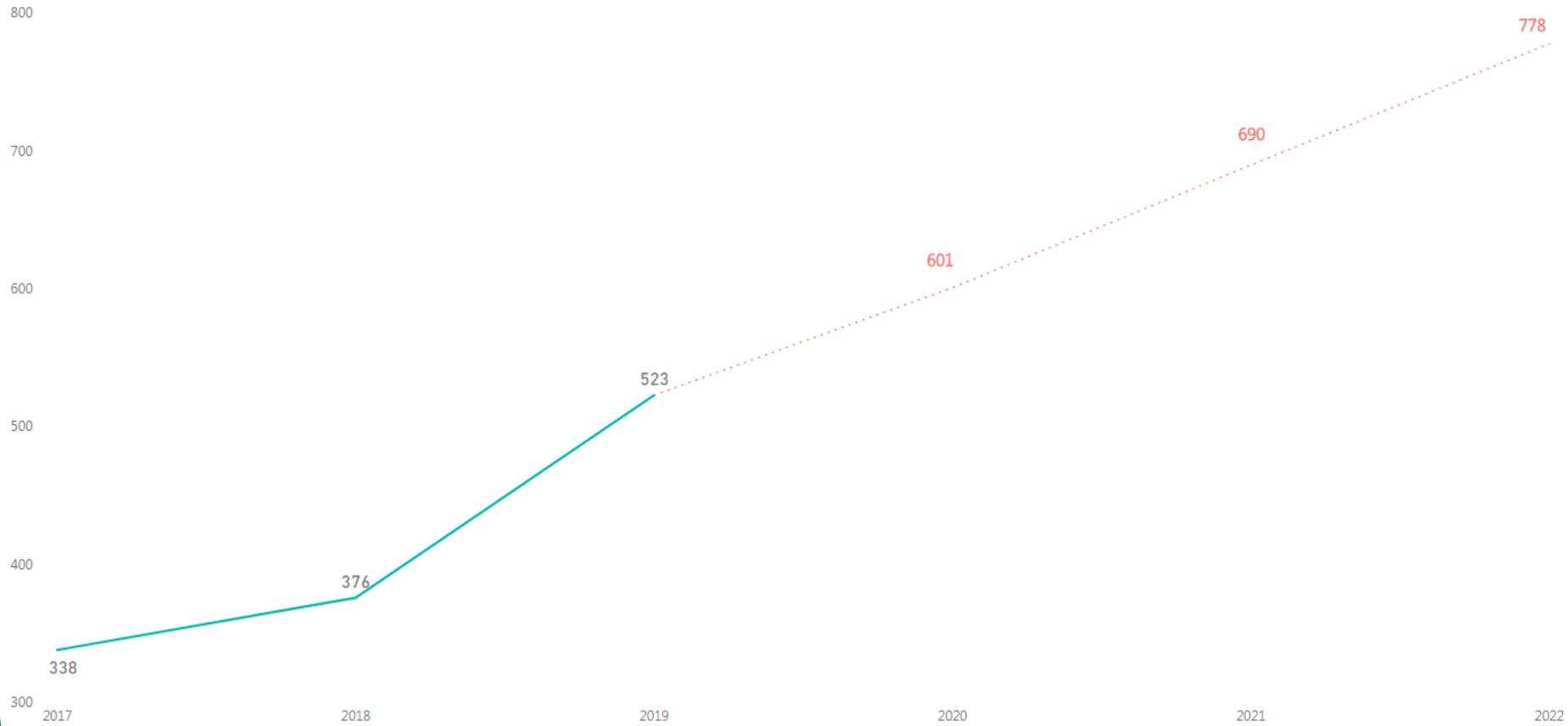
Open Claims by Year and Carrier



* As of 4/30/19

Market Pulse - SDI Claims Forecast

Claims by Year w/36 Month Forecast

