

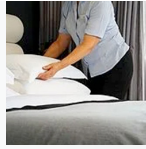
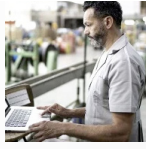
## Recent Successes | 2020 Q4 California Region



### Targeted Business Operations

- Agriculture
- Construction
- Education
- Hospitality
- Manufacturing
- Refuse and Recycling (Large Accounts)
- Restaurants
- Services

We are pleased to share highlights of our quarterly recent successes. Your success drives ours and we're committed to providing you with the tools you need to do business with us.



### Workers' Compensation Successes

#### Risk Management | Premiums over \$1,000,000

- Berry Farm
- Commercial Painting Contractor
- Concrete Fabrication
- Demolition Contractor
- Flower Grower
- Framing Contractor
- Janitorial Services Contractor
- Refuse & Recycling
- Residential Property Management
- Stores - Groceries - Retail

#### Large Business | Premiums Over \$500,000

- Clubs - Country/Golf
- Farm Labor Contractor
- Fast Food Franchisee
- Restaurants/Taverns

#### Middle Market Business | Premiums up to \$500,000

- Auto/Truck Dealers
- Clubs - Country/Golf
- Food Products Manufacturing/Processing
- Hotels - All Employees
- Janitorial Services
- Landscape Gardening
- Restaurants/Taverns
- Rubber Goods Manufacturing
- Stores - Wholesale

#### Small Business | Premium below \$50,000

- Apartment/Condo Operation - N.O.C.
- Auto/Truck Storage Garages/Parking Lots
- Bottling
- Building Operation - N.O.C.
- Church/Temple/Mosque/Synagogue - Clergy
- Homeowners Associations/Housing Co-ops
- Household Appliances
- Orchards - Nut Crops
- Restaurants/Taverns
- Stores - Clothing/Linens/Fabric - Retail
- Stores - Groceries - Retail
- Stores - Tile
- Upholstering - Furniture
- Vitamin/Dietary Supplement Manufacturing