

**REPORT ON EXAMINATION**  
**OF**  
**SAFE HARBOR INSURANCE COMPANY**  
**TALLAHASSEE, FLORIDA**  
**AS OF**  
**DECEMBER 31, 2007**

**BY THE**  
**OFFICE OF INSURANCE REGULATION**

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Tallahassee, Florida

April 30, 2009

Kevin M. McCarty  
Commissioner  
Office of Insurance Regulation  
State of Florida  
Tallahassee, Florida 32399-0326

Dear Sir:

Pursuant to your instructions, in compliance with Section 624.316, Florida Statutes, and in accordance with the practices and procedures promulgated by the National Association of Insurance Commissioners (NAIC), we have conducted an examination as of December 31, 2007, of the financial condition and corporate affairs of:

**SAFE HARBOR INSURANCE COMPANY  
2549 BARRINGTON CIRCLE  
TALLAHASSEE, FLORIDA 32308**

Hereinafter referred to as the "Company." Such report of examination is herewith respectfully submitted.

## **SCOPE OF EXAMINATION**

This examination covered the period of June 1, 2006, through December 31, 2007. This was the Company's first examination. This examination commenced, with planning at the Florida Office of Insurance Regulation (Office), on December 15, 2008, to December 19, 2008. The fieldwork commenced on January 2, 2009, and was concluded as of April 30, 2009.

This financial examination was a statutory financial examination conducted in accordance with the Financial Condition Examiners Handbook, Accounting Practices and Procedures Manual and annual statement instructions promulgated by the NAIC as adopted by Rules 69O-137.001(4) and 69O-138.001, Florida Administrative Code, with due regard to the statutory requirements of the insurance laws and rules of the State of Florida.

The Financial Condition Examiners Handbook requires that the examination be planned and performed to evaluate the financial condition and identify prospective risks of the Company by obtaining information about the Company including corporate governance, identifying and assessing inherent risks within the Company, and evaluating system controls and procedures used to mitigate those risks. An examination also includes assessing the principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation and management's compliance with Statutory Accounting Principles and annual statement instructions when applicable to domestic state regulations.

In this examination, emphasis was directed to the quality, value and integrity of the statement of assets and the determination of liabilities, as those balances affect the financial solvency of the Company as of December 31, 2007. Transactions subsequent to year-end 2007 were reviewed where relevant and deemed significant to the Company's financial condition.

All accounts and activities of the Company were considered in accordance with the risk-focused examination process.

The examination included a review of the corporate records and other selected records deemed pertinent to the Company's operations and practices. In addition, the NAIC IRIS ratio reports, the A.M. Best Report, the Company's independent audit reports and certain work papers prepared by the Company's independent certified public accountant (CPA) and other reports as considered necessary were reviewed and utilized where applicable within the scope of this examination.

This report of examination was confined to financial statements and comments on matters that involved departures from laws, regulations or rules, or which were deemed to require special explanation or description.

## **HISTORY**

### **General**

The Company was incorporated in Florida on February 21, 2006, and commenced business on June 1, 2006, as Safe Harbor Insurance Company.

The Company was party to Consent Order 84921-06, filed February 9, 2006, with the Office regarding the application for the issuance of a Certificate of Authority. The Company was in compliance with the provisions of this consent order.

The Company was authorized to transact the following insurance coverage in Florida on December 31, 2007:

Homeowners multi peril  
Mobile home multi peril  
Allied lines

Fire  
Mobile home physical damage

The Company predominately wrote Mobile home multi peril coverages in 2007.

Effective September 28, 2007, the Board of Directors approved a Plan of Recapitalization (Plan) to increase the authorized and issued shares of common stock with a par value of \$1, to 2,000,000 shares. Accordingly, the Articles of Incorporation were amended on September 28, 2007, to disclose this change. The Recapitalization Plan resulted in an increase to Common Capital Stock of \$1,940,000 and a corresponding decrease in Gross Paid In and Contributed Surplus.

## Capital Stock

As of December 31, 2007, the Company's capitalization was as follows:

Number of authorized common capital shares	2,000,000
Number of shares issued and outstanding	2,000,000
Total common capital stock	\$2,000,000
Par value per share	\$1.00

Control of the Company was maintained by its parent, Ocean Harbor Casualty Insurance Company (Ocean), who owned 83% of the stock issued by the Company and Blue Fin Investment Company, LLC (Blue Fin) who owned 17% of the stock issued by the Company. Ocean was owned by RM Ocean Harbor Holding, Inc. (RM). All of RM's common stock was owned by Lucille Milo, in trust for Philip Milo and Jennifer Milo. All of RM's 4½% convertible preferred stock was owned by Ralph Milo. Blue Fin was 60% owned by Cabrillo General Agency, Inc. (Cabrillo). No other entity owned more than 10% of the Company, either directly or indirectly.

