

## RIMS '14 Attendee Demographics

### Industry

NameDescription	Member	Memb %	NonMem	NonMem %	Associate	AsscTot %	TotalStr	Total %
1000 Metal Mining	5	100	0	0	0	0	5	0.46
1031 Lead & Zinc Ores	3	100	0	0	0	0	3	0.28
1081 Metal Mining Services	1	100	0	0	0	0	1	0.09
1099 Miscellaneous Metal Ores, NEC	2	100	0	0	0	0	2	0.18
1221 Bituminous Coal & Lignite Surface Mining	1	100	0	0	0	0	1	0.09
1300 Oil and Gas Extraction	6	100	0	0	0	0	6	0.55
1310 Crude Petroleum & Natural Gas	1	100	0	0	0	0	1	0.09
1311 Crude Petroleum & Natural Gas	6	100	0	0	0	0	6	0.55
1381 Drilling Oil & Gas Wells	2	100	0	0	0	0	2	0.18
1382 Oil & Gas Field Exploration Services	4	100	0	0	0	0	4	0.37
1389 Oil & Gas Field Services, NEC	1	100	0	0	0	0	1	0.09
1400 Nonmetallic Minerals, Except Fuels	1	100	0	0	0	0	1	0.09
1422 Crushed & Broken Limestone	1	100	0	0	0	0	1	0.09
1521 General Contractors - Single-Family Houses	1	100	0	0	0	0	1	0.09
1600 Heavy Construction other than Building Construction - C	1	100	0	0	0	0	1	0.09
1622 Bridge, Tunnel & Elevated Highway Construction	2	100	0	0	0	0	2	0.18
1623 Water, Sewer, Pipeline & Communications & Power Line	1	100	0	0	0	0	1	0.09
1629 Heavy Construction, NEC	1	100	0	0	0	0	1	0.09
1731 Electrical Work	1	100	0	0	0	0	1	0.09
1742 Plastering, Drywall, Acoustical & Insulation Work	1	100	0	0	0	0	1	0.09
1799 Special Trade Contractors, NEC	1	100	0	0	0	0	1	0.09
2000 Food and Kindred Products	2	100	0	0	0	0	2	0.18
2011 Meat Packing Plants	2	100	0	0	0	0	2	0.18
2013 Sausages & Other Prepared Meat Products	1	100	0	0	0	0	1	0.09
2015 Poultry Slaughtering & Processing	1	100	0	0	0	0	1	0.09
2022 Natural, Processed & Imitation Cheese	2	100	0	0	0	0	2	0.18
2024 Ice Cream & Frozen Desserts	1	100	0	0	0	0	1	0.09
2026 Fluid Milk	2	100	0	0	0	0	2	0.18
2032 Canned Specialties	1	100	0	0	0	0	1	0.09
2038 Frozen Specialties, NEC	1	100	0	0	0	0	1	0.09
2046 Wet Corn Milling	2	100	0	0	0	0	2	0.18
2047 Dog & Cat Food	1	100	0	0	0	0	1	0.09
2051 Bread & Other Bakery Products, Except Cookies & Crac	4	100	0	0	0	0	4	0.37
2052 Cookies & Crackers	3	100	0	0	0	0	3	0.28
2064 Candy & Other Confectionery Products	7	100	0	0	0	0	7	0.65
2077 Animal & Marine Fats & Oils	2	100	0	0	0	0	2	0.18

2079 Shortening, Table Oils, Margarine & Other Edible Fats &	1	100	0	0	0	0	1	0.09
2080 Beverages	2	100	0	0	0	0	2	0.18
2085 Distilled & Blended Liquors	1	100	0	0	0	0	1	0.09
2086 Bottled & Canned Soft Drinks & Carbonated Waters	2	100	0	0	0	0	2	0.18
2096 Potato Chips, Corn Chips & Similar Snacks	2	100	0	0	0	0	2	0.18
2099 Food Preparations, NEC	3	100	0	0	0	0	3	0.28
2111 Cigarettes	1	100	0	0	0	0	1	0.09
2200 Manufacturing: Textile Mill Products	1	100	0	0	0	0	1	0.09
2326 Men's & Boys' Work Clothing	0	0	1	100	0	0	1	0.09
2522 Office Furniture, Except Wood	1	100	0	0	0	0	1	0.09
2531 Public Building & Related Furniture	1	100	0	0	0	0	1	0.09
2621 Paper Mills	0	0	0	0	1	100	1	0.09
2656 Sanitary Food Containers, Except Folding	2	100	0	0	0	0	2	0.18
2672 Coated & Laminated Paper, NEC	2	100	0	0	0	0	2	0.18
2679 Converted Paper & Paperboard Products, NEC	1	100	0	0	0	0	1	0.09
2711 Newspapers: Publishing, or Publishing & Printing	1	50	1	50	0	0	2	0.18
2721 Periodicals: Publishing, or Publishing & Printing	2	66.67	1	33.33	0	0	3	0.28
2731 Books: Publishing, or Publishing & Printing	1	100	0	0	0	0	1	0.09
2732 Book Printing	0	0	1	100	0	0	1	0.09
2771 Greeting Cards	1	100	0	0	0	0	1	0.09
2800 Chemicals and Allied Products	6	100	0	0	0	0	6	0.55
2813 Industrial Gases	2	100	0	0	0	0	2	0.18
2819 Industrial Inorganic Chemicals, NEC	1	100	0	0	0	0	1	0.09
2830 Drugs	3	100	0	0	0	0	3	0.28
2834 Pharmaceutical Preparations	11	91.67	0	0	1	8.33	12	1.11
2836 Biological Products, Except Diagnostic Substances	1	100	0	0	0	0	1	0.09
2844 Perfumes, Cosmetics & Other Toilet Preparations	2	100	0	0	0	0	2	0.18
2861 Gum & Wood Chemicals	1	100	0	0	0	0	1	0.09
2869 Industrial Organic Chemicals, NEC	3	100	0	0	0	0	3	0.28
2873 Nitrogenous Fertilizers	1	100	0	0	0	0	1	0.09
2890 Miscellaneous Chemicals Products	3	100	0	0	0	0	3	0.28
2899 Chemicals & Chemical Preparations, NEC	3	100	0	0	0	0	3	0.28
2911 Petroleum Refining	2	66.67	0	0	1	33.33	3	0.28
3000 Manufacturing: Rubber & Miscellaneous Plastics Product	1	100	0	0	0	0	1	0.09
3011 Tires & Inner Tubes	3	100	0	0	0	0	3	0.28
3052 Rubber & Plastics Hose & Belting	1	100	0	0	0	0	1	0.09
3069 Fabricated Rubber Products, NEC	1	100	0	0	0	0	1	0.09
3086 Plastics Foam Products	1	100	0	0	0	0	1	0.09
3089 Plastics Products, NEC	1	100	0	0	0	0	1	0.09
3161 Luggage	1	100	0	0	0	0	1	0.09
3231 Glass Products, Made of Purchased Glass	1	100	0	0	0	0	1	0.09

