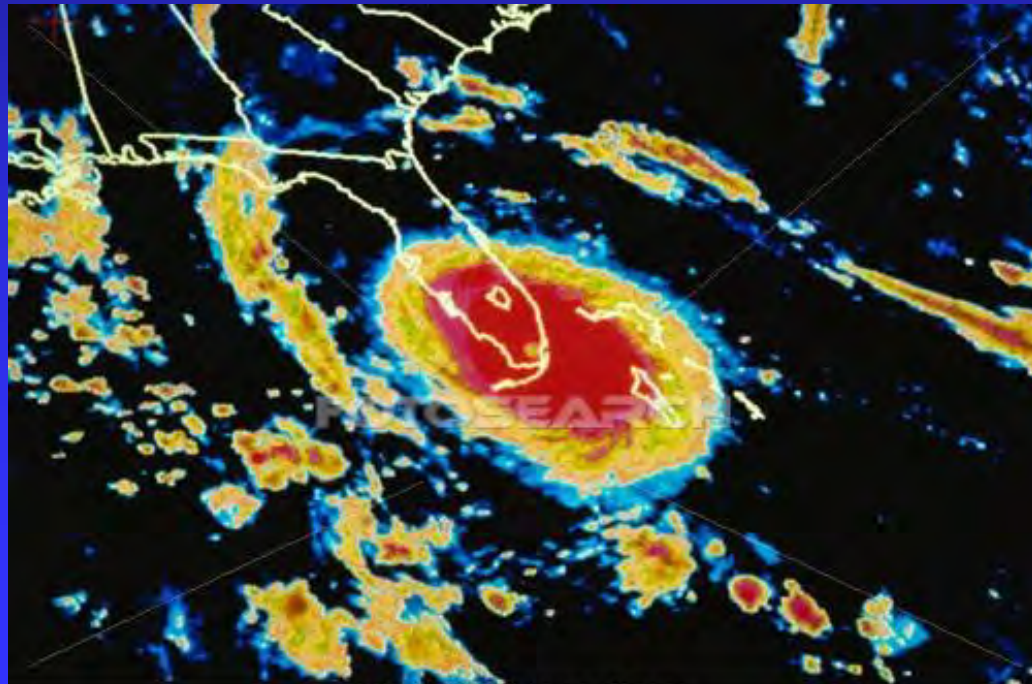


Why We Are Here

&

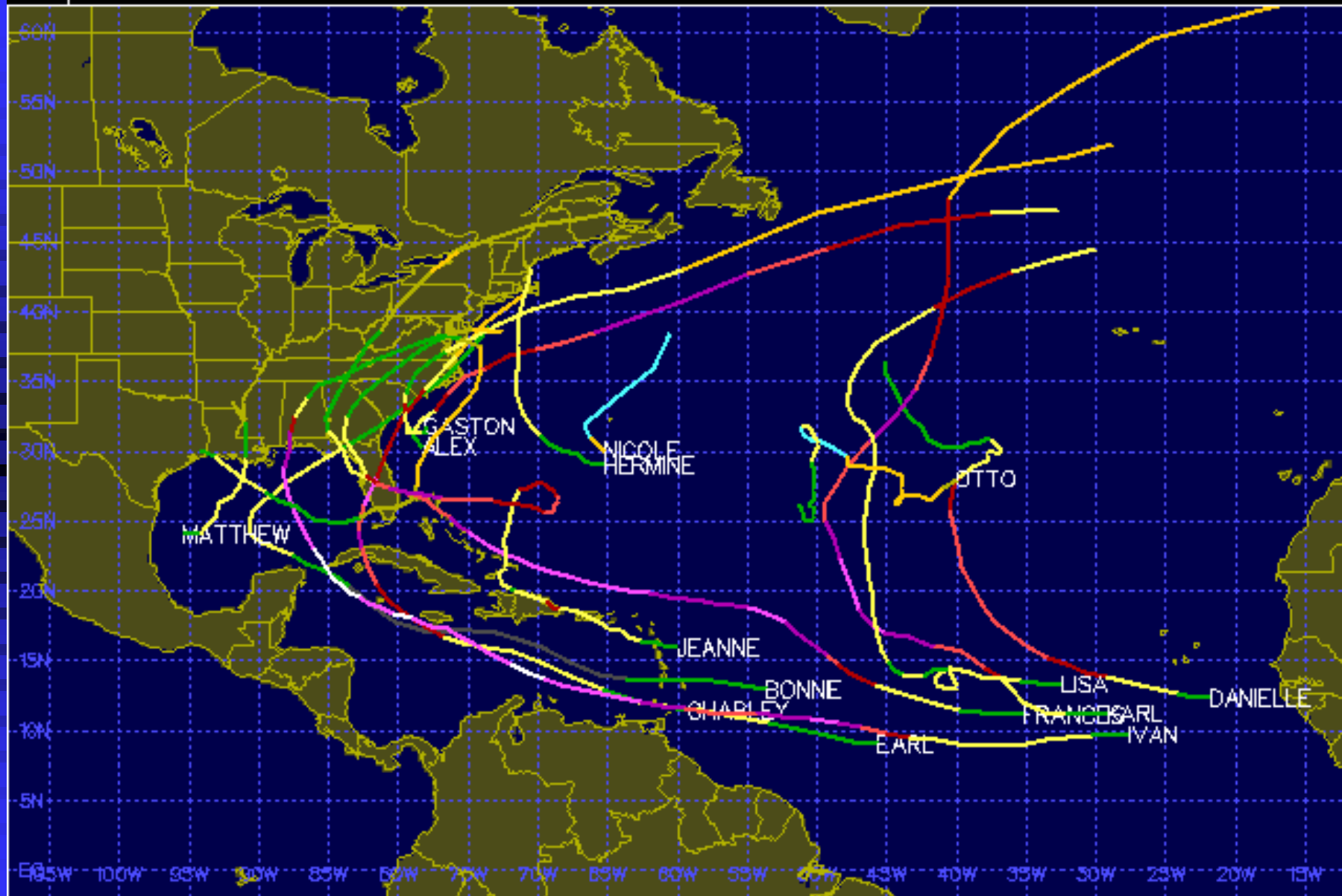
How We Got Here!



