



## AGENTS' BULLETIN # 2010-02-16

TO: **ALL UNITED AGENTS**

RE: **NEW BUSINESS OPPORTUNITIES**

---

As you are well aware, there has been much upheaval in the Florida insurance market in the last year. We want you, as a valued agency partner of UPC Insurance, to know that we are open for business, stable and secure, and anxious to work with you in any way possible with writing business.

Many of your customers may have legitimate questions about Florida domestic companies as a result of what they have read or heard in the media. In order to assist you with answering some of these questions, we have put together the following fact sheet about UPC Insurance:

- UPC Insurance has been in business in Florida for eleven years
- We successfully weathered eight hurricanes in just 15 months, paying out over \$500 million for 33,000 claims
- Our current surplus position is over \$50 million
- We buy reinsurance to a 1-in-100 year level, and only from reinsurers who are rated "A-" or better by AM Best
- Our reinsurance program is spread among reinsurers in London, Bermuda and the United States in order to achieve maximum stability
- On September 30, 2008 UPC Insurance became a publicly traded company as a subsidiary of United Insurance Holdings Corp. (UIHC), providing more long-term access to capital
- UPC Insurance is rated "A" Excellent by Demotech, Inc., a highly respected national rating organization
- Refer to our website – [www.upcic.com](http://www.upcic.com) – for more detail on our financial position and our reinsurance program

As always, we stand ready to assist you in any way possible with developing and placing new business. Please let us know how we can help.

*Margie Wise, Marketing Representative – ext. 141 – [mwise@upcic.com](mailto:mwise@upcic.com)*

*Rick Allen, Marketing Representative – ext. 139 – [rallen@upcic.com](mailto:rallen@upcic.com)*

*Julie Lowery, Marketing Representative – ext. 147 – [jlowery@upcic.com](mailto:jlowery@upcic.com)*

*Carolyn Marro, AVP, Marketing – ext. 140 – [cmarro@upcic.com](mailto:cmarro@upcic.com)*

Thank you for continuing to place your trust in UPC Insurance – we value your partnership.

A handwritten signature in cursive script that reads "Mel Russell".

Mel Russell, CIC  
Chief Underwriting Officer & Senior Vice President