

Insurance Agencies, Brokerages and Other Related Activities: 2002

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2002 Economic Census

Finance and Insurance

Industry Series



U S C E N S U S B U R E A U

Helping You Make Informed Decisions

U.S. Department of Commerce
Economics and Statistics Administration
U.S. CENSUS BUREAU



CONTENTS

Introduction to the Economic Census	v
Finance and Insurance	ix
Tables	
1. Summary Statistics for the United States: 2002.....	1
2. Comparative Statistics for the United States (1997 NAICS Basis): 2002 and 1997	2
3. Product Lines by Kind of Business for the United States: 2002 .	3
4. Concentration by Largest Firms for the United States: 2002 ...	5
Appendixes	
A. Explanation of Terms	A-1
B. NAICS Codes, Titles, and Descriptions	B-1
C. Methodology	C-1
D. Geographic Notes	--
E. Metropolitan and Micropolitan Statistical Areas	--

-- Not applicable for this report.

Table 1. Summary Statistics for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Kind of business	Estab-lishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From admini-strative records ¹	Estimated ²
5242	Agencies, brokerages, and other insurance related activities	138 285	105 694 972	36 762 068	8 827 973	814 657	21.8	10.9
52421	Insurance agencies and brokerages	126 133	82 633 536	28 062 171	6 691 195	618 907	26.5	10.3
524210	Insurance agencies and brokerages	126 133	82 633 536	28 062 171	6 691 195	618 907	26.5	10.3
52429	Other insurance related activities	12 152	23 061 436	8 699 897	2 136 778	195 750	5.1	13.0

¹Includes revenue information obtained from administrative records of other federal agencies.

²Includes revenue information that was imputed based on historic data, administrative data, industry averages, or other statistical methods.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 2. Comparative Statistics for the United States (1997 NAICS Basis): 2002 and 1997

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 and 1997 Economic Censuses. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

1997 NAICS code	Kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)
5242	Agencies, brokerages, and other insurance related activities	138 285	105 694 972	36 762 068	814 657
	2002..				
	1997..	133 560	77 272 251	26 371 695	739 291
52421	Insurance agencies and brokerages	126 133	82 633 536	28 062 171	618 907
	2002..				
	1997..	120 392	59 174 185	19 532 966	557 670
524210	Insurance agencies and brokerages	126 133	82 633 536	28 062 171	618 907
	2002..				
	1997..	120 392	59 174 185	19 532 966	557 670
52429	Other insurance related activities	12 152	23 061 436	8 699 897	195 750
	2002..				
	1997..	13 168	18 098 066	6 838 729	181 621

Note: The data in this table are based on the 2002 and 1997 Economic Censuses. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 3. Product Lines by Kind of Business for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table.]