3241 Cement, Hydraulic	2	100	0	0	0	0	2	0.18
3264 Porcelain Electrical Supplies	1	100	0	0	0	0	1	0.09
3273 Ready-Mixed Concrete	1	100	0	0	0	0	1	0.09
3291 Abrasive Products	0	0	0	0	3	100	3	0.28
3296 Mineral Wool	1	100	0	0	0	0	1	0.09
3300 Primary Metal Industries	2	100	0	0	0	0	2	0.18
3313 Electrometallurgical Products, Except Steel	1	100	0	0	0	0	1	0.09
3316 Cold-Rolled Steel Sheet, Strip & Bars	1	100	0	0	0	0	1	0.09
3321 Gray & Ductile Iron Foundries	1	100	0	0	0	0	1	0.09
3334 Primary Production of Aluminum	2	100	0	0	0	0	2	0.18
3341 Secondary Smelting & Refining of Nonferrous Metals	1	100	0	0	0	0	1	0.09
3351 Rolling, Drawing & Extruding of Copper	1	100	0	0	0	0	1	0.09
3353 Aluminum Sheet, Plate & Foil	1	100	0	0	0	0	1	0.09
3423 Hand & Edge Tools, Except Machine Tools & Handsaws	2	100	0	0	0	0	2	0.18
3451 Screw Machine Products	1	100	0	0	0	0	1	0.09
3500 Industrial Machinery & Equipment	1	100	0	0	0	0	1	0.09
3519 Internal Combustion Engines, NEC	1	100	0	0	0	0	1	0.09
3523 Farm Machinery & Equipment	2	100	0	0	0	0	2	0.18
3524 Lawn & Garden Tractors & Home Lawn & Garden Equip	1	100	0	0	0	0	1	0.09
3533 Oil & Gas Field Machinery & Equipment	2	100	0	0	0	0	2	0.18
3544 Special Dies & Tools, Die Sets, Jigs & Fixtures & Industr	1	100	0	0	0	0	1	0.09
3559 Special Industry Machinery, NEC	1	100	0	0	0	0	1	0.09
3561 Pumps & Pumping Equipment	1	100	0	0	0	0	1	0.09
3571 Electronic Computers	1	100	0	0	0	0	1	0.09
3577 Computer Peripheral Equipment, NEC	1	100	0	0	0	0	1	0.09
3579 Office Machines, NEC	1	100	0	0	0	0	1	0.09
3585 Air Conditioning & Warm Air Heating Equipment & Comr	1	100	0	0	0	0	1	0.09
3599 Industrial & Commercial Machinery & Equipment, NEC	1	100	0	0	0	0	1	0.09
3600 Manufacturing: Electronic & other Electrical Equipment &	8	100	0	0	0	0	8	0.74
3612 Power, Distribution & Specialty Transformers	1	100	0	0	0	0	1	0.09
3633 Household Laundry Equipment	1	100	0	0	0	0	1	0.09
3643 Current-Carrying Wiring Devices	1	100	0	0	0	0	1	0.09
3663 Radio & Television Broadcasting & Communications Equ	1	100	0	0	0	0	1	0.09
3669 Communications Equipment, NEC	1	100	0	0	0	0	1	0.09
3699 Electrical Machinery, Equipment & Supplies, NEC	1	100	0	0	0	0	1	0.09
3700 Manufacturing: Transportation Equipment	1	100	0	0	0	0	1	0.09
3711 Motor Vehicles & Passenger Car Bodies	2	66.67	0	0	1	33.33	3	0.28
3713 Truck & Bus Bodies	3	100	0	0	0	0	3	0.28
3714 Motor Vehicle Parts & Accessories	6	100	0	0	0	0	6	0.55
3715 Truck Trailers	5	100	0	0	0	0	5	0.46
3721 Aircraft	2	100	0	0	0	0	2	0.18

