


**DATES OF EVENT:**

Conference: April 15-18, 2012  
 Exhibition: April 16-18, 2012

**LOCATION:**

Pennsylvania Convention Center; Philadelphia, PA

**EVENT PRODUCER/MANAGER:**

Company Name: Risk and Insurance Management Society, Inc.  
 Address: 1065 Avenue of the Americas, 13th Floor  
 New York, NY 10018  
 Phone: 212-655-6056  
 Website (Show): [www.rims.org](http://www.rims.org)

**REGISTRATION COMPANY:**

Convention Data Services (CDS)  
 Phone: 508-743-0194

**YEAR EVENT ESTABLISHED:**

1962

**FREQUENCY:**

Annual

**DATES OF NEXT EVENT:**

Conference: April 21-24, 2013  
 Exhibition: April 22-24, 2013

**LOCATION:**

Los Angeles Convention Center; Los Angeles, CA

**1. STATEMENT OF MARKET SERVED:**

The Risk and Insurance Management Society, Inc. Annual Conference & Exhibition is an event for risk professionals responsible for protecting the physical, financial and human resources of their enterprise.

**2. STATEMENT OF VERIFICATION METHODOLOGY:**

Conference and exhibit hall-only attendees, media, and speakers included in this audit report were verified as having attended the event. After successfully pre-registering, attendees were emailed a bar-coded confirmation and directed to present the confirmation document to onsite registration kiosks. Electronic kiosks were available for bar-code scanning. After scanning, attendees were directed to print stations to pick up their badges after showing a government ID. Onsite attendee registrants had both hard copy and electronic options for registration. Badges were issued at print stations after registrants showed a government ID. Exhibitors, non-exhibiting sponsors and their support staff were verified as having registered in the same manner as pre- and on-site registrants.

**3. AUDITED VISITORS ANALYSIS**

Year which Event was Held	Event Location	Conference Attendees*	Exhibit Hall-Only Attendees	Subtotal: Conference & Exhibit Hall-Only Attendees	Speakers	Media	Exhibitors, Non-Exhibiting Sponsors & their Support Staff**	Total Attendance
2012	Pennsylvania Convention Center; Philadelphia, PA	4,408	130	4,538	86	82	3,759	8,465

\*NOTE: The Conference Attendee figure of 4,408 includes 348 speakers who also registered to attend conference sessions.

\*\*NOTE: Exhibiting personnel figures are based on registration data only.