2002 NAICS code	2002 Product line code	Kind of business and product line	Establishments with the product line		Product line revenue			Response coverage ² (percent)
			Number	Total revenue (\$1,000)	Amount ¹ (\$1,000)	As percent of total revenue of—		
						Establishments with the product line	All establishments ¹	
5242		Agencies, brokerages, and other insurance related activities	138 285	X	105 694 972	X	100.0	72.2
	50510	Income from fiduciary activities, including trust, custody, and escrow	28	44 637	1 262	2.8	Z	X
	50520	Asset/investment portfolio management fees	34	65 142	5 994	9.2	Z	X
	50800	Securities commissions	8 073	3 553 167	407 843	11.5	.4	X
	50830	Insurance commissions	126 883	84 416 647	77 578 315	91.9	73.4	69.7
	50831	Life and accident	92 821	47 858 026	7 696 871	16.1	7.3	X
	50832	Health and medical	70 827	42 804 652	9 933 339	23.2	9.4	X
	50833	Property and casualty - personal lines	86 614	48 748 296	21 116 679	43.3	20.0	X
	50834	Property and casualty - commercial lines	77 256	54 816 064	29 533 265	53.9	27.9	X
	50835	Annuity	26 505	10 710 745	2 345 764	21.9	2.2	X
	50836	Title	2 066	2 268 234	1 681 306	74.1	1.6	X
	50839	Other	19 520	19 288 639	5 271 091	27.3	5.0	X
	50850	Third party administration and management fees	9 040	21 552 416	15 955 853	74.0	15.1	57.7
	50851	Pension funds/plans	3 372	3 986 297	2 196 289	55.1	2.1	X
	50852	Health and/or welfare funds/plans	3 249	12 954 857	6 786 570	67.8	8.3	X
	50853	Workers' compensation self-insurance	2 350	5 483 260	3 006 682	54.8	2.8	X
	50854	Other self-insurance	1 412	3 581 799	1 966 312	54.9	1.9	X
	50860	Insurance claims adjusting/appraisal fees	5 804	6 113 870	4 310 472	70.5	4.1	X
	50870	Other insurance consulting fees	3 094	5 527 697	1 418 296	25.7	1.3	X
	50880	Fees from investment consulting and advice, excluding investment management for clients	789	708 223	51 493	7.3	Z	X
	50890	Title search, title reconveyance, and title abstract service fees	747	717 537	150 432	21.0	.1	X
	50900	Fees or commissions from risk consulting	1 509	3 978 258	1 338 708	33.7	1.3	X
	50910	Fees or commissions from establishment and/or management of Employee Benefit Packages	724	1 357 173	181 155	13.3	.2	X
	50990	Revenue from all other insurance-related activities	4 551	8 288 720	3 061 315	36.9	2.9	X
	51200	Real estate sales commissions	809	358 630	51 232	14.3	.1	X
	51300	Gross rents from real properties	2 022	1 860 812	58 012	3.1	.1	X
	59810	Other revenue	7 559	16 421 889	1 124 590	6.8	1.1	X
52421		Insurance agencies and brokerages	126 133	X	82 633 536	X	100.0	71.5
	50800	Securities commissions	7 972	3 420 202	393 332	11.5	.5	X
	50830	Insurance commissions	126 002	81 494 020	77 151 683	94.7	93.4	69.0
	50831	Life and accident	92 429	46 388 026	7 648 818	16.5	9.3	X
	50832	Health and medical	70 361	40 773 903	9 670 963	23.7	11.7	X
	50833	Property and casualty - personal lines	86 587	48 127 923	21 079 383	43.8	25.5	X
	50834	Property and casualty - commercial lines	77 151	54 451 044	29 491 231	54.2	35.7	X
	50835	Annuity	26 395	10 602 372	2 339 239	22.1	2.8	X
	50836	Title	2 064	2 267 164	1 681 135	74.2	2.0	X
	50839	Other	19 380	18 968 548	5 240 914	27.6	6.3	X
	50850	Third party administration and management fees	3 790	5 500 088	922 181	16.8	1.1	62.9
	50851	Pension funds/plans	1 360	1 044 192	141 287	13.5	.2	X
	50852	Health and/or welfare funds/plans	1 200	2 892 111	475 707	16.4	.6	X
	50853	Workers' compensation self-insurance	1 046	1 575 060	214 398	13.6	.3	X
	50854	Other self-insurance	446	508 758	90 789	17.8	.1	X
	50860	Insurance claims adjusting/appraisal fees	541	1 460 961	197 492	13.5	.2	X
	50870	Other insurance consulting fees	1 753	3 814 364	257 814	6.8	.3	X
	50880	Fees from investment consulting and advice, excluding investment management for clients	727	601 572	39 664	6.6	Z	X
	50890	Title search, title reconveyance, and title abstract service fees	744	714 780	150 391	21.0	.2	X
	50900	Fees or commissions from risk consulting	1 498	3 958 973	1 335 345	33.7	1.6	X
	50910	Fees or commissions from establishment and/or management of Employee Benefit Packages	715	1 356 016	180 965	13.3	.2	X
	50990	Revenue from all other insurance-related activities	3 404	5 329 863	955 234	17.9	1.2	X