3724 Aircraft Engines & Engine Parts	2	100	0	0	0	0	2	0.18
3725 Aerospace Manufacturing	1	50	0	0	1	50	2	0.18
3731 Ship Building & Repairing	2	100	0	0	0	0	2	0.18
3761 Guided Missiles & Space Vehicles	1	100	0	0	0	0	1	0.09
3795 Tanks & Tank Components	2	100	0	0	0	0	2	0.18
3812 Search, Detection, Navigation, Guidance, Aeronautical &	2	100	0	0	0	0	2	0.18
3829 Measuring & Controlling Devices, NEC	1	100	0	0	0	0	1	0.09
3841 Surgical & Medical Instruments & Apparatus	2	100	0	0	0	0	2	0.18
3842 Orthopedic, Prosthetic & Surgical Appliances & Supplies	2	100	0	0	0	0	2	0.18
3873 Watches, Clocks, Clockwork Operated Devices & Parts	1	100	0	0	0	0	1	0.09
3900 Miscellaneous Manufacturing Industry	8	100	0	0	0	0	8	0.74
3944 Games, Toys & Children's Vehicles, Except Dolls & Bicy	1	100	0	0	0	0	1	0.09
3999 Manufacturing Industries, NEC	8	100	0	0	0	0	8	0.74
4111 Local & Suburban Transit	3	100	0	0	0	0	3	0.28
4119 Local Passenger Transportation, NEC	2	66.67	0	0	1	33.33	3	0.28
4131 Intercity & Rural Bus Transportation	1	100	0	0	0	0	1	0.09
4151 School Buses	3	100	0	0	0	0	3	0.28
4200 Motor Freight Transportation & Warehousing	3	100	0	0	0	0	3	0.28
4212 Local Trucking Without Storage	1	100	0	0	0	0	1	0.09
4213 Trucking, Except Local	6	100	0	0	0	0	6	0.55
4214 Local Trucking with Storage	1	100	0	0	0	0	1	0.09
4215 Courier Services, Except by Air	2	100	0	0	0	0	2	0.18
4221 Farm Product Warehousing & Storage	1	100	0	0	0	0	1	0.09
4225 General Warehousing & Storage	2	100	0	0	0	0	2	0.18
4400 Water Transportation	1	100	0	0	0	0	1	0.09
4412 Deep Sea Foreign Transportation of Freight	1	100	0	0	0	0	1	0.09
4512 Air Transportation, Scheduled	1	100	0	0	0	0	1	0.09
4513 Air Courier Services	1	100	0	0	0	0	1	0.09
4522 Air Transportation, Non-Scheduled	2	100	0	0	0	0	2	0.18
4613 Refined Petroleum Pipelines	2	100	0	0	0	0	2	0.18
4700 Transportation Services	4	100	0	0	0	0	4	0.37
4729 Arrangement of Passenger Transportation, NEC	1	100	0	0	0	0	1	0.09
4731 Arrangement of Transportation of Freight & Cargo	2	100	0	0	0	0	2	0.18
4789 Transportation Services, NEC	3	100	0	0	0	0	3	0.28
4800 Communications	2	100	0	0	0	0	2	0.18
4810 Telephone Communication	0	0	0	0	1	100	1	0.09
4813 Telephone Communications, Except Radiotelephone	2	100	0	0	0	0	2	0.18
4822 Telegraph & Other Message Communications	4	80	0	0	1	20	5	0.46
4832 Radio Broadcasting Stations	2	100	0	0	0	0	2	0.18
4833 Television Broadcasting Stations	5	100	0	0	0	0	5	0.46
4841 Cable & Other Pay Television Services	7	100	0	0	0	0	7	0.65

4911 Electric Services	15	100	0	0	0	0	15	1.38
4922 Natural Gas Transmission	2	100	0	0	0	0	2	0.18
4923 Natural Gas Transmission & Distribution	2	100	0	0	0	0	2	0.18
4924 Natural Gas Distribution	3	100	0	0	0	0	3	0.28
4931 Electric & Other Services Combined	6	100	0	0	0	0	6	0.55
4932 Gas & Other Services Combined	1	100	0	0	0	0	1	0.09
4941 Water Supply	2	100	0	0	0	0	2	0.18
4952 Sewerage Systems	2	100	0	0	0	0	2	0.18
4953 Refuse Systems	3	100	0	0	0	0	3	0.28
5000 Wholesale Trade: Durable Goods	1	100	0	0	0	0	1	0.09
5010 Motor Vehicles, Parts and Supplies	1	100	0	0	0	0	1	0.09
5012 Automobiles & Other Motor Vehicles	3	100	0	0	0	0	3	0.28
5013 Motor Vehicle Supplies & New Parts	2	100	0	0	0	0	2	0.18
5014 Tires & Tubes	2	100	0	0	0	0	2	0.18
5043 Photographic Equipment & Supplies	1	100	0	0	0	0	1	0.09
5045 Computers & Computer Peripheral Equipment & Software	5	83.33	0	0	1	16.67	6	0.55
5047 Medical, Dental & Hospital Equipment & Supplies	5	100	0	0	0	0	5	0.46
5051 Metals Service Centers & Offices	1	100	0	0	0	0	1	0.09
5064 Electrical Appliances, Television & Radio Sets	2	100	0	0	0	0	2	0.18
5072 Hardware	2	100	0	0	0	0	2	0.18
5082 Construction & Mining (Except Petroleum) Machinery & Equipment	1	100	0	0	0	0	1	0.09
5088 Transportation Equipment & Supplies, Except Motor Vehicles	1	100	0	0	0	0	1	0.09
5092 Toys & Hobby Goods & Supplies	1	100	0	0	0	0	1	0.09
5099 Durable Goods, NEC	3	100	0	0	0	0	3	0.28
5100 Wholesale Trade: Nondurable Goods	1	100	0	0	0	0	1	0.09
5112 Stationery & Office Supplies	1	100	0	0	0	0	1	0.09
5122 Drugs, Drug Proprietaries & Druggists' Sundries	1	100	0	0	0	0	1	0.09
5129 Wholesaler, Pharmaceutical	2	100	0	0	0	0	2	0.18
5141 Groceries, General Line	7	100	0	0	0	0	7	0.65
5146 Fish & Seafoods	1	100	0	0	0	0	1	0.09
5153 Grain & Field Beans	2	100	0	0	0	0	2	0.18
5169 Chemicals & Allied Products, NEC	1	100	0	0	0	0	1	0.09
5172 Petroleum & Petroleum Products Wholesalers, Except Bulk	1	100	0	0	0	0	1	0.09
5182 Wine & Distilled Alcoholic Beverages	2	66.67	0	0	1	33.33	3	0.28
5191 Farm Supplies	1	100	0	0	0	0	1	0.09
5194 Tobacco & Tobacco Products	1	100	0	0	0	0	1	0.09
5199 Nondurable Goods, NEC	3	100	0	0	0	0	3	0.28
5211 Lumber & Other Building Materials Dealers	2	100	0	0	0	0	2	0.18
5300 General Merchandise Stores	2	100	0	0	0	0	2	0.18
5311 Department Stores	9	100	0	0	0	0	9	0.83
5331 Variety Stores	1	100	0	0	0	0	1	0.09