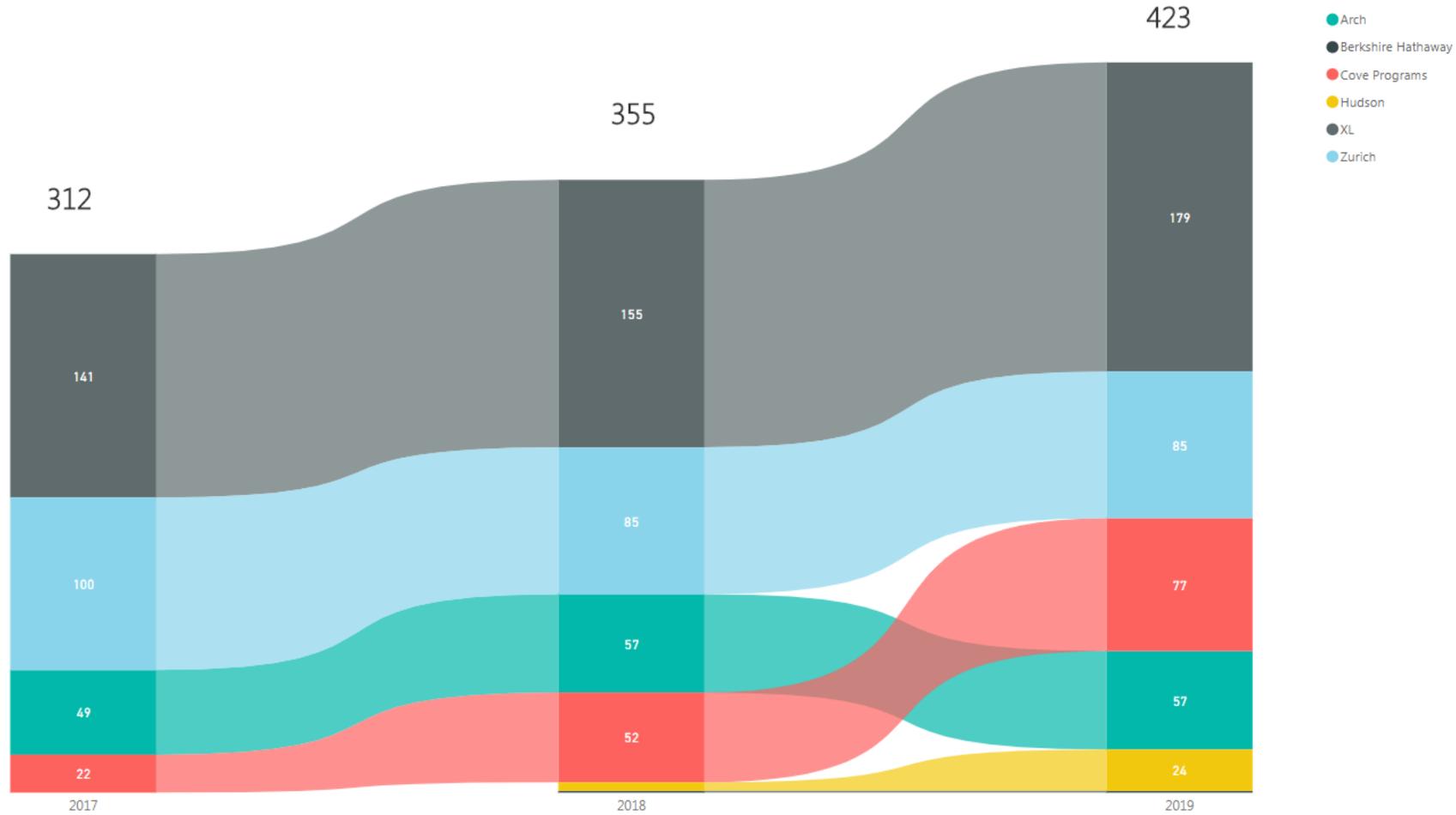


* As of 4/30/19

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Market Pulse - SDI Carrier Position