x10084635 fotosearch.com

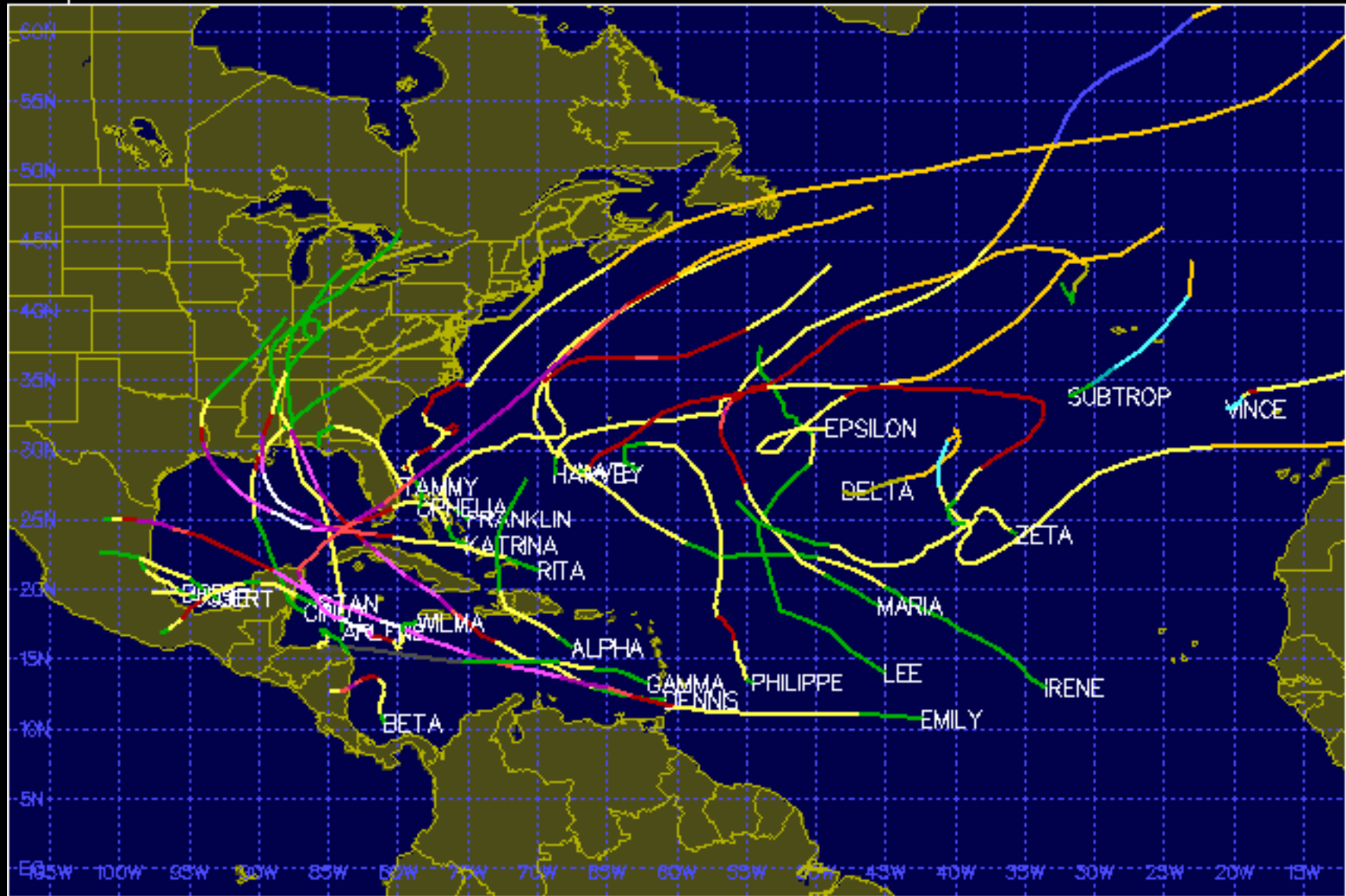
Tropical Storm Tracks

Year 2004



Tropical Storm Tracks

Year 2005





Charley
August 13, 2004



Frances
September 5, 2004



Ivan
September 16, 2004



Jeanne
September 25, 2004

*\$38.9
Billion
in losses*



Dennis
July 10, 2005



Katrina
August 25, 2005



Rita
September 20, 2005



Wilma
October 24, 2005

Florida...

~~The
Sunshine~~
PLYWOOD State

Hardening Homes Key Factor

- Estimated 3.5 million need Hardening
 - ◆ Roof Design
 - ◆ Roof Attachments
 - ◆ Opening Protection

Background

- 2005 statute change
 - ◆ Carriers must advise residential policyholders of discounts available
- They apply only to the hurricane portion of the premium

Example of What a Carrier Sends Out to Policyholders

The following is an example of how much you can reduce your insurance premium if you have mitigating features on your home. The example is based on your hurricane-wind premium* of \$1,117.00 which is part of your total annual premium of \$3,336.00 . Remember, the discounts shown only apply to the hurricane-wind portion of the premium and the discounts for the construction techniques and features listed below are not cumulative.

* Wind mitigation credits apply to that portion of your premium that covers the peril of wind, whether or not a hurricane exists.

Homes built prior to the 2001 building code