5400 Food Stores	1	100	0	0	0	0	1	0.09
5411 Grocery Stores	7	100	0	0	0	0	7	0.65
5511 Motor Vehicle Dealers (New & Used)	7	100	0	0	0	0	7	0.65
5531 Auto Supply Stores	3	100	0	0	0	0	3	0.28
5541 Gasoline Service Stations	1	100	0	0	0	0	1	0.09
5599 Automotive Dealers, NEC	1	100	0	0	0	0	1	0.09
5600 Apparel & Accessory Stores	1	100	0	0	0	0	1	0.09
5611 Men's & Boys Clothing & Accessory Stores	2	100	0	0	0	0	2	0.18
5621 Women's Clothing Stores	2	100	0	0	0	0	2	0.18
5632 Women's Accessory & Specialty Stores	1	100	0	0	0	0	1	0.09
5641 Children's & Infants' Wear Stores	1	100	0	0	0	0	1	0.09
5651 Family Clothing Stores	2	100	0	0	0	0	2	0.18
5719 Miscellaneous Homefurnishings Stores	1	100	0	0	0	0	1	0.09
5731 Radio, Television & Consumer Electronics Stores	1	100	0	0	0	0	1	0.09
5734 Computer & Computer Software Stores	2	100	0	0	0	0	2	0.18
5812 Eating Places	10	100	0	0	0	0	10	0.92
5900 Miscellaneous Retail	4	100	0	0	0	0	4	0.37
5912 Drug Stores & Proprietary Stores	2	100	0	0	0	0	2	0.18
5941 Sporting Goods Stores & Bicycle Shops	2	100	0	0	0	0	2	0.18
5942 Book Stores	1	100	0	0	0	0	1	0.09
5944 Jewelry Stores	1	100	0	0	0	0	1	0.09
5945 Hobby, Toy & Game Shops	1	100	0	0	0	0	1	0.09
5949 Sewing, Needlework & Piece Goods Stores	1	100	0	0	0	0	1	0.09
5961 Catalog & Mail Order Houses	1	100	0	0	0	0	1	0.09
5995 Optical Goods Stores	3	100	0	0	0	0	3	0.28
5999 Miscellaneous Retail Stores, NEC	2	100	0	0	0	0	2	0.18
6010 Financial Institution (Banking)	9	100	0	0	0	0	9	0.83
6011 Federal Reserve Banks	2	100	0	0	0	0	2	0.18
6021 National Commercial Banks	0	0	1	100	0	0	1	0.09
6029 Commercial Banks, NEC	2	100	0	0	0	0	2	0.18
6082 Foreign Trade & International Banking Institutions	1	100	0	0	0	0	1	0.09
6099 Functions Related to Depository Banking, NEC	1	100	0	0	0	0	1	0.09
6100 Nondepository Institutions	2	100	0	0	0	0	2	0.18
6211 Security Brokers, Dealers & Flotation Companies	4	100	0	0	0	0	4	0.37
6282 Investment Advice	4	100	0	0	0	0	4	0.37
6300 Insurance Carriers	20	64.52	9	29.03	2	6.45	31	2.86
6311 Life Insurance	4	100	0	0	0	0	4	0.37
6320 Medical Service and Health Insurance	5	83.33	0	0	1	16.67	6	0.55
6324 Hospital & Medical Service Plans	3	60	2	40	0	0	5	0.46
6330 Fire, Marine and Casualty Insurance	0	0	1	100	0	0	1	0.09
6331 Fire, Marine & Casualty Insurance	2	16.67	7	58.33	3	25	12	1.11