	51200	Real estate sales commissions	809	358 630	51 232	14.3	.1	X
	51300	Gross rents from real properties	1 964	1 394 028	51 232	3.7	.1	X
	59810	Other revenue	6 719	13 637 012	946 971	6.9	1.1	X
524210		Insurance agencies and brokerages	126 133	X	82 633 536	X	100.0	71.5
	50800	Securities commissions	7 972	3 420 202	393 332	11.5	.5	X
	50830	Insurance commissions	126 002	81 494 020	77 151 683	94.7	93.4	69.0
	50831	Life and accident	92 429	46 388 026	7 648 818	16.5	9.3	X
	50832	Health and medical	70 361	40 773 903	9 670 963	23.7	11.7	X
	50833	Property and casualty - personal lines	86 587	48 127 923	21 079 383	43.8	25.5	X
	50834	Property and casualty - commercial lines	77 151	54 451 044	29 491 231	54.2	35.7	X
	50835	Annuity	26 395	10 602 372	2 339 239	22.1	2.8	X
	50836	Title	2 064	2 267 164	1 681 135	74.2	2.0	X
	50839	Other	19 380	18 968 548	5 240 914	27.6	6.3	X
	50850	Third party administration and management fees	3 790	5 500 088	922 181	16.8	1.1	62.9
	50851	Pension funds/plans	1 360	1 044 192	141 287	13.5	.2	X
	50852	Health and/or welfare funds/plans	1 200	2 892 111	475 707	16.4	.6	X
	50853	Workers' compensation self-insurance	1 046	1 575 060	214 398	13.6	.3	X
	50854	Other self-insurance	446	508 758	90 789	17.8	.1	X
	50860	Insurance claims adjusting/appraisal fees	541	1 460 961	197 492	13.5	.2	X
	50870	Other insurance consulting fees	1 753	3 814 364	257 814	6.8	.3	X
	50880	Fees from investment consulting and advice, excluding investment management for clients	727	601 572	39 664	6.6	Z	X
	50890	Title search, title reconveyance, and title abstract service fees	744	714 780	150 391	21.0	.2	X
	50900	Fees or commissions from risk consulting	1 498	3 958 973	1 335 345	33.7	1.6	X
	50910	Fees or commissions from establishment and/or management of Employee Benefit Packages	715	1 356 016	180 965	13.3	.2	X
	50990	Revenue from all other insurance-related activities	3 404	5 329 863	955 234	17.9	1.2	X
	51200	Real estate sales commissions	809	358 630	51 232	14.3	.1	X
	51300	Gross rents from real properties	1 964	1 394 028	51 232	3.7	.1	X
	59810	Other revenue	6 719	13 637 012	946 971	6.9	1.1	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line	Establishments with the product line		Product line revenue			Response coverage ² (percent)
			Number	Total revenue (\$1,000)	Amount ¹ (\$1,000)	As percent of total revenue of—		
						Establishments with the product line	All establishments ¹	
52429		Other insurance related activities	12 152	X	23 061 436	X	100.0	74.4
	50510	Income from fiduciary activities, including trust, custody, and escrow	28	44 637	1 262	2.8	Z	X
	50520	Asset/investment portfolio management fees	34	65 142	5 994	9.2	Z	X
	50800	Securities commissions	101	132 965	14 511	10.9	.1	X
	50830	Insurance commissions	881	2 922 627	426 632	14.6	1.9	74.0
	50831	Life and accident	392	1 470 000	48 053	3.3	.2	X
	50832	Health and medical	466	2 030 749	262 376	12.9	1.1	X
	50833	Property and casualty - personal lines	27	620 373	37 296	6.0	.2	X
	50834	Property and casualty - commercial lines	105	365 020	42 034	11.5	.2	X
	50835	Annuity	110	108 373	6 525	6.0	Z	X
	50839	Other	140	320 091	30 177	9.4	.1	X
	50850	Third party administration and management fees	5 250	16 052 328	15 033 672	93.7	65.2	57.5
	50851	Pension funds/plans	2 012	2 942 105	2 055 002	69.8	8.9	X
	50852	Health and/or welfare funds/plans	2 049	10 062 746	8 310 863	82.6	36.0	X
	50853	Workers' compensation self-insurance	1 304	3 908 200	2 792 284	71.4	12.1	X
	50854	Other self-insurance	966	3 073 041	1 875 523	61.0	8.1	X
	50860	Insurance claims adjusting/appraisal fees	5 263	4 652 909	4 112 980	88.4	17.8	X
	50870	Other insurance consulting fees	1 341	1 713 333	1 160 482	67.7	5.0	X
	50880	Fees from investment consulting and advice, excluding investment management for clients	62	106 651	11 829	11.1	.1	X
	50900	Fees or commissions from risk consulting	11	19 285	3 363	17.4	Z	X
	50910	Fees or commissions from establishment and/or management of Employee Benefit Packages	9	1 157	190	16.4	Z	X
	50990	Revenue from all other insurance-related activities	1 147	2 958 857	2 106 081	71.2	9.1	X
	51300	Gross rents from real properties	58	466 784	6 780	1.5	Z	X
	59810	Other revenue	840	2 784 877	177 619	6.4	.8	X