## Profitability of Company

The following table shows the profitability trend (in dollars) of the Company for the period of operations, as reported in the filed annual statements.

	<b>2007</b>	<b>2006</b>
Premiums Earned	\$4,789,023	\$580,078
Net Underwriting Gain/(Loss)	\$675,051	\$(567,608)
Net Income	\$601,727	\$(376,195)
Total Assets	\$12,580,634	\$8,407,054
Total Liabilities	\$6,065,943	\$2,760,576
Surplus As Regards Policyholders	\$6,514,691	\$5,646,478

## Dividends to Stockholders

The Company did not declare or pay dividends to its stockholder in 2007 and 2006.

## Management

The annual shareholder meeting for the election of directors was held in accordance with Sections 607.1601 and 628.231, Florida Statutes. Directors serving as of December 31, 2007, were:

## Directors

### Name and Location

### Principal Occupation

William Emerson Roche  
New York, New York

President and Treasurer, RM

Michael Lee McNitt  
Gainesville, Florida

President, Cabrillo

Robert Charles Jester  
San Diego, California

Chairman and CEO, Cabrillo

Ralph Milo  
New York, New York

Retired CPA/Insurance Executive

Michael Keith Eigen  
New York, New York

Secretary, Company

The Board of Directors, in accordance with the Company's bylaws, appointed the following senior officers:

## Senior Officers

### Name

### Title

William Emerson Roche  
Michael Keith Eigen  
Philip Milo  
Robert Charles Jester  
Michael Lee McNitt

President and Treasurer  
Secretary  
Vice-President  
Vice-President  
Vice-President

The Company's Board appointed several internal committees in accordance with Section 607.0825, Florida Statutes. Following are the principal internal board committees and their members as of December 31, 2007:

### Audit Committee

### Investment Committee

William Emerson Roche <sup>1</sup>  
Michael Lee McNitt  
Robert Charles Jester  
Ralph Milo  
Michael Eigen

William Emerson Roche <sup>1</sup>  
Michael Lee McNitt  
Robert Charles Jester  
Ralph Milo  
Michael Eigen

1 Chairman

### **Conflict of Interest Procedure**

The Company adopted a policy statement requiring annual disclosure of conflicts of interest in accordance with the NAIC Financial Condition Examiners Handbook.

### **Corporate Records**

The recorded minutes of the shareholder, Board of Directors, and certain internal committees were reviewed for the period under examination. The recorded minutes of the Board adequately documented its meetings and approval of Company transactions and events in accordance with Section 607.1601, Florida Statutes, including the authorization of investments as required by Section 625.304, Florida Statutes.

### **Acquisitions, Mergers, Disposals, Dissolutions, and Purchase or Sales Through Reinsurance**

There were no acquisitions, mergers, disposals, dissolutions and purchases or sales through reinsurance during the period under examination.

### **Surplus Debentures**

As of December 31, 2007, there were no outstanding debentures of the Company.