6351 Surety Insurance	0	0	0	0	2	100	2	0.18
6399 Insurance Carriers, NEC	3	60	0	0	2	40	5	0.46
6400 Insurance Agents, Brokers and Service	3	8.57	13	37.14	19	54.29	35	3.23
6411 Insurance Agents, Brokers & Service	5	6.33	13	16.46	61	77.22	79	7.28
6500 Real Estate	19	100	0	0	0	0	19	1.75
6512 Operators of Nonresidential Buildings	2	100	0	0	0	0	2	0.18
6513 Operators of Apartment Buildings	5	100	0	0	0	0	5	0.46
6514 Operators of Dwellings Other Than Apartment Buildings	1	100	0	0	0	0	1	0.09
6519 Lessors of Real Property, NEC	1	100	0	0	0	0	1	0.09
6531 Real Estate Agents & Managers	7	87.5	1	12.5	0	0	8	0.74
6552 Land Subdividers & Developers, Except Cemeteries	6	100	0	0	0	0	6	0.55
6700 Holding & Other Investment Offices	1	100	0	0	0	0	1	0.09
6719 Offices of Holding Companies, NEC	1	100	0	0	0	0	1	0.09
6722 Management Investment Offices, Open-End	1	100	0	0	0	0	1	0.09
6726 Unit Investment Trust, Face-Amount Certificate Offices &	1	100	0	0	0	0	1	0.09
6732 Educational, Religious & Charitable Trusts	1	100	0	0	0	0	1	0.09
6798 Real Estate Investment Trusts	11	91.67	1	8.33	0	0	12	1.11
6799 Investors, NEC	1	100	0	0	0	0	1	0.09
7000 Hotels and other Lodging Places	3	100	0	0	0	0	3	0.28
7011 Hotels & Motels	14	100	0	0	0	0	14	1.29
7041 Organization Hotels & Lodging Houses, on Membership	1	100	0	0	0	0	1	0.09
7213 Linen Supply	1	100	0	0	0	0	1	0.09
7231 Beauty Shops	2	100	0	0	0	0	2	0.18
7299 Miscellaneous Personal Services, NEC	2	100	0	0	0	0	2	0.18
7300 Business Services	3	60	1	20	1	20	5	0.46
7349 Building Cleaning & Maintenance Services, NEC	3	100	0	0	0	0	3	0.28
7352 Medical Equipment Rental & Leasing	1	100	0	0	0	0	1	0.09
7359 Equipment Rental & Leasing, NEC	2	100	0	0	0	0	2	0.18
7361 Employment Agencies	4	80	0	0	1	20	5	0.46
7363 Help Supply Services	5	100	0	0	0	0	5	0.46
7371 Computer Programming Services	1	50	0	0	1	50	2	0.18
7372 Prepackaged Software	4	100	0	0	0	0	4	0.37
7374 Computer Processing & Data Preparation & Processing	3	100	0	0	0	0	3	0.28
7375 Information Retrieval Services	0	0	1	50	1	50	2	0.18
7379 Computer Related Services, NEC	2	100	0	0	0	0	2	0.18
7381 Detective, Guard & Armored Car Services	0	0	0	0	1	100	1	0.09
7382 Security Systems Services	1	100	0	0	0	0	1	0.09
7389 Business Services, NEC	10	90.91	1	9.09	0	0	11	1.01
7513 Truck Rental & Leasing, Without Drivers	3	100	0	0	0	0	3	0.28
7514 Passenger Car Rental	0	0	0	0	1	100	1	0.09
7521 Automobile Parking	2	100	0	0	0	0	2	0.18

7536 Automotive Glass Replacement Shops	2	100	0	0	0	0	2	0.18
7600 Miscellaneous Repair Services	1	100	0	0	0	0	1	0.09
7800 Motion Pictures	1	100	0	0	0	0	1	0.09
7812 Motion Picture & Video Tape Production	6	100	0	0	0	0	6	0.55
7832 Motion Picture Theaters, except Drive-In	1	50	1	50	0	0	2	0.18
7929 Bands, Orchestras, Actors, & Other Entertainers	1	100	0	0	0	0	1	0.09
7941 Professional Sports Clubs & Promoters	1	100	0	0	0	0	1	0.09
7993 Coin-Operated Amusement Devices	1	100	0	0	0	0	1	0.09
7996 Amusement Parks	6	100	0	0	0	0	6	0.55
8000 Health Services	12	92.31	1	7.69	0	0	13	1.2
8049 Offices & Clinics of Health Practitioners, NEC	1	100	0	0	0	0	1	0.09
8059 Nursing & Personal Care Facilities, NEC	4	100	0	0	0	0	4	0.37
8062 General Medical & Surgical Hospitals	7	100	0	0	0	0	7	0.65
8069 Specialty Hospitals, Except Psychiatric	1	100	0	0	0	0	1	0.09
8082 Home Health Care Services	1	50	1	50	0	0	2	0.18
8090 Health and Allied Services, NEC	2	66.67	0	0	1	33.33	3	0.28
8092 Kidney Dialysis Centers	2	100	0	0	0	0	2	0.18
8093 Specialty Outpatient Facilities, NEC	1	100	0	0	0	0	1	0.09
8099 Health & Allied Services, NEC	8	80	1	10	1	10	10	0.92
8100 Legal Services	0	0	0	0	3	100	3	0.28
811 Timber Tracts	0	0	0	0	1	100	1	0.09
8111 Legal Services	1	12.5	0	0	7	87.5	8	0.74
8200 Educational Services	8	72.73	0	0	3	27.27	11	1.01
8211 Elementary & Secondary Schools	1	100	0	0	0	0	1	0.09
8220 Colleges & Universities	7	100	0	0	0	0	7	0.65
8221 Colleges, Universities & Professional Schools	21	91.3	1	4.35	1	4.35	23	2.12
8222 Junior Colleges & Technical Institutes	1	100	0	0	0	0	1	0.09
8299 Schools & Educational Services, NEC	3	75	1	25	0	0	4	0.37
8300 Social Services	1	100	0	0	0	0	1	0.09
8351 Child Day Care Services	1	100	0	0	0	0	1	0.09
8399 Social Services, NEC	1	100	0	0	0	0	1	0.09
8600 Membership Organizations	3	100	0	0	0	0	3	0.28
8641 Civic, Social & Fraternal Associations	1	100	0	0	0	0	1	0.09
8661 Religious Organizations	6	100	0	0	0	0	6	0.55
8699 Membership Organizations, NEC	1	100	0	0	0	0	1	0.09
8700 Engineering, Accounting, Research, Management	0	0	1	100	0	0	1	0.09
8710 Engineering and Archetectural Services	3	100	0	0	0	0	3	0.28
8711 Engineering Services	2	50	0	0	2	50	4	0.37
8721 Accounting, Auditing & Bookkeeping Services	1	14.29	2	28.57	4	57.14	7	0.65
8731 Commercial Physical & Biological Research	4	100	0	0	0	0	4	0.37
8733 Noncommercial Research Organizations	3	100	0	0	0	0	3	0.28