Policy Count by Year and Carrier



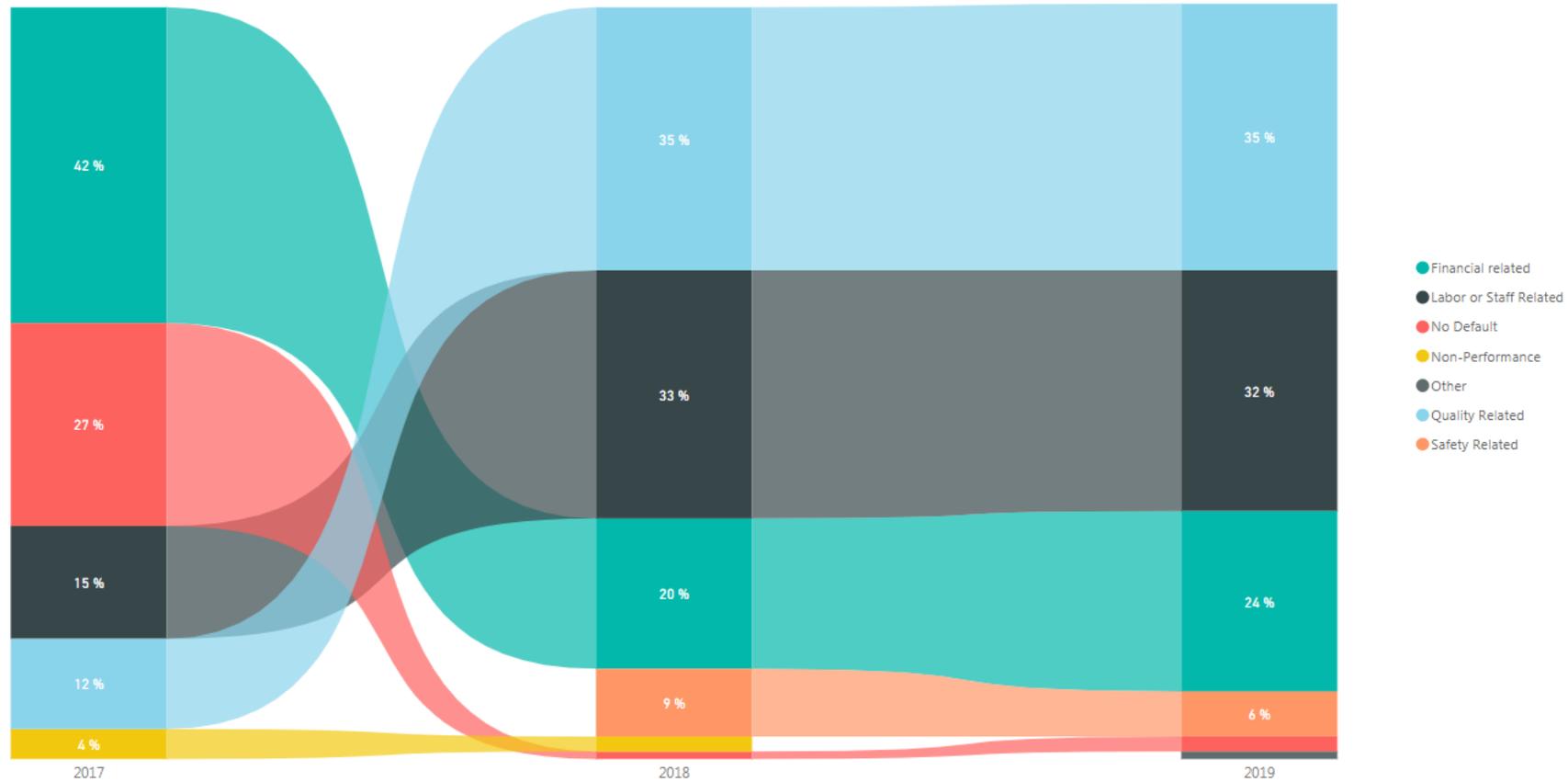
* As of 4/30/19

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TRAITS

Top Industry Default Traits - 2019

Trait of Default

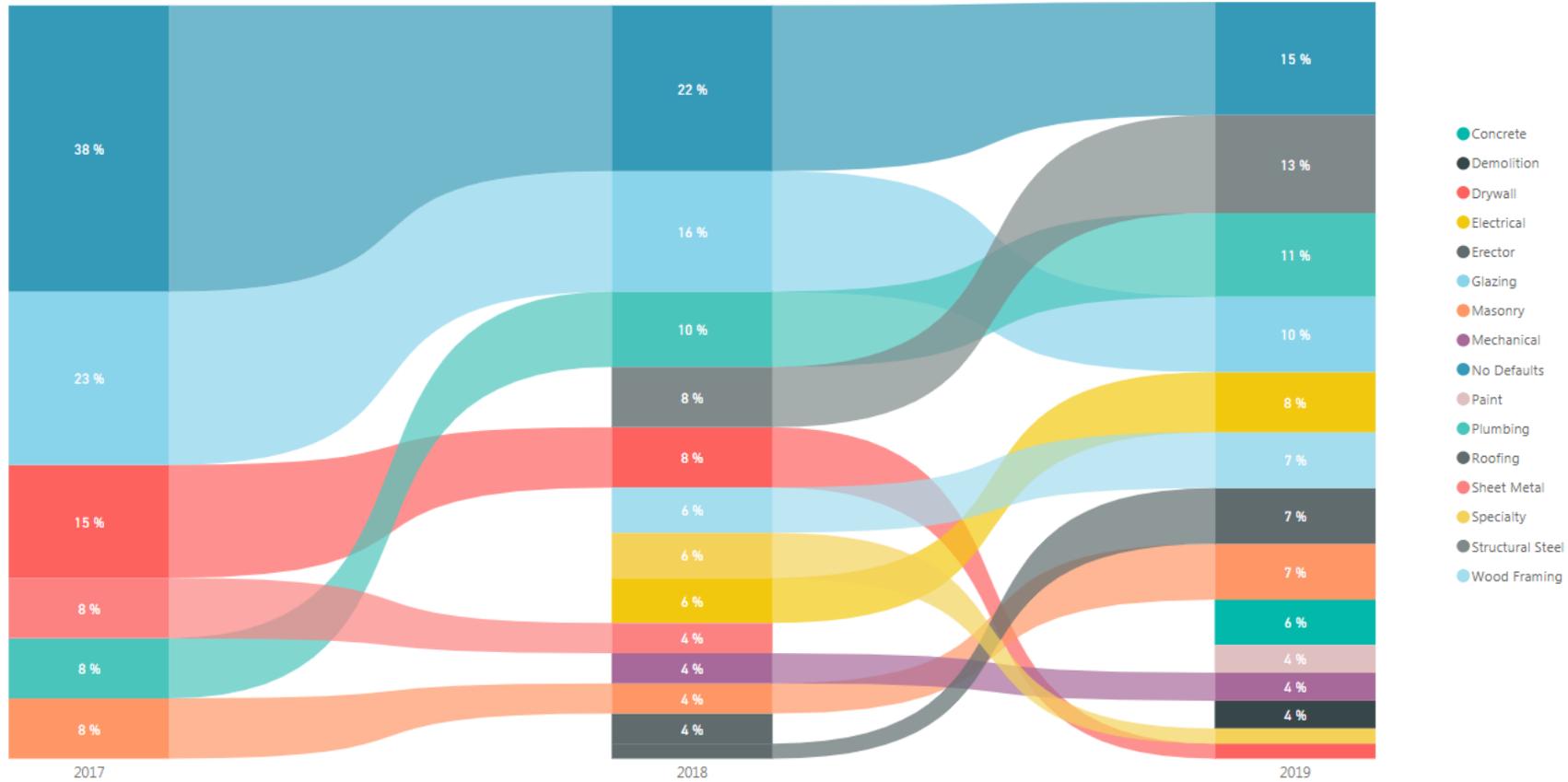


2019 QUIL Market Survey Responses

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Top Industry Default Trades - 2019

Trade Involved in Default



2019 QUIL Market Survey Responses

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How are Industry Leaders responding to the Risk Environment?