Description of Feature	Estimated* Premium Discount Percent	Estimated* Annual Premium (\$) is <u>Reduced</u> by:
<p><u>Roof Covering (i.e., shingles or tiles)</u></p> <ul style="list-style-type: none"> • Meets the Florida Building Code. • Reinforced Concrete Roof Deck (If this feature is installed on your home you most likely will not qualify for any other discount.) 	<p style="text-align: center;">I N C L U D E D</p> <p style="text-align: center;">60.0%</p>	<p style="text-align: center;">\$670.00</p>

<p><u>Roof-to-Wall Connection</u></p> <ul style="list-style-type: none"> • Using “Toe Nails” – defined as three nails driven at an angle through the rafter and into the top roof. • Using Clips – defined as pieces of metal that are nailed into the side of the rafter/truss and into the side of the top plate or wall stud. • Using Single Wraps – a single strap that is attached to the side and/or bottom of the top plate and are nailed to the rafter/truss. • Using Double Wraps – straps are attached to the side and/or bottom of the top plate and are nailed to the rafter/truss. 	<p>N/A</p> <p>I NCLUDED</p> <p>25.0%</p> <p>35.0%</p>	<p></p> <p></p> <p>\$279.00</p> <p>\$391.00</p>
<p><u>Roof Shape</u></p> <ul style="list-style-type: none"> • Hip Roof – defined as your roof sloping down to meet all your outside walls (like a pyramid). • Other. 	<p>35.0%</p> <p>I NCLUDED</p>	<p>\$391.00</p> <p></p>