8734 Testing Laboratories	1	100	0	0	0	0	1	0.09
8741 Management Services	1	100	0	0	0	0	1	0.09
8742 Management Consulting Services	3	27.27	1	9.09	7	63.64	11	1.01
8748 Business Consulting Services, NEC	1	20	0	0	4	80	5	0.46
8811 Private Households	1	100	0	0	0	0	1	0.09
8900 Governmental Entities	5	100	0	0	0	0	5	0.46
8999 Services, NEC	2	100	0	0	0	0	2	0.18
9199 General Government, NEC	16	35.56	7	15.56	22	48.89	45	4.15
9222 Legal Counsel & Prosecution	0	0	0	0	2	100	2	0.18
9411 Educational Programs, Administration of	1	100	0	0	0	0	1	0.09
9431 Public Health Programs, Administration of	1	100	0	0	0	0	1	0.09
9511 Air, Water Resource & Solid Waste Management	1	100	0	0	0	0	1	0.09
9621 Transportation Programs, Regulation	1	100	0	0	0	0	1	0.09
9631 Communication, Electric, Gas & Other Utilities	3	100	0	0	0	0	3	0.28
9700 National Security & International Affairs	0	0	0	0	7	100	7	0.65
<b>Total Responses</b>	<b>839</b>	<b>77%</b>	<b>72</b>	<b>7%</b>	<b>174</b>	<b>16%</b>	<b>1085</b>	<b>100%</b>

## Risk Management

NameDescription	Members	Memb %	NonMem	NonMemb %	Associate	AsscTot %	TotalStr	Total %
Health /Welfare	109	89.34	7	5.74	6	4.92	122	1.43
Captives	300	89.02	16	4.75	21	6.23	337	3.94
Financial Risk Management	288	90.28	13	4.08	18	5.64	319	3.73
Risk Assessment	647	92.03	21	2.99	35	4.98	703	8.23
IT Risk Management	123	87.86	3	2.14	14	10	140	1.64
Supply Chain	52	78.79	4	6.06	10	15.15	66	0.77
Disaster Planning/Business Continuity	404	91.82	15	3.41	21	4.77	440	5.15
Governance/Compliance	123	91.11	6	4.44	6	4.44	135	1.58
Legal	116	86.57	7	5.22	11	8.21	134	1.57
Safety	431	95.57	5	1.11	15	3.33	451	5.28
Workers' Compensation	372	92.31	18	4.47	13	3.23	403	4.72
Enterprise Risk Management	309	90.62	10	2.93	22	6.45	341	3.99
Liability	348	91.1	17	4.45	17	4.45	382	4.47
Security	196	92.02	8	3.76	9	4.23	213	2.49
Environmental	273	93.17	6	2.05	14	4.78	293	3.43
HR/Benefits	85	84.16	9	8.91	7	6.93	101	1.18
Operational Risk Management	357	91.3	14	3.58	20	5.12	391	4.58
Strategic Risk Management	221	88.05	14	5.58	16	6.37	251	2.94
Property/Alternative Risk Transfer	429	91.28	18	3.83	23	4.89	470	5.5
Property/ Claims Management	718	93.86	23	3.01	24	3.14	765	8.95
Property/ Risk Control	706	92.65	26	3.41	30	3.94	762	8.92
Property/ Insurance Purchase	742	93.45	24	3.02	28	3.53	794	9.29
Property/ Self Insurance	496	93.23	13	2.44	23	4.32	532	6.23
<b>Total Responses</b>	<b>7845</b>	<b>92%</b>	<b>297</b>	<b>3%</b>	<b>403</b>	<b>5%</b>	<b>8545</b>	<b>100%</b>

**Job Function**

<b>NameDescription</b>	<b>Members</b>	<b>Memb %</b>	<b>NonMembers</b>	<b>NonMemb %</b>	<b>Associate</b>	<b>AsscTot %</b>	<b>TotalStr</b>	<b>Total %</b>
Administrator	7	87.5	1	12.5	0	0	8	0.88
Analyst	66	95.65	2	2.9	1	1.45	69	7.55
Attorney	0	0	3	27.27	8	72.73	11	1.2
Board Member	0	0	0	0	1	100	1	0.11
CEO/CFO/COO	14	31.11	12	26.67	19	42.22	45	4.92
CRO	45	75	11	18.33	4	6.67	60	6.56
Director	250	90.58	11	3.99	15	5.43	276	30.2
Manager	236	89.73	17	6.46	10	3.8	263	28.77
Other	28	80	5	14.29	2	5.71	35	3.83
Professor/Dean	5	100	0	0	0	0	5	0.55
Sales/Broker	1	8.33	5	41.67	6	50	12	1.31
Student	4	100	0	0	0	0	4	0.44
Underwriter	0	0	2	66.67	1	33.33	3	0.33
Unemployed	0	0	1	50	1	50	2	0.22
Vice President	84	70	19	15.83	17	14.17	120	13.13
Total Responses	740	81%	89	10%	85	9%	914	100%

NameDescription	Members	Memb %	NonMembers	NonMemb %	Associate	AsscTot %	TotalStr	Total %
<b>Revenue</b>								
Under \$20,000	3	18.75	4	25	9	56.25	16	8.04
\$20 - 100 million	7	58.33	4	33.33	1	8.33	12	6.03
\$101 - 500 million	5	35.71	7	50	2	14.29	14	7.04
\$501M - \$2 Billion	42	89.36	0	0	5	10.64	47	23.62
Over \$2 Billion	95	86.36	9	8.18	6	5.45	110	55.28
<b>Total Responses</b>	<b>152</b>	<b>76%</b>	<b>24</b>	<b>12%</b>	<b>23</b>	<b>12%</b>	<b>199</b>	<b>100%</b>