## **AFFILIATED COMPANIES**

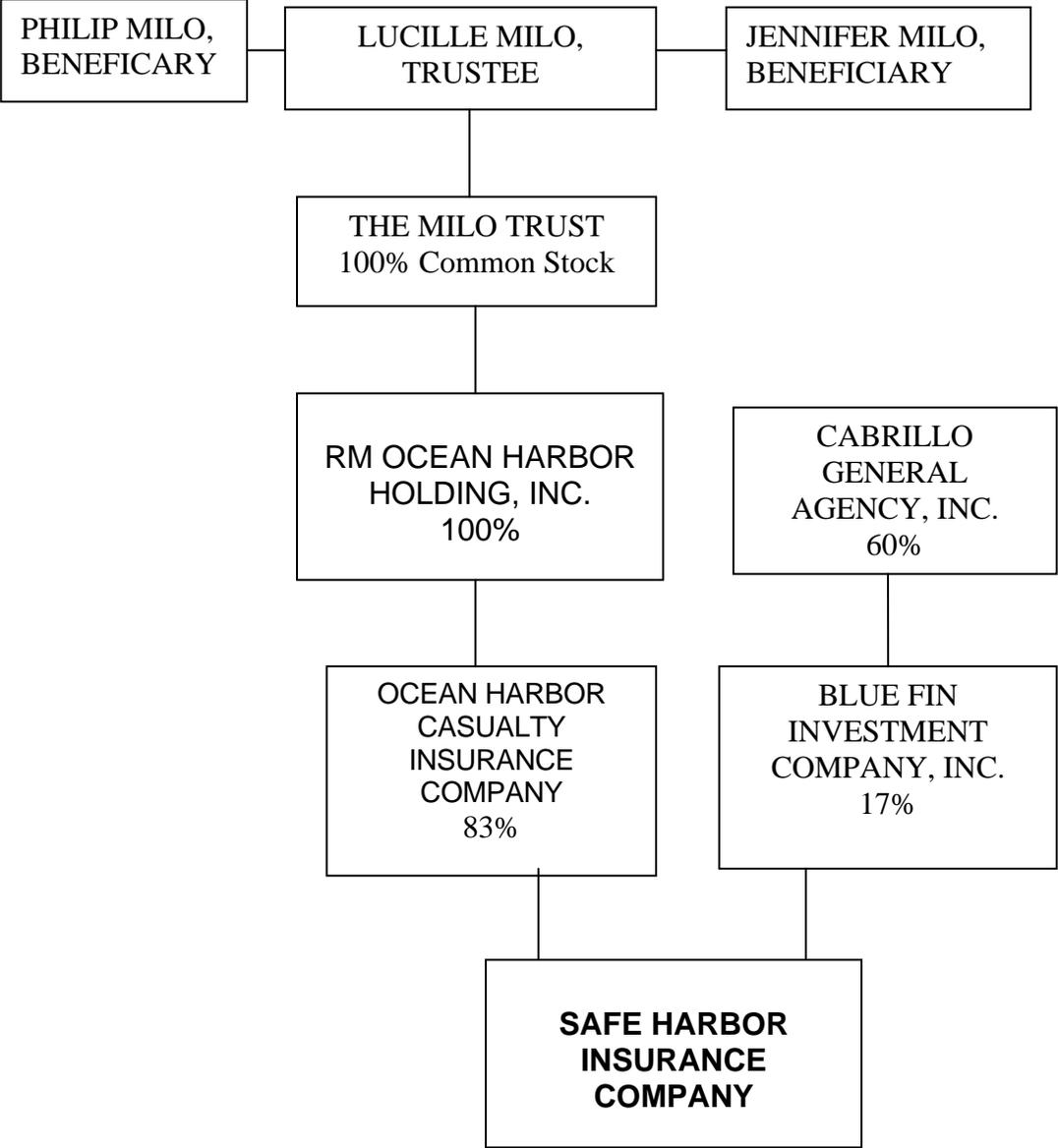
The Company was a member of an insurance holding company system as defined by Rule 69O-143.045(3), Florida Administrative Code. The latest holding company registration statement was filed with the State of Florida on June 17, 2008, as required by Section 628.801, Florida Statutes, and Rule 69O-143.046, Florida Administrative Code.

An organizational chart as of December 31, 2007, reflecting the holding company system, is shown below. Schedule Y of the Company's 2007 annual statement provided a partial list of related companies in the holding company group.

The 2007 Annual Statement did not disclose the ownership interests of Blue Fin or Cabrillo, as required by the NAIC Annual Statement Instructions and was included by the Examiners, below.

**SAFE HARBOR INSURANCE COMPANY  
ORGANIZATIONAL CHART**

**DECEMBER 31, 2007**



The following agreements were in effect between the Company and its affiliates:

### **Tax Allocation Agreement**

The Company, along with RM and Ocean, entered into a consolidated federal income tax agreement on December 19, 2006. The agreement had not been amended. Under the terms of the agreement, each company calculated their estimated payments and remit them to the parent company. Each company paid taxes based on their stand-alone tax liability. Each company was entitled to use their own net operating losses and tax credits to compute their tax liability.

### **Cost Allocation Agreement**

The Company, along with RM and Ocean, entered into a cost allocation agreement on December 19, 2006. The agreement had not been amended. Under the terms of the agreement, the parties allocated expenses in accordance with generally accepted accounting principles and in accordance with guidelines established by the National Association of Insurance Commissioners. It was the intent that, where possible, each party to the agreement would bear its own expenses in the conduct of its business operations. Where expenses cannot be segregated or where it was impractical for each company to separately pay its own expense, each company shall pay that portion of the expense allocated to it pursuant to this agreement.

