DONEGAL INSURANCE GROUP

NEW BUSINESS (Premium Size + $ 5,000 Accounts)
January-February-March, 2017

Type of Business	Account Premiums	State
Electrical Contractor	$ 13,654	AL
Electrical Contractor	$ 34,658	AL
HVAC - Contractor	$ 17,918	AL
Plumbing Contractor	$ 14,892	AL
Self Storage Warehouse	$ 8,191	AL
Self-Service Laundromat	$ 6,300	AL
Carpentry Contractor	$ 6,009	DE
Carpentry Contractor	$ 20,075	DE
Electrical Contractor	$159,365	DE
Electrical Contractor	$ 10,764	DE
HVAC - Contractor	$ 12,423	DE
Meat Distributor	$ 58,526	DE
Pizza Shop	$ 6,853	DE
Remodeling Contractor	$ 7,925	DE
Renovation Contractor	$ 11,914	DE
Residential Carpentry Contractor	$ 7,269	DE
Restaurant	$ 10,671	DE
Building Materials Distributor	$ 42,649	GA
Carpentry - Interior	$ 26,981	GA
Carpentry - NOC	$ 7,860	GA
Carpentry - Residential	$ 16,747	GA
Commercial Building Contractor	$ 30,713	GA
Commercial Plumbing Contractor	$ 16,544	GA
Concrete Contractor	$ 24,994	GA
Concrete Contractor	$ 34,718	GA
Cooking Equipment Installation & Repair	$ 30,661	GA
Discount Store	$ 22,062	GA
Door Installation Contractor	$ 5,465	GA
Driveway/Parking Lot Paving	$ 8,182	GA
Driveway/Sidewalk/ Parking Lot Paving	$ 21,448	GA
Electrical Contractor	$ 56,150	GA
Electrical Contractor	$ 11,939	GA
Electrical Contractor	$ 7,367	GA
Electrical Contractor	$ 6,376	GA
Electrical Contractor	$ 16,572	GA
Electrical Contractor	$ 6,416	GA
Electrical Contractor	$ 8,448	GA
Fast Food Restaurant	$ 71,297	GA
Floor Covering Distributor	$ 24,371	GA
Florist	$ 6,532	GA
Frozen Food Wholesaler	$ 5,752	GA
Funeral Home	$ 21,551	GA
Funeral Home	$ 16,901	GA
Funeral HOme	$ 14,347	GA
Garage Door Installation	$ 11,766	GA
Gardening Supply Dealer	$ 24,120	GA
Hardware & Tool Distributor	$ 9,430	GA
HVAC - Contractor	$ 15,363	GA
HVAC - Contractor	$ 7,986	GA
HVAC - Contractor	$ 30,237	GA
HVAC - Contractor	$ 13,805	GA
HVAC Contractor	$ 15,342	GA
HVAC Contractor	$ 12,493	GA
HVAC Contractor	$ 55,712	GA
HVAC Contractor	$ 17,199	GA
HVAC Contractor	$ 10,505	GA
HVAC Contractor	$ 7,354	GA
LRO - Retail	$ 5,465	GA
Meat Distributor	$ 8,507	GA
Medical Office	$ 7,516	GA
Metal Erection - Nonstructural	$102,024	GA
Painting - Interior	$ 10,771	GA
Paving Contractor	$ 7,144	GA
Paving Contractor	$ 6,110	GA
Perfume & Cologne Distributor	$ 15,640	GA
Plumbing Contractor	$ 6,958	GA
Plumbing Contractor	$ 24,120	GA
Plumbing Contractor	$ 10,396	GA
Refrigeration Installation	$ 8,602	GA
Residential Remodeling Contractor	$ 16,425	GA
Restaurant	$ 14,859	GA
Restaurant	$ 5,610	GA
Restaurant	$ 7,022	GA
Restaurant	$ 11,188	GA
Sheet Metal Contractor	$ 12,200	GA
Smoothie Shop	$ 7,300	GA
Veterinarian	$ 5,005	GA
Yard/Garden Equipment Dealer	$ 7,859	GA
Carpentry Contractor	$ 5,580	IA
Concrete Work	$ 7,839	IA
Electrical Contractor	$ 15,332	IA
Funeral Home	$ 9,390	IA
Hardware Stores	$ 22,919	IA
Home Remodeling Contractor	$ 8,052	IA
HVAC - Contractor	$ 8,985	IA