<p><u>Secondary Water Resistance (SWR)</u></p> <ul style="list-style-type: none"> SWR – defined as a layer of protection between the shingles and the plywood underneath that protects the building if the shingles blow off. No SWR. 	<p>5. 0%</p> <p>I NCLUDED</p>	<p>\$56. 00</p>
<p><u>Shutters</u></p> <ul style="list-style-type: none"> None. Intermediate Type – shutters that are strong enough to meet half the old Miami-Dade building code standards. Hurricane Protection Type – shutters that are strong enough to meet the current Miami-Dade building code standards. 	<p>N A</p> <p>32. 5%</p> <p>50. 0%</p>	<p>\$363. 00</p> <p>\$559. 00</p>

<p><u>Shutters</u></p> <ul style="list-style-type: none"> • None. • Intermediate Type - shutters that are strong enough to meet half the old Miami-Dade building code standards. • Hurricane Protection Type - shutters that are strong enough to meet the current Miami-Dade building code standards. 	<p>19%</p> <p>23%</p>	<p>DISCOUNT BEING APPLIED</p> <p>\$64.78</p> <p>\$78.42</p>
<p><u>Roof Shape</u></p> <ul style="list-style-type: none"> • Hip Roof - defined as your roof sloping down to meet all your outside walls (like a pyramid). • Other. 	<p>25%</p>	<p>\$85.24</p> <p>DISCOUNT BEING APPLIED</p>
<p><u>Secondary Water Resistance (SWR)</u></p> <ul style="list-style-type: none"> • SWR - defined as a layer of protection between the shingles and the plywood underneath that protects the building if the shingles blow off. 	<p>5%</p>	<p>\$17.04</p>



Background

- Homeowners will need a licensed professional (contractor, inspector, etc.) to complete the Uniform Mitigation Form in order to take advantage of discounts.

Roof Shapes

- Gable Roof (Non-hip)
 - ◆ a roof with two slopes that come together to form ridge or peak

- Hip Roof
 - ◆ the roof slopes upward from all sides of a building

Gable Roof

(Typically no Discounts 10% Rule)



Hip Roof (Discounts Apply)



What's the Issue?