### **Managing General Agent Agreement**

The Company had an exclusive managing general agent agreement (MGA agreement) with Cabrillo General Agency, Inc. (Cabrillo), in which Cabrillo provided authority to bind risks in accordance with the Company's authorized rates and underwriting guidelines, issue and countersign policies, bill and collect premium, enter into agreements with sub-producers, administer installment payment plans, and negotiate reinsurance. The MGA Agreement

excluded any authority to bind reinsurance other than facultative, commit to participation in insurance or reinsurance syndicates, collect any payment from a reinsurer or commit to a claim settlement with a reinsurer without the Company's approval, appoint a sub-managing general agent, commit to pay a claim in excess of policy limits, and commit to a claim payment that exceeds 1% of surplus. Cabrillo's distribution channels were 40% independent and 60% from affiliated organizations who work through an Allstate's program. For the dealer business, agents were associated with certain mobile home dealers and parks. All Allstate agents had individual contracts with the Company. Cabrillo handled all aspects of policy management. Commissions payable by the Company to Cabrillo are 20% of the premium amount, for mobile home business, plus the per policy or MGA fee per the current rate filing. Cabrillo provided a bordereau for the month to the Company within fifteen days of the end of the month. Cabrillo was liable to the Company for all premiums on business written regardless of whether the premiums had been collected.

### **Claims Management Agreement**

The Company had an agreement with Tidewater Claims, Inc. ("Tidewater") for the investigation and payment of insurance claims. Tidewater made all payments with respect to claims and paid all allocated loss adjustment expenses from funds provided by the Company. If the claim was in excess of \$25,000, approval must be received by the Company. The claims management fee was 5% of earned premium. Tidewater provided a report of the claim activity for the month to the Company within twenty days of the end of the month except for catastrophic type claims for which data was provided with thirty days after the close of each month. Cabrillo and Tidewater were related parties working out of the same office; therefore, Cabrillo handled most reporting activity for both functions.

## FIDELITY BOND

The Company was not a named insured on a fidelity bond as of December 31, 2007, as recommended by the NAIC. The minimum amount of fidelity bond coverage as recommended by the NAIC was \$800,000.

**Subsequent Event:** The Company became an insured, when an amendment was added to Ocean's fidelity bond on January 19, 2009, retroactive to December 3, 2008.

## PENSION, STOCK OWNERSHIP AND INSURANCE PLANS

The Company had no employees and, thus, no pension, stock ownership or insurance plans.

The Company was staffed by employees of RM and they were covered by a 401(k) defined contribution and profit sharing plan.

## STATUTORY DEPOSITS

The following securities were deposited with the State of Florida as required by Section 624.411, Florida Statutes:

STATE	Description	Par Value	Market Value
FL	U. S. Treasury Note, 3.5%, 8/15/09	<u>\$308,000</u>	<u>\$312,220</u>
TOTAL FLORIDA DEPOSITS		<u>\$308,000</u>	<u>\$312,220</u>
TOTAL SPECIAL DEPOSITS		<u>\$308,000</u>	<u>\$312,220</u>

## INSURANCE PRODUCTS

### Territory

The Company was authorized to transact insurance in the State of Florida only.

## **Level of Risk**

The Company's largest net aggregate amount insured in any one risk, as of December 31, 2007, was \$1,215,000, which was approximately 19% of the Company's surplus as regards policyholders as of December 31, 2007. This aggregate amount exceeded the 10% of surplus as regards policyholders percentage limitation set forth in Section 624.609(1) Florida Statutes.

**Subsequent Event: The Company was in compliance with Section 624.609(1), Florida Statutes as of December 31, 2008.**

## **Treatment of Policyholders**

The Company established procedures for handling written complaints in accordance with Section 626.9541(1) (j), Florida Statutes.

The Company maintained a claims procedure manual that included detailed procedures for handling each type of claim in accordance with Section 626.9541(1) (i) 3a, Florida Statutes.

## **REINSURANCE**

The reinsurance agreements reviewed complied with NAIC standards with respect to the standard insolvency clause, arbitration clause, transfer of risk, reporting and settlement information deadlines.

## **Assumed**

The Company assumed no reinsurance risks during the examination period.

