

# Reasons to Base Operations in Indiana

**Friendly insurance tax environment** – As of January 2008, the Indiana premium tax rate is 1.3 percent, which minimizes a domestic's retaliatory tax exposure when doing business in other states. Domestic insurers may opt to pay the premium tax or the corporate gross income tax.

**Access to trained insurance force** – There are 60,240 company employees and agents working in Indiana. A number of state institutions of higher learning maintain significant insurance and actuarial programs including Ball State University, Butler University, Indiana State University, Ivy Tech Community College and Purdue University.

**Positive regulatory climate** – Indiana has consistently been rated one of the top states for commercial lines by the Property and Casualty Insurance Association of America (PCIAA). The Indiana Department of Insurance has made an efficient and consistent regulatory approach their primary focus.

Estimated employment levels for selected occupations by state--2007\*

Job Title	Connecticut	Indiana	Iowa
Actuaries	850	450	510
Claims Adjusters, Examiners, Investigators	6,780	3,890	3,690
Underwriters	3,530	1,720	1,840
Computer Programmers	6,110	5,440	4,030
Agents	4,650	7,230	3,850
Customer Service Representative	28,840	38,780	24,670
Insurance Claims and Processing Clerks	6,830	5,470	2,940

\* United States Department of Labor Statistics

Average hourly wages for the insurance industry by state--2007\*

Job Title	Connecticut	Indiana	Iowa
Actuaries	\$47.38	\$44.29	\$42.41
Claims Adjusters, Examiners, Investigators	\$28.46	\$25.37	\$23.84
Underwriters	\$33.00	\$28.50	\$25.05
Computer Programmers	\$39.41	\$31.73	\$28.35
Agents	\$36.03	\$28.18	\$25.98
Customer Service Representative	\$17.92	\$14.48	\$13.50
Insurance Claims and Processing Clerks	\$18.98	\$15.00	\$14.61

\* United States Department of Labor Statistics

Population by State--2008\*

	Connecticut	Indiana	Iowa
Nonfarm Seasonally Adjusted Payroll (July 2008)	1,670,300	2,887,000	1,509,200
Current Census Bureau Population Estimate	3,501,252	6,376,792	3,002,555
Population Change (2000-2008)	95,648	296,270	76,174
Fall enrollment in higher education (2005)	174,675	361,253	227,722

\* Bureau of Labor Statistics; Cumulative Estimates of the Components of Population Change for the United States and States, April 1, 2000, to July 1, 2008; and National Center for Education Statistics

## To Learn More

To get more information about Indiana's insurance industry, contact:

**Insurance Institute of Indiana**  
317.464.2450  
[www.insuranceinstitute.org](http://www.insuranceinstitute.org)

**Association of Indiana Life Insurance Companies**  
317.684.5402  
[www.ailic.org](http://www.ailic.org)

**Independent Insurance Agents of Indiana**  
317.824.3780  
[www.bigj.org](http://www.bigj.org)

To find out more about Indiana's business advantages, contact:

**Indiana Economic Development Corporation**  
317.232.8800  
[www.AccelerateIndiana.com](http://www.AccelerateIndiana.com)



INDIANA

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63K JOBS

63,000 INSURANCE JOBS



# Insurance Industry's Impact in Indiana



## Employment\*

The insurance industry is one of Indiana's largest employers. Based on 2007 revenue, three of Indiana's 20 largest private companies are insurance companies.

### INDIANA EMPLOYEES

Farm Employment	71,229
<b>Insurance</b>	<b>57,762</b>
Building Construction	58,530
Primary Metal Manufacturing	45,984
Food Manufacturing	33,649

\* Source: Center for Rural Development at Purdue University, 2008 Study

## Wages\*

Indiana insurance carriers pay \$3.3 billion in direct income to Hoosiers and \$2.4 billion in indirect or induced income. The average wage paid to Hoosiers by carriers is 153% of the Indiana average wage for all industries.

### EMPLOYEE AVERAGE SALARY

Insurance Carriers	\$56,448
Health Care and Social Assistance	\$41,835
Construction	\$45,609
Manufacturing	\$51,091

\* Source: Center for Rural Development at Purdue University, 2008 Study

## Economics\*

Indiana's insurance industry has a huge impact on the state's economic health. Consider the following:

- Insurance premium tax receipts and retaliatory fees totaled more than \$191.7 million in 2008.
- Indiana's insurance carrier employees and agents contributed nearly \$5.5 billion to the Gross State Product in 2007.
- The insurance industry contribution to the Gross State Product (\$5.69 billion) was about 2.4% of the state's GSP in 2007 and was larger than agriculture and mining combined.
- According to the Indiana Department of Insurance, there are 181 insurance companies and farm mutuals domiciled in Indiana.
- Indiana has approximately 1,965 insurers licensed in the state.

\*Sources: The Center for Rural Development, Purdue University, 2008 Study; Indiana Department of Insurance; Bureau of Economic Analysis