¹Product line revenue and/or product line percents may not sum to totals due to exclusion of selected lines to avoid disclosing data for individual companies, due to rounding, and/or due to exclusion of lines that did not meet publication criteria.

²Revenue of establishments reporting product line revenue as percent of total revenue.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 4. Concentration by Largest Firms for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only firms and establishments of firms with payroll. Excludes data for establishments of these firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Kind of business and largest firms based on revenue	Establishments (number)	Revenue		Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)
			Amount (\$1,000)	As percent of total			
5242	Agencies, brokerages, and other insurance related activities						
	All firms	138 285	105 694 972	100.0	36 762 068	8 827 973	814 657
	4 largest firms	1 081	10 294 095	9.7	3 814 663	941 592	56 819
	8 largest firms	1 606	12 959 338	12.3	4 851 641	1 233 985	71 438
	20 largest firms	2 355	17 585 410	16.6	6 417 296	1 668 970	101 612
	50 largest firms	3 365	23 258 679	22.0	7 939 540	2 052 812	128 078
52421	Insurance agencies and brokerages						
	All firms	126 133	82 633 536	100.0	28 062 171	6 691 195	618 907
	4 largest firms	846	8 659 957	10.5	3 011 753	733 941	40 851
	8 largest firms	1 279	10 764 005	13.0	4 072 867	1 037 597	54 220
	20 largest firms	1 543	13 804 289	16.7	4 732 684	1 229 170	62 915
	50 largest firms	2 007	17 538 475	21.2	5 990 002	1 553 683	81 113
524210	Insurance agencies and brokerages						
	All firms	126 133	82 633 536	100.0	28 062 171	6 691 195	618 907
	4 largest firms	846	8 659 957	10.5	3 011 753	733 941	40 851
	8 largest firms	1 279	10 764 005	13.0	4 072 867	1 037 597	54 220
	20 largest firms	1 543	13 804 289	16.7	4 732 684	1 229 170	62 915
	50 largest firms	2 007	17 538 475	21.2	5 990 002	1 553 683	81 113
52429	Other insurance related activities						
	All firms	12 152	23 061 436	100.0	8 699 897	2 136 778	195 750
	4 largest firms	229	2 637 277	11.4	966 969	248 755	17 894
	8 largest firms	642	4 314 306	18.7	1 628 461	429 367	32 530
	20 largest firms	1 226	6 942 027	30.1	2 365 044	607 819	48 981
	50 largest firms	1 659	10 049 502	43.6	3 334 491	852 747	70 333

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.