<b>Sales</b>								
Under \$20,000	0	0	9	69.23	4	30.77	13	13.83
\$20 - 100 million	1	33.33	1	33.33	1	33.33	3	3.19
\$101 - 500 million	1	33.33	1	33.33	1	33.33	3	3.19
\$501M - \$2 Billion	18	100	0	0	0	0	18	19.15
Over \$2 Billion	53	92.98	1	1.75	3	5.26	57	60.64
<b>Total Responses</b>	<b>73</b>	<b>78%</b>	<b>12</b>	<b>13%</b>	<b>9</b>	<b>10%</b>	<b>94</b>	<b>100%</b>

<b>Budget</b>								
Under \$20,000	2	40	2	40	1	20	5	19.23
\$20 - 100 million	7	100	0	0	0	0	7	26.92
\$101 - 500 million	2	66.67	1	33.33	0	0	3	11.54
\$501M - \$2 Billion	6	100	0	0	0	0	6	23.08
Over \$2 Billion	4	80	0	0	1	20	5	19.23
<b>Total Responses</b>	<b>21</b>	<b>81%</b>	<b>3</b>	<b>12%</b>	<b>2</b>	<b>8%</b>	<b>26</b>	<b>100%</b>

<b>Organizations</b>								
Under \$20,000	5	14.29	15	42.86	15	42.86	35	11.4
\$20 - 100 million	1	12.5	6	75	1	12.5	8	2.61
\$101 - 500 million	6	33.33	9	50	3	16.67	18	5.86
\$501M - \$2 Billion	66	92.96	0	0	5	7.04	71	23.13
Over \$2 Billion	153	87.43	11	6.29	11	6.29	175	57
<b>Total Responses</b>	<b>231</b>	<b>75%</b>	<b>41</b>	<b>13%</b>	<b>35</b>	<b>11%</b>	<b>307</b>	<b>100%</b>

**Number of Employees**

1 through 49	243	68.26	52	14.61	61	17.13	356	51.59
50 through 99	6	85.71	0	0	1	14.29	7	1.01
100 through 499	26	61.9	8	19.05	8	19.05	42	6.09
500 through 999	24	88.89	1	3.7	2	7.41	27	3.91
1000 through 2499	50	81.97	7	11.48	4	6.56	61	8.84
2500 through 4999	43	81.13	9	16.98	1	1.89	53	7.68
5000 through 5499	7	100	0	0	0	0	7	1.01
6000 through 10999	40	90.91	0	0	4	9.09	44	6.38
11000 through 19999	26	96.3	1	3.7	0	0	27	3.91
20,000 plus	54	81.82	7	10.61	5	7.58	66	9.57
<b>Total Responses</b>	<b>170</b>	<b>86%</b>	<b>17</b>	<b>9%</b>	<b>10</b>	<b>5%</b>	<b>197</b>	<b>100%</b>

**Property Premium**

Under \$20,000	3	60	0	0	2	40	5	3.07
\$21K - \$100K	6	75	1	12.5	1	12.5	8	4.91
\$101K - \$500K	25	96.15	1	3.85	0	0	26	15.95
\$501K - \$1M	17	73.91	3	13.04	3	13.04	23	14.11
\$1M - \$10M	83	96.51	1	1.16	2	2.33	86	52.76
Over \$10 Million	15	100	0	0	0	0	15	9.2
<b>Total Responses</b>	<b>149</b>	<b>91%</b>	<b>6</b>	<b>4%</b>	<b>8</b>	<b>5%</b>	<b>163</b>	<b>100%</b>

**Property Brokerage**

Under \$20,000	23	82.14	1	3.57	4	14.29	28	19.05
\$21K - \$100K	36	85.71	3	7.14	3	7.14	42	28.57
\$101K - \$500K	49	94.23	2	3.85	1	1.92	52	35.37
\$501K - \$1M	18	100	0	0	0	0	18	12.24
\$1M - \$10M	7	100	0	0	0	0	7	4.76
<b>Total Responses</b>	<b>133</b>	<b>90%</b>	<b>6</b>	<b>4%</b>	<b>8</b>	<b>5%</b>	<b>147</b>	<b>100%</b>

**Property Claims/TPA**

Under \$20,000	67	85.9	6	7.69	5	6.41	78	72.9
\$21K - \$100K	13	100	0	0	0	0	13	12.15
\$101K - \$500K	9	100	0	0	0	0	9	8.41

\$501K - \$1M	2	100	0	0	0	0	2	1.87
\$1M - \$10M	3	100	0	0	0	0	3	2.8
Over \$10 Million	1	50	1	50	0	0	2	1.87
<b>Total Responses</b>	95	89%	7	7%	5	5%	107	100%

#### Liability Premiums

Under \$20,000	2	100	0	0	0	0	2	1.23
\$21K - \$100K	8	80	0	0	2	20	10	6.13
\$101K - \$500K	24	92.31	1	3.85	1	3.85	26	15.95
\$501K - \$1M	17	89.47	0	0	2	10.53	19	11.66
\$1M - \$10M	84	94.38	3	3.37	2	2.25	89	54.6
Over \$10 Million	16	94.12	1	5.88	0	0	17	10.43
<b>Total Responses</b>	151	93%	5	3%	7	4%	163	100%