## **Ceded**

The Company participated in the Florida Hurricane Fund at the 90% coverage option and had also purchased the optional Temporary Increase in Coverage Limit Options (TICL). TICL was an option for additional Florida Hurricane Fund reimbursement coverage above the mandatory Florida Hurricane Fund coverage layer for the contract year. The Company annually submits to the Office a reinsurance data call, which identifies the various scenarios that could occur in a catastrophic loss. The reinsurance was accounted for as a prospective reinsurance agreement. At the expiration of the contract term, actual premiums are compared to deposit premiums and a final settlement statement is distributed.

The Company had also purchased private reinsurance, effective June 1, 2007, through May 31, 2008, which consisted of four layers totaling \$20,000,000 x \$1,000,000 and a drop down retention layer of \$500,000 excess \$500,000 excess \$1,000,000. The Company had purchased Reinstatement Premium Protection on the 1<sup>st</sup> and 2<sup>nd</sup> layer totaling \$8,000,000 excess \$1,000,000. The private reinsurance contracts do not contain any loss corridors or other contractual features that limit the amount of insurance risk to which the reinsurer is subject or provisions that delay the timely reimbursement of claims by the reinsurer.

The reinsurance contracts were reviewed by the Company's appointed actuary and were utilized in determining the ultimate loss opinion.

## **ACCOUNTS AND RECORDS**

The Company maintained its principal operational offices in Tallahassee, Florida, where this examination was conducted.

An independent CPA audited the Company's statutory basis financial statements annually for the years 2006 and 2007, in accordance with Section 624.424(8), Florida Statutes. Supporting work papers were prepared by the CPA as required by Rule 69O-137.002, Florida Administrative Code.

The Company's accounting records were maintained on a computerized system. The Company's balance sheet accounts were verified with the line items of the annual statement submitted to the Office.

The Company and non-affiliates had the following agreements:

#### **Custodial Agreement**

The Company had a custodial agreement with US Bank, Morgan Stanley, and Hancock Bank of Louisiana which contained all necessary elements required in Rule 69O-143.042(2), Florida Administrative Code.

#### **Independent Auditor Agreement**

The Company had an independent auditor agreement with Law, Redd, Crona and Munroe, P. A., of Tallahassee, Florida.

#### **Information Technology Report**

Brandon Thomas, HISP, MCM, of Huff Thomas & Company performed a computer systems evaluation on the Company. Results of the evaluation were noted in the Information Technology Report provided to the Company.

## **FINANCIAL STATEMENTS PER EXAMINATION**

The following pages contain financial statements showing the Company's financial position as of December 31, 2007, and the results of its operations for the year then ended as determined by this examination. Adjustments made as a result of the examination are noted in the section of this report captioned, "Comparative Analysis of Changes in Surplus."

**SAFE HARBOR INSURANCE COMPANY**  
**Assets**

**DECEMBER 31, 2007**

	<b>Per Company</b>	<b>Examination Adjustments</b>	<b>Per Examination</b>
Bonds	\$ 306,292		\$ 306,292
Cash and short-term investments	10,490,706		10,490,706
Investment income due & accrued	20,073		20,073
Premiums and Considerations:			
Uncollected premiums and agents' balances in course of collection	582,117		582,117
Deferred premiums, agents' balances and installments booked but deferred and not yet due	835,760		835,760
Reinsurance:			
Other amounts receivable under reinsurance contracts	25,842		25,842
Net deferred tax asset	317,830		317,830
Receivable from parents, subsidiaries and affiliates	2,015		2,015
Totals	<u>\$ 12,580,634</u>	<u>\$ 0</u>	<u>\$ 12,580,634</u>

**SAFE HARBOR INSURANCE COMPANY**  
**Liabilities, Surplus and Other Funds**

**DECEMBER 31, 2007**

	<b>Per Company</b>	<b>Examination</b>	<b>Per Examination Adjustments</b>
Losses	\$ 336,726		\$ 336,726
Loss adjustment expenses	64,675		64,675
Other expenses	51,932		51,932
Taxes, licenses and fees	192,106		192,106
Current federal and foreign income taxes	547,687		547,687
Unearned premiums	4,454,292		4,454,292
Ceded reinsurance premiums payable	<u>418,525</u>		<u>418,525</u>
Total liabilities	\$ 6,065,942	\$ 0	\$ 6,065,942
Common capital stock	\$ 2,000,000		\$ 2,000,000
Gross paid in and contributed surplus	4,000,000		4,000,000
Unassigned funds (surplus)	514,691		514,691
Surplus as regards policyholders	<u>\$ 6,514,691</u>	<u>\$ 0</u>	<u>\$ 6,514,691</u>
Total liabilities, surplus and other funds	<u>\$ 12,580,634</u>	<u>\$ 0</u>	<u>\$ 12,580,634</u>