HVAC - Contractor	$ 41,908	IA
Law Office	$ 14,613	IA
LRO - Offices	$ 6,173	IA
Painting Contractor	$ 10,856	IA
Plumbing & Heating	$ 39,462	IA
Plumbing Contractor	$ 81,067	IA
Printing	$ 21,529	IA
Restaurant	$ 16,336	IA
Restaurant	$ 6,476	IA
Sheet Metal Contractor	$221,801	IA

Type of Business	Account Premiums	State
Stone & Marble Installation Contractor	$124,838	IA
Tile/Stone Work	$ 36,617	IA
Veterinarian Office	$ 5,107	IA
Asphalt Work	$ 13,941	IN
Cabinetry Retail	$ 7,952	IN
Car Wash	$ 26,325	IN
Carpentry Contractor	$ 20,522	IN
Flat Cement Contractor	$ 18,885	IN
Furniture Installer	$ 7,881	IN
Insulation Contractor	$ 9,079	IN
Plumbing Contractor	$ 14,686	IN
Auto Parts Store	$ 11,883	MD
Building Material Dealer	$ 28,879	MD
Commercial Building Contractor	$ 91,875	MD
Dental Offices	$ 11,770	MD
Door Installation Contractor	$ 41,120	MD
Electrical Contractor	$ 10,858	MD
Fit Out Contractor	$ 32,201	MD
HVAC - Contractor	$ 58,812	MD
HVAC Contractor	$ 23,503	MD
LRO - Multiple Retail	$ 12,473	MD
LRO - Office	$ 6,986	MD
LRO - Office	$ 9,476	MD
Meal Processor	$ 6,373	MD
Paving Contractor	$ 16,944	MD
Plumbing Contractor	$ 39,603	MD
Plumbing Contractor	$ 62,626	MD
Plumbing Contractor	$ 8,565	MD
Plumbing Contractor	$ 27,644	MD
Plumbing/HVAC Contractor	$ 81,860	MD
Remodeling Contractor	$ 7,925	MD
Restaurant	$ 19,279	MD
Sheet Metal Contractor	$ 12,145	MD
Tile, Stone, Marble Contractor	$ 13,807	MD
Carpentry Contractor	$ 18,894	NC
Catering	$ 12,878	NC
Concrete Contractor	$ 35,491	NC
Concrete Work	$ 94,836	NC
Dental Offices	$ 8,019	NC
Electrical Contractor	$ 42,160	NC
Electrical Contractor	$ 45,654	NC
Electrical Equipment Mfg	$ 31,705	NC
Floor Covering Store	$ 7,502	NC
Flooring Store	$ 7,788	NC
Furniture Store	$ 21,730	NC
Garage Door Installer	$ 57,134	NC
Garage Door Installer	$ 8,490	NC
Hardware Stores	$ 31,146	NC
HVAC Contractor	$ 22,199	NC
HVAC Contractor	$ 7,627	NC
Lawn Equipment Sales	$ 11,285	NC
Plumbing Contractor	$ 8,030	NC
Plumbing Contractor	$ 16,170	NC
Plumbing Contractor	$ 9,243	NC
Residential Carpentry Contractor	$ 5,712	NC
Restaurant	$ 22,198	NC
Appliance Store	$ 6,804	NE
Carpentry NOC	$ 11,145	NE
Cemetery	$ 5,681	NE
Concrete Construction	$ 29,815	NE
Electrical Contractor	$ 37,116	NE
Flat Cement Contractor	$ 27,214	NE
Flat Cement Contractor	$ 27,626	NE
Funeral Home	$ 27,996	NE
Furniture Store	$ 5,112	NE
Grocery Store	$ 8,017	NE
Grocery Store	$ 21,677	NE
Home Remodeling Contractor	$ 25,183	NE
Lessors Risk - Office	$ 5,895	NE
LRO - Office/Retail	$ 17,709	NE
Masonry Contractor	$ 6,889	NE
Painting Contractor	$ 9,496	NE
Painting Contractor	$ 10,820	NE
Painting Contractor	$ 11,883	NE
Residential Carpentry Contractor	$ 21,670	NE
Residential Carpentry Contractor	$ 10,297	NE
Veterinary Clinic	$ 9,330	NE
Wall Covering Store	$ 11,438	NE
Wholesaler Lighting & Electric	$ 6,386	NE
Auto Parts Distribution & Packaging	$ 6,499	OH