Pressure Created on Roof by Wind

**Gabled
Roof**



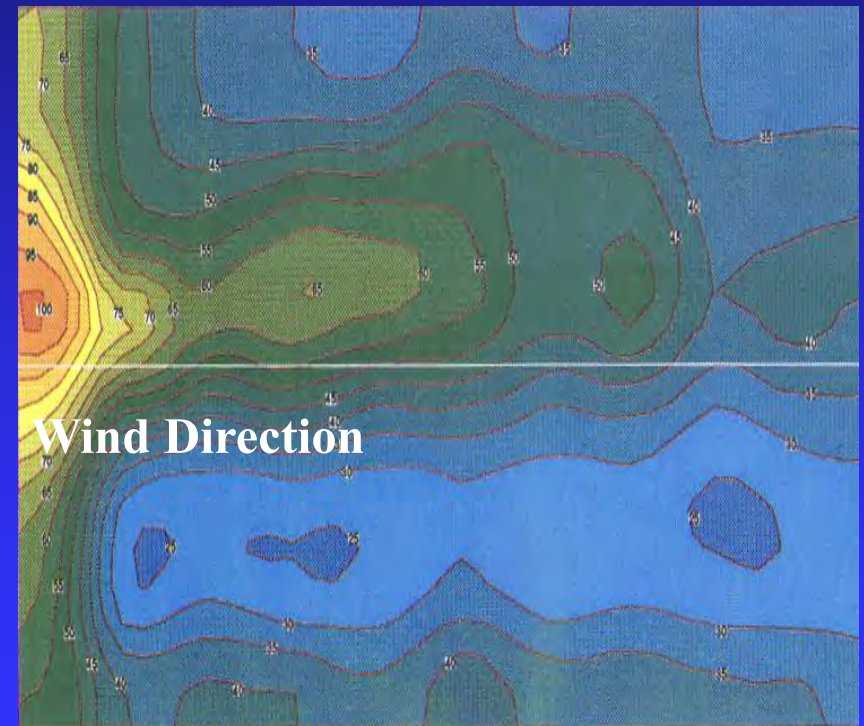
**Hipped
Roof**



Uplift Pressures On Roof

Hip (60 lbs)

Gable (100 lbs)



Roof Covering

- Shingles
- Tiles
- Metal Panels
 - ◆ All are good if properly installed
- Must have been tested, approved and installed per the 2001 Florida Building Code

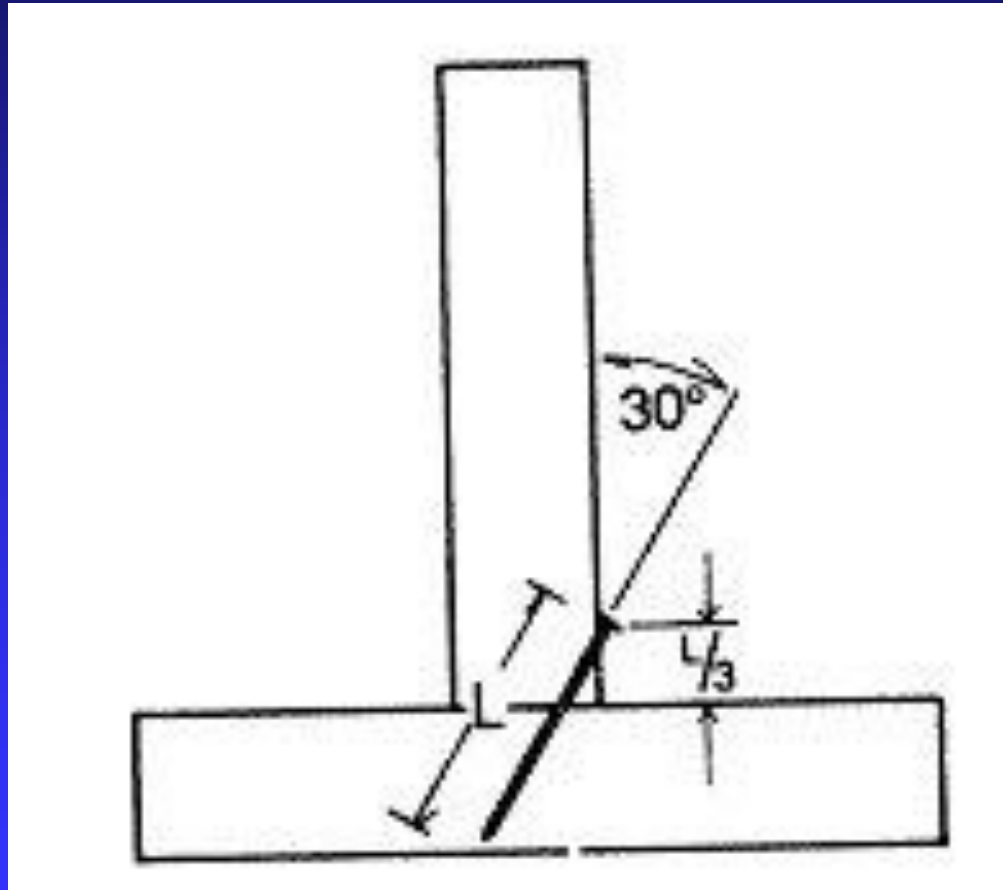
Roof Deck Attachment

- Type of Roof Deck Attachment
 - ◆ Plywood with 8d (2.5") Nails @ 6/6
 - ◆ Plywood with Screws/ Bolts
 - ◆ Plywood with 8d Nails @ 6/12
 - ◆ Plywood with 6d (2") Nails @ 6/12
 - ◆ Plywood with Adhesive