**SAFE HARBOR INSURANCE COMPANY**  
**Statement of Income**

**DECEMBER 31, 2007**

**Underwriting Income**

Premiums earned	\$	4,789,023
<b>Deductions:</b>		
Losses incurred		1,127,646
Loss expenses incurred		439,971
Other underwriting expenses incurred		2,546,356
Total underwriting deductions		4,113,972
Net underwriting gain or (loss)		675,051

**Investment Income**

Net investment income earned		474,363
Net realized capital gains or (losses)		474,363
Net investment gain or (loss)		474,363

**Other Income**

Total other income		0
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Net income before dividends to policyholders and before federal & foreign income taxes		1,149,414
Dividends to policyholders		0
Net Income, after dividends to policyholders, but before federal & foreign income taxes		1,149,414
Federal & foreign income taxes		547,687

Net Income		601,727
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**Capital and Surplus Account**

Surplus as regards policyholders, December 31 prior year		5,646,478
Net Income		601,727
Change in net deferred income tax		150,888
Change in non-admitted assets		915
Change in provision for reinsurance		114,682
Capital changes: Paid in		1,940,000
Surplus adjustments: Paid in		(1,940,000)
Examination Adjustment		0
Change in surplus as regards policyholders for the year		868,212
Surplus as regards policyholders, December 31 current year	\$	6,514,691

## COMMENTS ON FINANCIAL STATEMENTS

### Liabilities

#### Losses and Loss Adjustment Expenses \$401,401

An outside actuarial firm, appointed by the Board of Directors, rendered an opinion that the amounts carried in the balance sheet as of December 31, 2007, made a reasonable provision for all unpaid loss and loss expense obligations of the Company under the terms of its policies and agreements.

The consulting actuary, R. Michael Lamb, FCSA, MAAA of R. Michael Lamb, LLC, reviewed work papers provided by the Company and was in concurrence with this opinion.

### Capital and Surplus

The amount reported by the Company of \$6,514,691, exceeded the minimum of \$4,000,000 required by Section 624.408, Florida Statutes.

A comparative analysis of changes in surplus is shown below.

**SAFE HARBOR INSURANCE COMPANY  
COMPARATIVE ANALYSIS OF CHANGES IN SURPLUS**

**DECEMBER 31, 2007**

The following is a reconciliation of Surplus as regards policyholders between that reported by the Company and as determined by the examination.			
Surplus as Regards Policyholders December 31, 2007, per Annual Statement			\$6,514,691
	<u>PER COMPANY</u>	<u>PER EXAM</u>	<u>INCREASE (DECREASE) IN SURPLUS</u>
<b>ASSETS:</b>			
No Adjustment			\$0
<b>LIABILITIES:</b>			
No Adjustment			\$0
Net Change in Surplus:			<u>0</u>
Surplus as Regards Policyholders December 31, 2007, Per Examination			<u><u>\$6,514,691</u></u>

## SUMMARY OF FINDINGS

### **Current examination comments and corrective action**

The following is a brief summary of items of interest and corrective action to be taken by the Company regarding findings in the examination as of December 31, 2007.

### **Organizational Chart**

Schedule Y in the 2007 Annual Statement did not disclose the ownership interests of Blue Fin or Cabrillo. **We recommend that the Company comply with the NAIC Annual Statement Instructions, which requires that the Company disclose all entities in the holding company system on Schedule Y.**

## SUBSEQUENT EVENTS

The Company received Certificates of Authority in the States of South Carolina, Louisiana and Mississippi in 2008.

## CONCLUSION

The insurance examination practices and procedures as promulgated by the NAIC have been followed in ascertaining the financial condition of **Safe Harbor Insurance Company** as of December 31, 2007, consistent with the insurance laws of the State of Florida.

Per examination findings, the Company's Surplus as regards policyholders was \$6,514,691, in compliance with Section 624.408, Florida Statutes.

In addition to the undersigned, Timothy Oglesby, CFE, Insurance Examiner, Angela Searls, CPA, Insurance Examiner, and Brandon Thomas, HISP, MCM, Information Technology Specialist, representing Huff, Thomas & Company, and R. Michael Lamb, FCAS, MAAA, Actuary, R. Michael Lamb, LLC, participated in the examination.

Respectfully submitted,

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Kethessa Carpenter, CPA  
Financial Examiner/Analyst Supervisor  
Florida Office of Insurance Regulation