

Report: NBHITA278R

HIT RATIO - PROSPECT INFORMATION

DIVISION: ENTERTAINMENT

	Number of					Bound #	Bound \$
	Submissions	Quoted #	Quoted Amount	Bound #	Bound Amount	Ratio	Ratio
<b>NEW BUSINESS</b>							
Program: ARENAS/FACILITIES	2	2	13,756	0	0	.00	.00
OUTFITTERS AND GUIDES	271	229	1,441,567	158	868,209	69.00	60.23
ROPES COURSE	8	4	23,201	3	21,201	75.00	91.38
HORSE TRACKS	12	9	601,615	0	0	.00	.00
PARADES	7	4	28,386	2	14,250	50.00	50.20
GAMING	20	16	999,591	1	28,591	6.25	2.86
BILLIARDS	1	0	0	0	0	.00	.00
TOTALS FOR NEW BUSINESS	321	264	3,108,116	164	932,251	62.12	29.99
<b>NEW BUSINESS ON EXISTING ACCOUNT</b>							
Program: OUTFITTERS AND GUIDES	21	19	72,367	19	68,819	100.00	95.10
HORSE TRACKS	3	3	158,748	1	96,748	33.33	60.94
GAMING	1	1	219	1	219	100.00	100.00
TOTALS FOR NEW BUSINESS ON EXISTING ACCOUNT	25	23	231,334	21	165,786	91.30	71.67
<b>RENEWAL</b>							
Program: ARENAS/FACILITIES	29	20	677,642	6	468,976	30.00	69.21
OUTFITTERS AND GUIDES	117	113	1,980,830	103	1,704,183	91.15	86.03
ROPES COURSE	5	5	13,853	5	13,853	100.00	100.00
HORSE TRACKS	13	12	744,036	11	501,121	91.67	67.35
PARADES	14	13	112,186	14	112,186	107.69	100.00
CONCERT PROMOTORS	1	1	29,087	1	29,087	100.00	100.00
BOWLING CENTERS	11	8	221,650	1	0	12.50	.00
GAMING	21	18	530,994	20	530,994	111.11	100.00
BILLIARDS	1	1	6,625	1	6,625	100.00	100.00
TOTALS FOR RENEWAL	212	191	4,316,903	162	3,367,025	84.82	78.00
TOTALS FOR REPORT	558	478	7,656,353	347	4,465,062	72.59	58.32