

Reasons to Base Operations in Indiana

Friendly insurance tax environment – As of January 2006, 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 55,959 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. Indiana also offers the INSPIRE program which reimburses employers for half of employee training toward industry designations.

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--2005*

Job Title	Connecticut	Indiana	Iowa
Actuaries	1,030	310	380
Claims Adjusters, Examiners, Investigators	5,520	4,070	2,910
Underwriters	2,870	1,330	1,950
Computer Programmers	6,470	5,040	2,850
Agents	5,480	6,730	3,990
Customer Service Representative	28,430	33,540	23,950
Insurance Claims and Processing Clerks	5,830	5,970	2,890

* United States Department of Labor Statistics

Average hourly wages for the insurance industry by state--2005*

Job Title	Connecticut	Indiana	Iowa
Actuaries	\$45.13	\$37.03	\$39.31
Claims Adjusters, Examiners, Investigators	\$24.97	\$22.40	\$19.72
Underwriters	\$31.32	\$25.78	\$23.01
Computer Programmers	\$35.18	\$27.11	\$26.06
Agents	\$31.89	\$26.67	\$21.44
Customer Service Representative	\$16.87	\$14.60	\$12.93
Insurance Claims and Processing Clerks	\$16.79	\$14.08	\$13.65

* United States Department of Labor Statistics

Population by State--2005	Connecticut	Indiana	Iowa
Nonfarm Seasonally Adjusted Payroll (July 2006) ¹	1,672,300	2,976,800	1,510,600
Current Census Bureau Population Estimate	3,510,297	6,271,973	2,966,334
Population Change (2000-2005) ²	104,695	191,456	39,952
Fall enrollment in higher education (2004) ³	172,775	356,801	217,646

¹ Bureau of Labor Statistics (<http://www.bls.gov/news.release/laus.t05.htm>)

² Cumulative Estimates of the Components of Population Change for the United States and States: April 1, 2000 to July 1, 2005
Source: Population Division, U.S. Census Bureau; Release Date: December 22, 2005

³ National Center for Education Statistics Table 191. Total fall enrollment in all degree-granting institutions, by attendance status, sex, and state or jurisdiction: 2003 and 2004
http://nces.ed.gov/programs/digest/d05/tables/dt05_191.asp

To Learn More

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

Insurance Institute of Indiana
317.464.2450
www.insuranceinstitute.org

**Association of Indiana
Life Insurance Companies**
317.684.5402
www.ailic.org

Independent Insurance Agents of Indiana
317.824.3780
www.bigj.org

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

Indiana Economic Development Corporation
317.232.8888
www.iedc.in.gov



INDIANA

\$54000

Average Insurance Salary

The graphic features a scenic background of a green field with a white picket fence and a blue sky with clouds. The text is in a bold, blue, serif font. The number '54000' is significantly larger than the other text elements.



Insurance Industry's Impact in Indiana



Employment*

The insurance industry is one of Indiana's largest employers. Based on 2002 revenue, three of Indiana's 20 largest private companies are insurance companies.

INDIANA EMPLOYEES

Farm Employment	70,454
Insurance	55,959
Building Construction	55,118
Primary Metal Manufacturing	48,437
Food Manufacturing	32,784

* Source: Center for Rural Development at Purdue University, 2006 Study

Wages*

Indiana insurance carriers pay \$3.1 billion in direct income to Hoosiers and \$2.4 billion in indirect or induced income. The average wage paid to Hoosiers by carriers is 155% of the Indiana average wage for all industries.

EMPLOYEE AVERAGE SALARY

Insurance Carriers	\$53,995
Health Care and Social Assistance	\$34,455
Construction	\$39,331
Manufacturing	\$47,588

* Source: Center for Rural Development at Purdue University, 2006 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 \$178 million in 2006.
- Indiana's insurance carrier employees and agents contributed nearly \$5.5 billion to the Gross State Product in 2006.
- The insurance industry contribution to the Gross State Product (\$5.5 billion) was about 2.4% of the state's GSP and was larger than agriculture and mining combined.
- According to the Indiana Department of Insurance, there are 198 insurance companies and farm mutuals domiciled in Indiana.
- Indiana has approximately 1,823 insurers licensed in the state, third highest total in the nation.

*Sources: The Center for Rural Development, Purdue University, 2006 Study; Indiana Department of Insurance; Bureau of Economic Analysis

National Rankings*

- Indiana's INSPIRE training grant is the most comprehensive insurance training program in the country.
- Indiana is one of only a handful of states with two or more universities offering insurance and actuarial degrees.

*Sources: Business Insurance Market Sourcebook 2006