#### Liability Brokerage

Under \$20,000	13	86.67	0	0	2	13.33	15	11.11
\$21K - \$100K	39	92.86	1	2.38	2	4.76	42	31.11
\$101K - \$500K	48	88.89	4	7.41	2	3.7	54	40
\$501K - \$1M	16	100	0	0	0	0	16	11.85
\$1M - \$10M	6	85.71	1	14.29	0	0	7	5.19
Over \$10 Million	0	0	0	0	1	100	1	0.74
<b>Total Responses</b>	122	90%	6	4%	7	5%	135	100%

#### Liability Claims/TPA

Under \$20,000	33	84.62	4	10.26	2	5.13	39	34.51
\$21K - \$100K	25	100	0	0	0	0	25	22.12
\$101K - \$500K	23	88.46	2	7.69	1	3.85	26	23.01
\$501K - \$1M	10	100	0	0	0	0	10	8.85
\$1M - \$10M	10	90.91	0	0	1	9.09	11	9.73
Over \$10 Million	1	50	1	50	0	0	2	1.77
<b>Total Responses</b>	102	90%	7	6%	4	4%	113	100%

**Workers Compensation Premium**

Under \$20,000	3	50	0	0	3	50	6	3.82
\$21K - \$100K	5	100	0	0	0	0	5	3.18
\$101K - \$500K	31	91.18	1	2.94	2	5.88	34	21.66
\$501K - \$1M	26	96.3	0	0	1	3.7	27	17.2
\$1M - \$10M	63	94.03	3	4.48	1	1.49	67	42.68
Over \$10 Million	17	94.44	1	5.56	0	0	18	11.46
<b>Total Responses</b>	<b>145</b>	<b>92%</b>	<b>5</b>	<b>3%</b>	<b>7</b>	<b>4%</b>	<b>157</b>	<b>100%</b>

**Workers Compensation Brokerage**

Under \$20,000	22	84.62	1	3.85	3	11.54	26	20.47
\$21K - \$100K	37	86.05	4	9.3	2	4.65	43	33.86
\$101K - \$500K	43	93.48	1	2.17	2	4.35	46	36.22
\$501K - \$1M	5	100	0	0	0	0	5	3.94
\$1M - \$10M	7	100	0	0	0	0	7	5.51
<b>Total Responses</b>	<b>114</b>	<b>90%</b>	<b>6</b>	<b>5%</b>	<b>7</b>	<b>6%</b>	<b>127</b>	<b>100%</b>

**Workers Compensation Claims/TPA**

Under \$20,000	22	88	1	4	2	8	25	19.69
\$21K - \$100K	26	89.66	3	10.34	0	0	29	22.83
\$101K - \$500K	40	93.02	1	2.33	2	4.65	43	33.86
\$501K - \$1M	4	100	0	0	0	0	4	3.15
\$1M - \$10M	23	95.83	1	4.17	0	0	24	18.9
Over \$10 Million	2	100	0	0	0	0	2	1.57
<b>Total Responses</b>	<b>117</b>	<b>92%</b>	<b>6</b>	<b>5%</b>	<b>4</b>	<b>3%</b>	<b>127</b>	<b>100%</b>

**Health/Medical Premium**

Under \$20,000	3	75	0	0	1	25	4	6.35
\$21K - \$100K	2	100	0	0	0	0	2	3.17
\$101K - \$500K	7	100	0	0	0	0	7	11.11
\$501K - \$1M	2	100	0	0	0	0	2	3.17
\$1M - \$10M	23	85.19	0	0	4	14.81	27	42.86
Over \$10 Million	16	76.19	5	23.81	0	0	21	33.33
<b>Total Responses</b>	<b>53</b>	<b>84%</b>	<b>5</b>	<b>8%</b>	<b>5</b>	<b>8%</b>	<b>63</b>	<b>100%</b>

**Health/Medical Brokerage**

Under \$20,000	8	66.67	1	8.33	3	25	12	26.67
\$21K - \$100K	10	90.91	0	0	1	9.09	11	24.44
\$101K - \$500K	15	88.24	1	5.88	1	5.88	17	37.78
\$501K - \$1M	3	100	0	0	0	0	3	6.67
\$1M - \$10M	2	100	0	0	0	0	2	4.44
<b>Total Responses</b>	<b>38</b>	<b>84%</b>	<b>2</b>	<b>4%</b>	<b>5</b>	<b>11%</b>	<b>45</b>	<b>100%</b>

**Health/Medical Claims/TPA**

Under \$20,000	14	87.5	0	0	2	12.5	16	36.36
\$21K - \$100K	7	77.78	0	0	2	22.22	9	20.45
\$101K - \$500K	12	100	0	0	0	0	12	27.27
\$501K - \$1M	1	33.33	2	66.67	0	0	3	6.82
\$1M - \$10M	3	100	0	0	0	0	3	6.82
Over \$10 Million	1	100	0	0	0	0	1	2.27
<b>Total Responses</b>	<b>38</b>	<b>86%</b>	<b>2</b>	<b>5%</b>	<b>4</b>	<b>9%</b>	<b>44</b>	<b>100%</b>

**Consulting**

Under \$20,000	67	84.81	2	2.53	10	12.66	79	42.7
\$21K - \$100K	60	93.75	1	1.56	3	4.69	64	34.59
\$101K - \$500K	29	85.29	4	11.76	1	2.94	34	18.38
\$501K - \$1M	2	66.67	0	0	1	33.33	3	1.62
\$1M - \$10M	4	100	0	0	0	0	4	2.16
Over \$10 Million	0	0	1	100	0	0	1	0.54
<b>Total Responses</b>	<b>162</b>	<b>88%</b>	<b>8</b>	<b>4%</b>	<b>15</b>	<b>8%</b>	<b>185</b>	<b>100%</b>