Roof to Wall Connections

- Toe Nails
- Clips
- Straps & Double Straps

Roof to Wall Connections

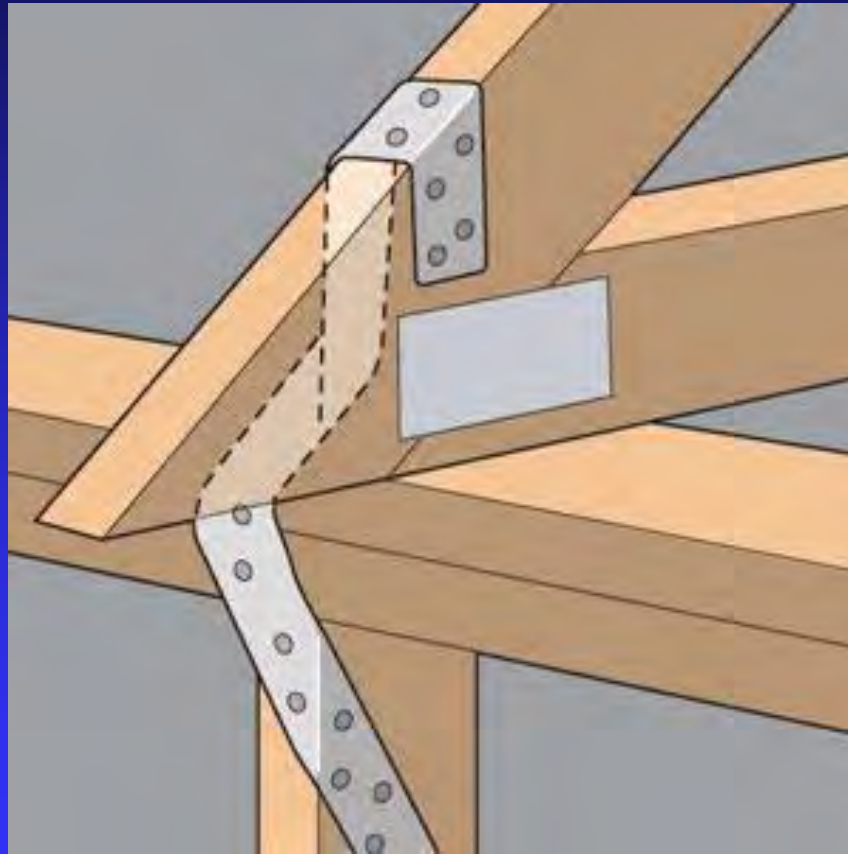


Toe Nail

Roof to Wall Connections



Roof To Wall Connections Single Strapped



Roof to Wall Connections



**Retrofit to
install roof
to wall
connections**

Opening Protection

What are openings?

- Windows
- Skylights
- Sliding Glass Doors
- Doors With and Without Glass
- Garage Doors