4a. PRIMARY BUSINESS/INDUSTRY						
Primary Standard Industry Classification (SIC) Code representative of organization's activities	TOTAL CONFERENCE & EXHIBIT HALL-ONLY ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY BUSINESS/ INDUSTRY	Member	Associate	Non-Member
Administration Of Economic Programs	4	0.1	0.2	3	-	1
Administration Of Environmental Quality And Housing Programs	5	0.1	0.2	4	-	1
Administration Of Human Resource Programs	8	0.2	0.3	5	1	2
Agricultural Production Crops	1	-	-	1	-	-
Amusement And Recreation Services	16	0.4	0.7	16	-	-
Apparel And Accessory Stores	11	0.2	0.5	11	-	-
Apparel And Other Finished Products Made From Fabrics And Similar Materials	5	0.1	0.2	4	-	1
Automotive Dealers And Gasoline Service Stations	17	0.4	0.7	13	1	3
Automotive Repair, Services, And Parking	10	0.2	0.4	10	-	-
Building Construction General Contractors And Operative Builders	10	0.2	0.4	7	-	3
Building Materials, Hardware, Garden Supply, And Mobile Home Dealers	8	0.2	0.3	8	-	-
Business Services	107	2.4	4.7	76	10	21
Chemicals And Allied Products	98	2.2	4.3	91	1	6
Coal Mining	6	0.1	0.3	2	-	4
Communications	50	1.1	2.2	46	1	3
Construction Special Trade Contractors	9	0.2	0.4	6	1	2
Depository Institutions	40	0.9	1.7	36	2	2
Eating And Drinking Places	15	0.3	0.7	14	-	1
Educational Services	95	2.1	4.1	85	3	7
Electric, Gas, And Sanitary Services	70	1.5	3.0	68	-	2
Electronic And Other Electrical Equipment And Components, Except Computer Equipment	29	0.6	1.3	29	-	-
Engineering, Accounting, Research, Management, And Related Services	93	2.0	4.0	40	29	24
Executive, Legislative, And General Government, Except Finance	70	1.5	3.0	26	28	16
Fabricated Metal Products, Except Machinery And Transportation Equipment	9	0.2	0.4	7	-	2
Food And Kindred Products	57	1.3	2.5	54	-	3
Food Stores	25	0.6	1.1	21	1	3
Furniture And Fixtures	4	0.1	0.2	4	-	-
General Merchandise Stores	23	0.5	1.0	23	-	-
Health Services	108	2.4	4.7	74	14	20
Heavy Construction Other Than Building Construction Contractors	11	0.2	0.5	10	-	1
Holding And Other Investment Offices	37	0.8	1.6	31	1	5
Home Furniture, Furnishings, And Equipment Stores	10	0.2	0.4	10	-	-
Hotels, Rooming Houses, Camps, And Other Lodging Places	35	0.8	1.5	35	-	-
Industrial And Commercial Machinery And Computer Equipment	43	0.9	1.9	42	-	1
Insurance Agents, Brokers, And Service	259	5.7	11.3	17	158	84
Insurance Carriers	155	3.4	6.7	89	16	50
Justice, Public Order, And Safety	3	0.1	0.1	-	2	1
Leather And Leather Products	2	0.0	0.1	2	-	-
Legal Services	53	1.2	2.3	2	34	17
Local And Suburban Transit And Interurban Highway Passenger Transportation	17	0.4	0.7	15	1	1
Lumber And Wood Products, Except Furniture	1	-	-	1	-	-
Measuring, Analyzing, And Controlling Instruments; Photographic, Medical And Optical Goods; Watches And Clocks	17	0.4	0.7	17	-	-
Membership Organizations	32	0.7	1.4	28	2	2
Metal Mining	16	0.4	0.7	14	-	2
Mining And Quarrying Of Nonmetallic Minerals, Except Fuels	5	0.1	0.2	5	-	-
Miscellaneous Manufacturing Industries	28	0.6	1.2	27	-	1
Miscellaneous Repair Services	2	0.0	0.1	1	-	1
Miscellaneous Retail	37	0.8	1.6	35	-	2
Miscellaneous Services	16	0.4	0.7	12	2	2
Motion Pictures	15	0.3	0.7	12	-	3
Motor Freight Transportation And Warehousing	36	0.8	1.6	36	-	-
Museums, Art Galleries, And Botanical And Zoological Gardens	1	-	-	1	-	-
National Security And International Affairs	17	0.4	0.7	3	12	2
Non-depository Credit Institutions	2	-	0.1	2	-	-
Oil And Gas Extraction	40	0.9	1.7	36	-	4
Paper And Allied Products	8	0.2	0.3	8	-	-
Personal Services	9	0.2	0.4	9	-	-
Petroleum Refining And Related Industries	12	0.3	0.5	10	1	1
Pipelines, Except Natural Gas	4	0.1	0.2	4	-	-
Primary Metal Industries	15	0.3	0.7	15	-	-
Printing, Publishing, And Allied Industries	18	0.4	0.8	14	-	4
Private Households	2	-	0.1	1	-	1
Railroad Transportation	4	0.1	0.2	4	-	-
Real Estate	57	1.3	2.5	51	1	5
Rubber And Miscellaneous Plastics Products	13	0.3	0.6	12	-	1
Security And Commodity Brokers, Dealers, Exchanges, And Services	17	0.4	0.7	16	-	1
Social Services	6	0.1	0.3	6	-	-
Stone, Clay, Glass, And Concrete Products	18	0.4	0.8	13	4	1
Textile Mill Products	3	0.1	0.1	3	-	-
Tobacco Products	3	0.1	0.1	3	-	-
Transportation By Air	15	0.3	0.7	14	-	1
Transportation Equipment	50	1.1	2.2	45	4	1
Transportation Services	22	0.5	1.0	20	-	2
United States Postal Service	2	-	0.1	2	-	-
Water Transportation	5	0.1	0.2	4	-	1
Wholesale Trade-durable Goods	73	1.6	3.2	63	1	9
Wholesale Trade-non-durable Goods	52	1.1	2.3	50	-	2
Total Conference & Exhibit Hall-Only Attendees Identified by Primary Business/Industry	2,301	50.7	100.0	1,634	331	336
Total Conference & Exhibit Hall-Only Attendees Not Identified by Primary Business/Industry	2,237	49.3				
<b>TOTAL CONFERENCE &amp; EXHIBIT HALL-ONLY ATTENDEES</b>	<b>4,538</b>	<b>100.0</b>				