Carpentry Contractor	$ 19,011	OH
Casket Mfg	$ 6,112	OH
Electrical Contractor	$ 8,749	OH
Hotel	$ 18,003	OH
Interior Decorating	$ 26,765	OH
Machine Shop	$ 7,605	OH
Medical Office	$ 5,677	OH
Mfg of Base Electrical Panels	$ 19,378	OH
Pizza Shop	$ 10,412	OH
Restaurant	$ 11,161	OH
Self Storage Facility	$ 6,400	OH
Strip Shopping Plaza	$ 7,172	OH
Auto Parts Distributor	$ 14,260	PA
Auto Parts Distributor	$ 47,818	PA
Auto Parts Store	$ 12,388	PA

Type of Business	Account Premiums	State
Auto Parts Store	$ 9,378	PA
Auto Parts Stores	$493,742	PA
Beauty Salon	$ 8,463	PA
Beverage Distributor	$ 7,866	PA
Building Material Dealer	$ 24,523	PA
Building Supplies Distributor	$ 43,620	PA
Car Wash	$ 15,687	PA
Carpentry - Interior	$ 6,082	PA
Carpentry - NOC	$ 6,873	PA
Carpentry Contractor	$ 12,679	PA
Carpentry Contractor	$ 10,189	PA
Carpentry Contractor	$ 25,937	PA
Carpentry Contractor	$ 5,662	PA
Carpentry Contractor	$ 18,894	PA
Carpentry Contractor	$ 15,135	PA
Carpentry Contractor	$ 12,236	PA
Carpentry Contractor	$ 11,021	PA
Carpentry Contractor	$ 7,651	PA
Carpentry Contractor	$ 16,517	PA
Carpentry Contractor	$ 7,651	PA
Carpentry Contractor	$ 16,517	PA
Carpentry Interior	$ 6,206	PA
Coffee Distributor	$ 11,813	PA
Coffee Distributor	$ 16,005	PA
Commercial Contractor	$ 16,539	PA
Data Cable Installer	$ 39,703	PA
Electrical Contractor	$ 7,721	PA
Electrical Contractor	$ 55,388	PA
Electrical Contractor	$ 8,277	PA
Electrical Contractor	$ 8,422	PA
Electronics Store	$ 8,504	PA
Fast Food Restaurant	$ 47,787	PA
Fast Food Restaurant	$ 21,377	PA
Fence Dealer	$ 90,011	PA
Flat Cement Contractor	$ 9,536	PA
Flat Concrete Work	$ 6,180	PA
Flooring Store	$ 9,257	PA
Food Distributor	$ 5,044	PA
Food Distributor	$ 8,703	PA
Funeral Home	$ 16,042	PA
Funeral Home	$ 5,268	PA
Glazier - No Auto Glass	$ 27,506	PA
Glazier - No Auto Glass	$ 8,127	PA
Grocery Distributor	$ 14,625	PA
Grocery Store	$ 10,789	PA
Hardware Store	$ 8,106	PA
Home Builder	$ 34,573	PA
Home Improvement Contractor	$ 8,246	PA
Home Remodeling Contractor	$ 24,758	PA
Home Remodeling Contractor	$ 7,499	PA
HVAC - Contractor	$ 80,069	PA
HVAC & Plumbing Contractor	$ 13,575	PA
HVAC Contractor	$ 26,493	PA
HVAC Contractor	$138,947	PA
HVAC Contractor	$ 45,635	PA
HVAC Contractor	$ 11,856	PA
Janitorial Supply Co	$ 7,404	PA
Kitchen/Bathroom Remodeling Contractor	$ 12,619	PA
Lawn Garden Retail	$ 16,233	PA
Lighting Store	$ 11,981	PA
LRO - Beauty Salon	$ 6,010	PA
LRO - Coffee Shop	$ 5,093	PA
LRO - Office	$ 7,539	PA
LRO - Office	$ 5,254	PA
LRO - Office	$ 10,352	PA
LRO - Office	$ 5,268	PA
LRO - Office	$ 6,914	PA
LRO - Office & Retail	$ 14,497	PA
LRO - Office Condo's	$ 12,867	PA
LRO - Office/Retail	$ 9,846	PA
LRO - Offices	$ 15,718	PA
LRO - Retail	$ 5,955	PA
LRO - Retail	$ 5,565	PA
LRO - Retail	$ 15,804	PA
LRO - Retail	$ 5,052	PA
LRO - Retail	$ 20,085	PA
LRO - Retail	$ 6,530	PA
LRO - Retail	$ 6,530	PA
LRO - Retail	$ 5,545	PA