1

Risk Management Specific Training

2

Integration of key field and office software applications

3

Reviewing Policy language to ensure proper terms and coverages are in place

4

Greater vetting of Projects

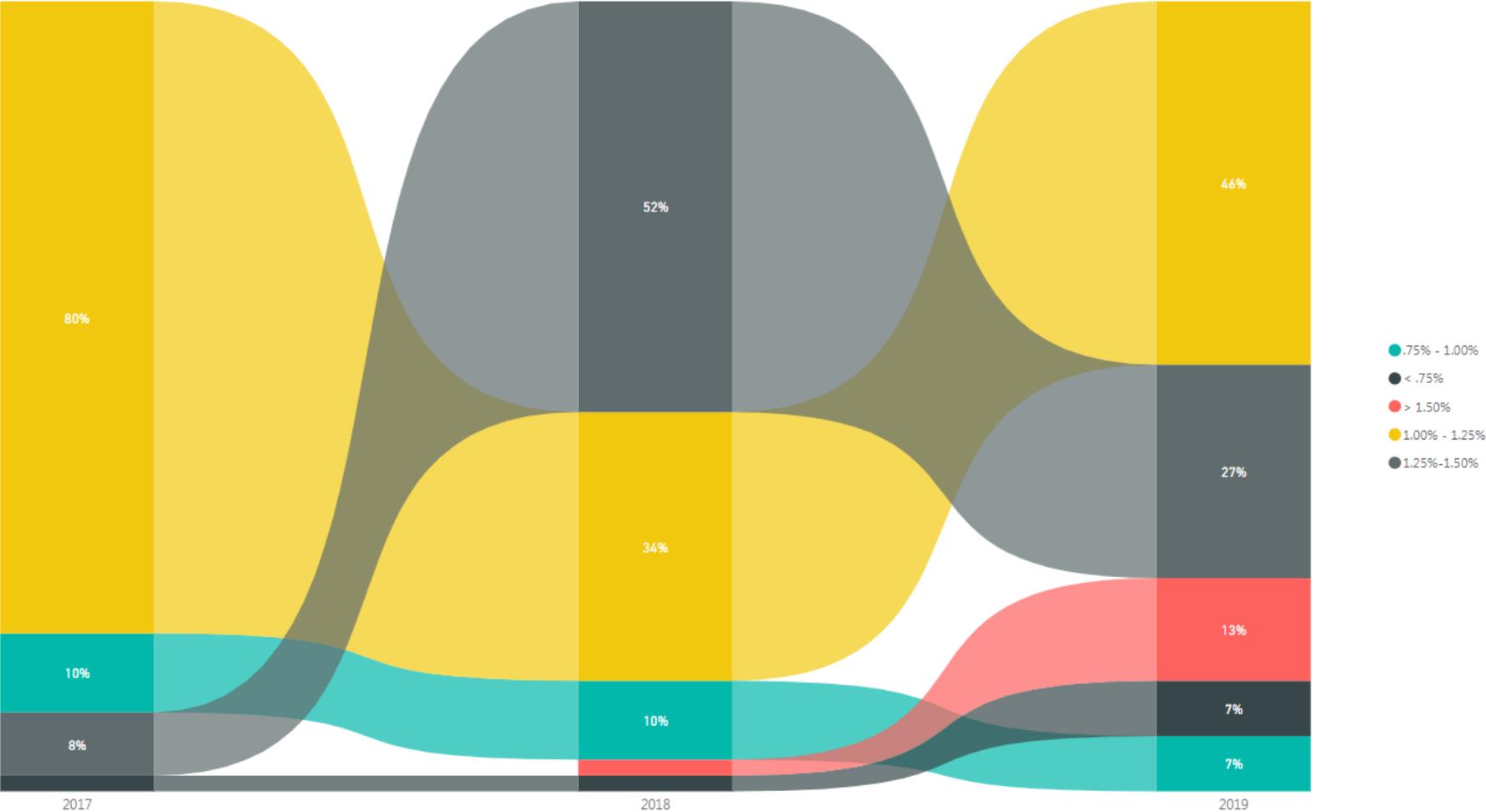
5

Evolving data analysis models

RATES

Market Pulse - SDI Rates

Market Rate Charged for SDI



* As of 8/30/19

QUESTIONS?

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