4b. SECONDARY BUSINESS/INDUSTRY						
Secondary Standard Industry Classification (SIC) Code representative of organization's activities	TOTAL CONFERENCE & EXHIBIT HALL-ONLY ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY BUSINESS/ INDUSTRY	Member	Associate	Non-Member
Administration Of Economic Programs	3	0.1	0.3	2	-	1
Administration Of Environmental Quality And Housing Programs	3	0.1	0.3	3	-	-
Administration Of Human Resource Programs	1	-	0.1	1	-	-
Agricultural Production Crops	-	-	-	-	-	-
Amusement And Recreation Services	9	0.2	1.0	9	-	-
Apparel And Accessory Stores	6	0.1	0.7	6	-	-
Apparel And Other Finished Products Made From Fabrics And Similar Materials	1	-	0.1	1	-	-
Automotive Dealers And Gasoline Service Stations	8	0.2	0.9	7	-	1
Automotive Repair, Services, And Parking	3	0.1	0.3	3	-	-
Building Construction General Contractors And Operative Builders	5	0.1	0.6	4	-	1
Building Materials, Hardware, Garden Supply, And Mobile Home Dealers	3	0.1	0.3	3	-	-
Business Services	30	0.7	3.4	19	5	6
Chemicals And Allied Products	32	0.7	3.7	30	-	2
Coal Mining	4	0.1	0.5	2	-	2
Communications	12	0.3	1.4	10	1	1
Construction Special Trade Contractors	3	0.1	0.3	2	-	1
Depository Institutions	18	0.4	2.1	15	2	1
Eating And Drinking Places	9	0.2	1.0	8	-	1
Educational Services	23	0.5	2.6	18	2	3
Electric, Gas, And Sanitary Services	21	0.5	2.4	20	-	1
Electronic And Other Electrical Equipment And Components, Except Computer Equipment	14	0.3	1.6	14	-	-
Engineering, Accounting, Research, Management, And Related Services	35	0.8	4.0	9	18	8
Executive, Legislative, And General Government, Except Finance	49	1.1	5.6	6	28	15
Fabricated Metal Products, Except Machinery And Transportation Equipment	3	0.1	0.3	2	-	1
Food And Kindred Products	28	0.6	3.2	26	-	2
Food Stores	6	0.1	0.7	5	1	-
Furniture And Fixtures	2	-	0.2	2	-	-
General Merchandise Stores	4	0.1	0.5	4	-	-
Health Services	36	0.8	4.1	24	5	7
Heavy Construction Other Than Building Construction Contractors	7	0.2	0.8	7	-	-
Holding And Other Investment Offices	13	0.3	1.5	11	1	1
Home Furniture, Furnishings, And Equipment Stores	6	0.1	0.7	6	-	-
Hotels, Rooming Houses, Camps, And Other Lodging Places	13	0.3	1.5	13	-	-
Industrial And Commercial Machinery And Computer Equipment	18	0.4	2.1	18	-	-
Insurance Agents, Brokers, And Service	56	1.2	6.4	3	27	26
Insurance Carriers	61	1.3	7.0	33	6	22
Justice, Public Order, And Safety	2	-	0.2	-	1	1
Leather And Leather Products	1	-	0.1	1	-	-
Legal Services	11	0.2	1.3	-	9	2
Local And Suburban Transit And Interurban Highway Passenger Transportation	7	0.2	0.8	7	-	-
Lumber And Wood Products, Except Furniture	1	-	0.1	1	-	-
Measuring, Analyzing, And Controlling Instruments; Photographic, Medical And Optical Goods; Watches And Clocks	6	0.1	0.7	6	-	-
Membership Organizations	6	0.1	0.7	4	2	-
Metal Mining	6	0.1	0.7	6	-	-
Mining And Quarrying Of Nonmetallic Minerals, Except Fuels	3	0.1	0.3	3	-	-
Miscellaneous Manufacturing Industries	13	0.3	1.5	13	-	-
Miscellaneous Repair Services	-	-	-	-	-	-
Miscellaneous Retail	14	0.3	1.6	12	-	2
Miscellaneous Services	7	0.2	0.8	5	2	-
Motion Pictures	11	0.2	1.3	9	-	2
Motor Freight Transportation And Warehousing	20	0.4	2.3	20	-	-
Museums, Art Galleries, And Botanical And Zoological Gardens	1	0.0	0.1	1	-	-
National Security And International Affairs	13	0.3	1.5	1	11	1
Non-depository Credit Institutions	1	-	0.1	1	-	-
Oil And Gas Extraction	16	0.4	1.8	16	-	-
Paper And Allied Products	4	0.1	0.5	4	-	-
Personal Services	2	-	0.2	2	-	-
Petroleum Refining And Related Industries	3	0.1	0.3	2	1	-
Pipelines, Except Natural Gas	2	-	0.2	2	-	-
Primary Metal Industries	10	0.2	1.1	10	-	-
Printing, Publishing, And Allied Industries	9	0.2	1.0	6	-	3
Private Households	1	-	0.1	-	-	1
Railroad Transportation	1	-	0.1	1	-	-
Real Estate	28	0.6	3.2	25	-	3
Rubber And Miscellaneous Plastics Products	5	0.1	0.6	4	-	1
Security And Commodity Brokers, Dealers, Exchanges, And Services	8	0.2	0.9	8	-	-
Social Services	1	-	0.1	1	-	-
Stone, Clay, Glass, And Concrete Products	7	0.2	0.8	5	1	1
Textile Mill Products	2	-	0.2	2	-	-
Tobacco Products	3	0.1	0.3	3	-	-
Transportation By Air	6	0.1	0.7	5	-	1
Transportation Equipment	19	0.4	2.2	18	1	-
Transportation Services	7	0.2	0.8	5	-	2
United States Postal Service	2	-	0.2	2	-	-
Water Transportation	1	0.0	0.1	1	-	-
Wholesale Trade-durable Goods	34	0.7	3.9	29	-	5
Wholesale Trade-non-durable Goods	31	0.7	3.6	29	-	2
Total Conference & Exhibit Hall-Only Attendees Identified by Secondary Business/Industry	870	19.2	100.0	616	124	130
Total Conference & Exhibit Hall-Only Attendees Not Identified by Secondary	3,668	80.8				
<b>TOTAL CONFERENCE &amp; EXHIBIT HALL-ONLY ATTENDEES</b>	<b>4,538</b>	<b>100.0</b>				