LRO - Retail	$ 6,572	PA
LRO - Retail/Office	$ 7,226	PA
Masonry Contractor	$ 17,824	PA
Medical Offices	$ 22,897	PA
Medical Supply Store	$ 7,096	PA
Newspaper Distributor	$ 33,759	PA
Newspaper Distributor	$ 22,717	PA
Office Equipment Store	$ 6,923	PA
Optomitrist Office	$ 7,716	PA
Painting Contractor	$ 15,104	PA
Painting Contractor	$ 9,883	PA
Painting Contractor	$ 10,033	PA
Painting Contractor	$ 16,408	PA
Painting Contractor	$ 20,085	PA
Painting Contractor	$ 10,968	PA
Paving Contractor	$ 15,495	PA
Paving Contractor	$ 15,495	PA

Type of Business	Account Premiums	State
Pet Store	$ 6,400	PA
Pharmacy	$ 20,239	PA
Pizza Restaurant	$ 9,909	PA
Plumbing Contractor	$ 8,970	PA
Plumbing Distributor	$ 59,762	PA
Print Shop	$ 5,559	PA
Print Shop	$ 5,559	PA
Printer - Graphics	$ 9,685	PA
Printing Operation	$ 6,200	PA
Printing Operation	$ 12,491	PA
Refrigeration Systems Installation	$ 8,450	PA
Remodeling Contractor	$ 28,968	PA
Remodeling Contractor	$ 22,680	PA
Renovation Contractor	$ 17,350	PA
Residential Carpentry Contractor	$ 26,499	PA
Residential Carpentry Contractor	$ 12,708	PA
Restaurant	$ 5,217	PA
Restaurant	$ 14,003	PA
Restaurant	$ 18,858	PA
Restaurant	$ 6,187	PA
Restaurant	$ 5,668	PA
Restaurant	$ 16,788	PA
Restaurant	$ 7,239	PA
Retail Store	$ 13,201	PA
Seal Coating Contractor	$ 32,564	PA
Self Storage Warehouse	$ 11,956	PA
Sound System Installation	$ 13,992	PA
Strip Center LRO	$ 7,200	PA
Tile Stone Marble Contractor	$ 14,288	PA
Tomato Distributor	$ 32,261	PA
Water Meter Installation	$ 36,525	PA
Water Softener Installer	$ 17,668	PA
Carpentry Contractor	$ 22,753	SC
Pizza Shop	$ 6,462	SC
Restaurant	$ 8,220	SC
Carpentry - NOC	$ 18,030	SD
Carpentry Contractor	$ 5,291	SD
Fast Food Restaurants	$ 44,690	SD
Home Furnishings	$ 10,801	SD
Kitchen/Bathroom Remodeling	$ 52,356	SD
LRO - Retail	$ 5,161	SD
Distributor - Windows and Doors	$ 30,040	TN
Electrical Apparatus Service/Repair	$ 7,362	TN
Electrical Contractor	$ 8,363	TN
Flat Cement Contractor	$ 7,364	TN
Hardware & Tools Distributor	$ 6,850	TN
Machine Shop	$ 8,750	TN
Piano Tuning	$ 7,029	TN
Sheet Metal Work - Shop Only	$ 12,433	TN
TV Cable Installation	$ 17,735	VA
Bed & Breakfast	$ 5,973	VA
Electrical Contractor	$ 21,556	VA
Flat Cement Contractor	$124,588	VA
Funeral Home	$ 5,118	VA
Hardware Store	$ 26,331	VA
HVAC - Contractor	$ 18,132	VA
HVAC Contractor	$ 14,394	VA
HVAC Contractor	$ 12,200	VA
Plumbing Contractor	$ 39,418	VA
Plumbing Contractor	$ 49,208	VA
Plumbing Supply Distributor	$ 5,766	VA
Residential Carpentry Contractor	$ 6,779	VA
Residential Carpentry Contractor	$ 8,910	VA
Restaurant	$ 6,524	VA
Restaurant	$ 6,898	VA
Restaurants	$ 20,741	VA
Carpet/Flooring Store	$ 18,573	WI
Grocery Store	$ 11,979	WI
Installation Contractor	$ 12,830	WI
Sunroom Installation	$ 13,267	WI
Veterinary Clinic	$ 11,561	WI
Water Softener Install/Sales	$ 19,074	WI
Window Mfg	$ 6,421	WI
Window Mfg	$ 6,421	WI