Opening Protection



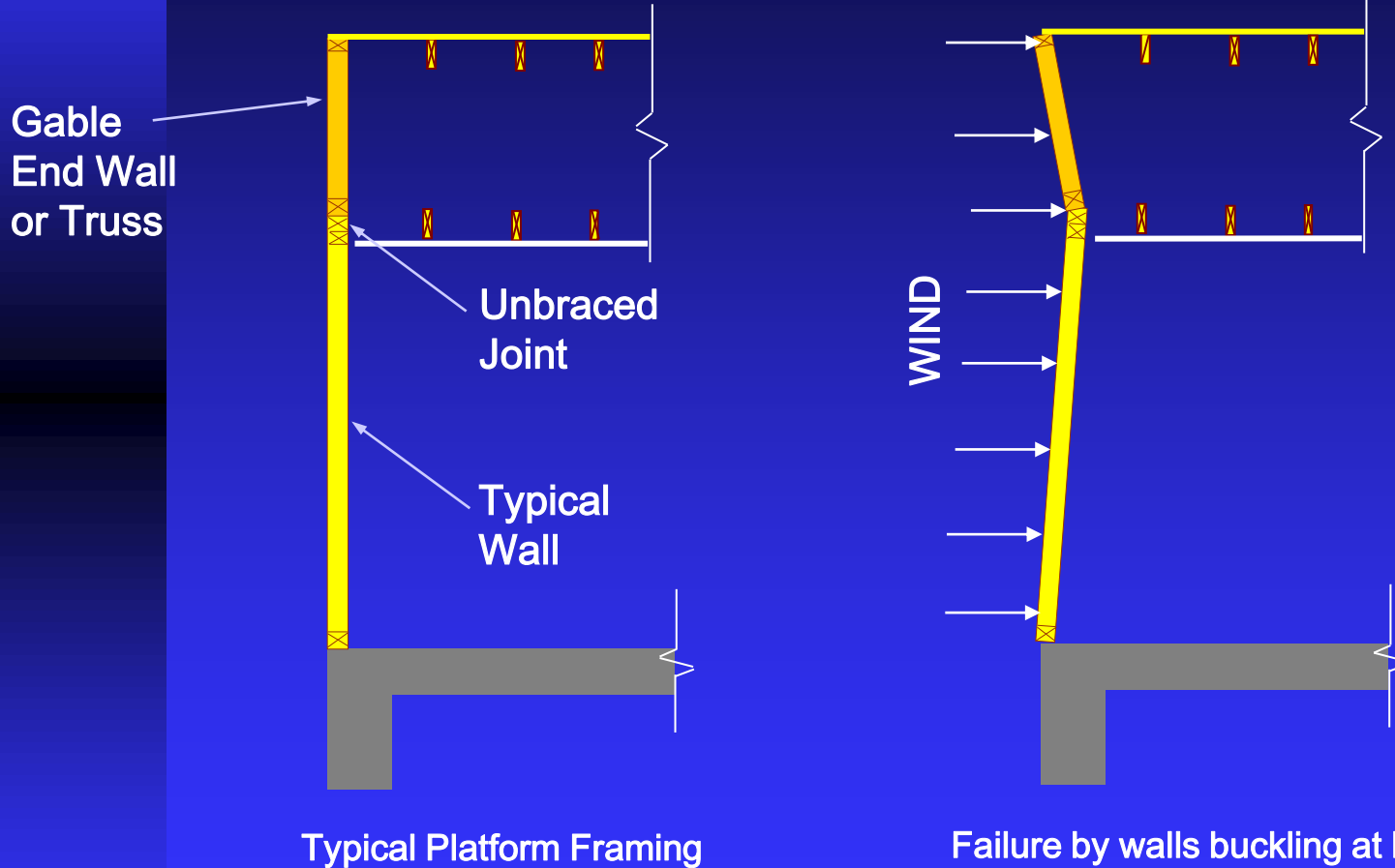
Opening Protection

- What qualifies as opening protection?
 - ◆ Impact Resistant Coverings such as Hurricane Shutters and other TESTED and APPROVED Products
 - ◆ Impact Resistant Glazed Windows, Doors, Skylights etc.

Gable End Wall Failures...