4c. JOB TITLE						
What is your title in your organization?	TOTAL CONFERENCE & EXHIBIT HALL-ONLY ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY TITLE	Member	Associate	Non-Member
Academician, Professor _____	18	0.4	0.5	12	-	6
Accountant, Controller _____	10	0.2	0.3	2	1	7
Agent, Broker _____	2	0.0	0.1	-	-	2
Analyst _____	176	3.9	4.9	150	-	26
Asst. Dir, Treasurer _____	41	0.9	1.1	34	-	7
CFO, VP Finance _____	19	0.4	0.5	10	-	9
Consultant _____	47	1.0	1.3	6	12	29
CRO _____	2	0.0	0.1	1	-	1
Director _____	861	19.0	24.1	530	40	291
Legal Counsel, Attorney _____	108	2.4	3.0	20	33	55
Manager _____	873	19.2	24.5	581	23	269
Owner, President, CIO, COO, Mayor, Executive Director _____	489	10.8	13.7	33	101	355
Specialist _____	44	1.0	1.2	31	-	13
Supervisor, Coordinator _____	38	0.8	1.1	27	-	11
Underwriter, Actuary, Appraisers, Adjuster, TPA, Captive Manager _____	24	0.5	0.7	1	1	22
VP, General Manager, Officer _____	816	18.0	22.9	247	73	496
Total Conference & Exhibit Hall-Only Attendees Identified by Job Title	3,568	78.6	100.0	1,685	284	1,599
Total Conference & Exhibit Hall-Only Attendees Not Identified by Job	970	21.4				
<b>TOTAL CONFERENCE &amp; EXHIBIT HALL-ONLY ATTENDEES</b>	<b>4,538</b>	<b>100.0</b>				