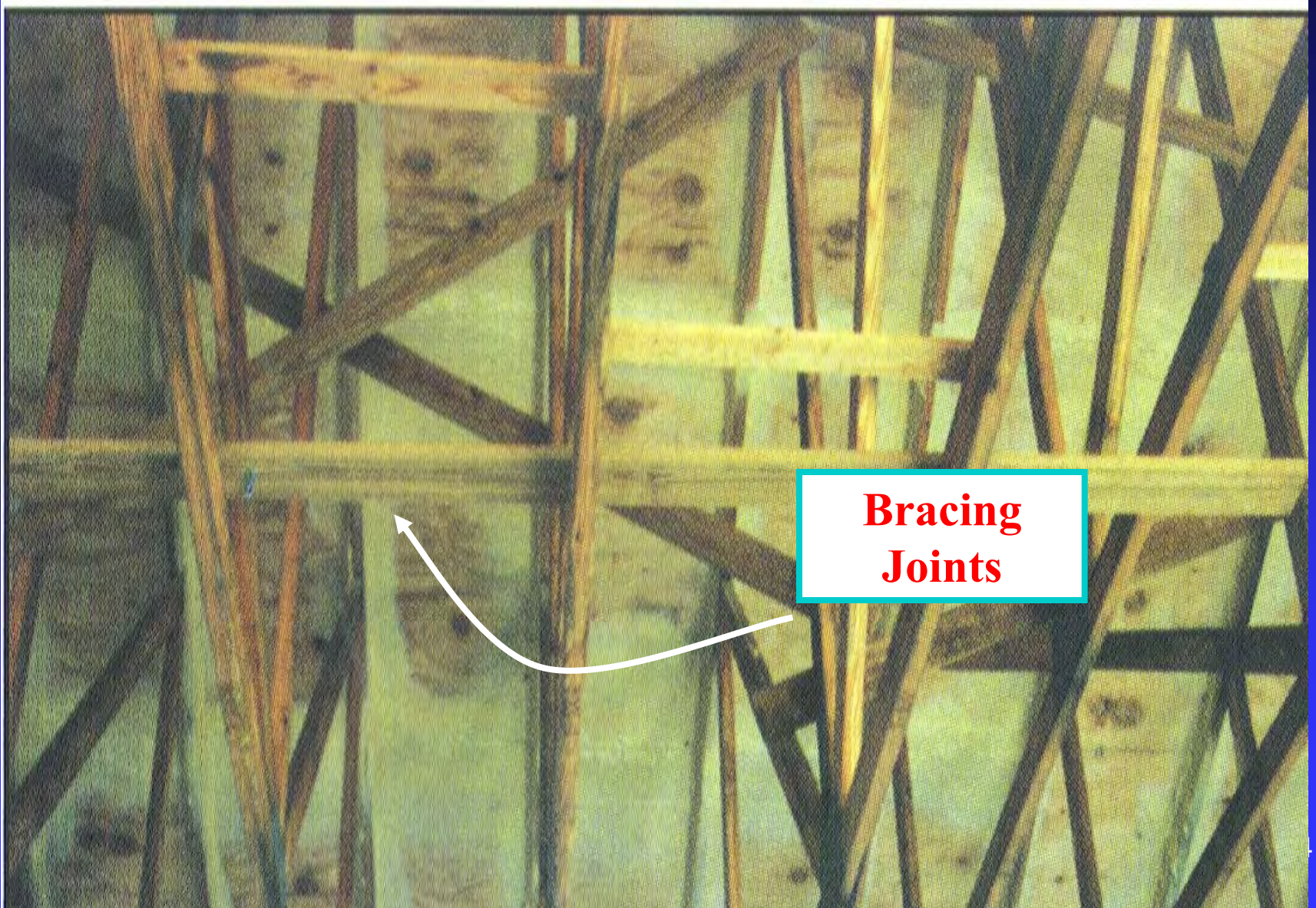


Gable End Walls without Bracing



External pressures that build up on the gable end wall can cause failures, particularly in platform framed walls. Proper bracing of the joint between the wall and gable end can significantly increase the strength of the assembly and reduce damage from winds.

Gable End Walls with Bracing



**Bracing
Joints**

Secondary Water Barrier

- Even though roof coverings are tested for wind resistance, a secondary water barrier provides protection if the covering is damaged or is blown off.

Secondary Water Barrier



Seal sheathing joints with flashing tape for
Secondary Water Barrier





■ Lower Premiums

◆ Claims Management

- ◆ Control the restoration

- ◆ Control the costs

Lower the premium

Office of Insurance Regulation Facts

As of June 30, 2012 in Florida there were:

- 998 Property and Casualty Entities**
- 435 Life and Health Entities**
- 1 Citizens**

Office of Insurance Regulation Facts

◆ Insurance Premium in Florida

- Property and Casualty \$33,461,169,198
- Life and Health \$42,452,696,714
- Health \$28,414,410,510
- Citizens \$3,084,341,549
- Residual Markets \$18,304,140
- Surplus Lines \$3,688,680,187

Office of Insurance Regulation Facts

◆ Top 10 Personal Residential Writers in Florida as of December 31, 2011

• COMPANY POLICY COUNT

• 1. Citizens	1,423,160
• 2. Universal P&C	578,825
• 3. State Farm	453,997
• 4. St. Johns Insurance	174,021
• 5. Security First	147,080
• 6. USAA	142,733
• 7. Castle Key Indemnity (Allstate)	131,759
• 8. Castle Key Insurance (Allstate)	127,540
• 9. Homeowners Choice	122,737
• 10. ASI Assurance	113,603