4d. EMPLOYEE SIZE						
How many fulltime employees are there in your company/organization?	TOTAL CONFERENCE & EXHIBIT HALL-ONLY ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY TITLE	Member	Associate	Non-Member
1 through 49 _____	59	1.3	8.5	11	29	19
50 through 99 _____	17	0.4	2.4	6	7	4
100 through 499 _____	56	1.2	8.0	30	11	15
500 through 999 _____	36	0.8	5.2	25	4	7
1,000 through 2,499 _____	82	1.8	11.7	67	6	9
2,500 through 4,999 _____	101	2.2	14.5	72	4	25
5,000 through 5,999 _____	35	0.8	5.0	31	1	3
6,000 through 10,999 _____	89	2.0	12.8	84	2	3
11,000 through 19,999 _____	68	1.5	9.7	64	-	4
Total Conference & Exhibit Hall-Only Attendees Identified by Employee Size	155	3.4	22.2	135	3	17
Total Conference & Exhibit Hall-Only Attendees Not Identified by Employee Size	3,840	84.6				
<b>TOTAL CONFERENCE &amp; EXHIBIT HALL-ONLY ATTENDEES</b>	<b>4,538</b>	<b>100.0</b>				

Location of non-North American Operations: locations where your organization has significant operations not including sales offices (this is an analysis of 335 attendees who responded). Since an attendee could choose more than one response, the total number of responses may exceed the total number of attendees.								
	Africa	Asia	Australia/ New Zealand/ Oceania	Caribbean	Central America	Europe	Middle East	South America
1 through 49 _____	2	2	3	2	2	2	3	2
50 through 99 _____	1	-	-	2	-	-	1	1
100 through 499 _____	1	4	1	4	4	9	3	5
500 through 999 _____	-	5	6	2	1	8	2	4
1,000 through 2,499 _____	4	9	5	5	2	11	4	3
2,500 through 4,999 _____	9	31	19	15	23	33	8	22
5,000 through 5,999 _____	3	8	5	3	2	15	3	5
6,000 through 10,999 _____	9	26	18	6	15	30	13	16
11,000 through 19,999 _____	15	31	23	7	11	29	16	20

**4e. REVENUE & SALES**

<b>Size Measure: Budget</b> Provide your organization's worldwide revenues/sales (or operating budget if government entity or non-profit organization) in US dollars.	<b>TOTAL CONFERENCE &amp; EXHIBIT HALL- ONLY ATTENDEES</b>	<b>PERCENT OF TOTAL</b>	<b>PERCENT IDENTIFIED BY BUDGET RANGE</b>	<b>Member</b>	<b>Associate</b>	<b>Non-Member</b>
Budget Range in US\$:						
Under \$20 million _____	7	0.2	14.9	4	1	2
\$20 - 100 million _____	9	0.2	19.1	9	-	-
\$101 - 500 million _____	8	0.2	17.0	6	-	2
\$501M - \$2 Billion _____	15	0.3	31.9	15	-	-
Over \$2 Billion _____	8	0.2	17.0	8	-	-
Total Conference and Exhibit Hall-Only Attendees Identified by Budget	47	1.0	100.0	42	1	4
Total Conference and Exhibit Hall-Only Attendees Not Identified by	4,491	99.0				
<b>TOTAL CONFERENCE &amp; EXHIBIT HALL-ONLY ATTENDEES</b>	<b>4,538</b>	<b>100.0</b>				

<b>Size Measure: Revenue</b> Provide your organization's worldwide revenues/sales (or operating budget if government entity or non-profit organization) in US dollars.	<b>TOTAL CONFERENCE &amp; EXHIBIT HALL- ONLY ATTENDEES</b>	<b>PERCENT OF TOTAL</b>	<b>PERCENT IDENTIFIED BY REVENUE RANGE</b>	<b>Member</b>	<b>Associate</b>	<b>Non-Member</b>
Revenue Range in US\$:						
Under \$20 million _____	43	0.9	10.5	9	16	18
\$20 - 100 million _____	26	0.6	6.4	12	5	9
\$101 - 500 million _____	61	1.3	15.0	44	7	10
\$501M - \$2 Billion _____	76	1.7	18.6	65	5	6
Over \$2 Billion _____	202	4.5	49.5	175	4	23
Total Conference and Exhibit Hall-Only Attendees Identified by Revenue	408	9.0	100.0	305	37	66
Total Conference and Exhibit Hall-Only Attendees Not Identified by	4,130	91.0				
<b>TOTAL CONFERENCE &amp; EXHIBIT HALL-ONLY ATTENDEES</b>	<b>4,538</b>	<b>100.0</b>				

<b>Size Measure: Sales</b> Provide your organization's worldwide revenues/sales (or operating budget if government entity or non-profit organization) in US dollars.	<b>TOTAL CONFERENCE &amp; EXHIBIT HALL- ONLY ATTENDEES</b>	<b>PERCENT OF TOTAL</b>	<b>PERCENT IDENTIFIED BY SALES RANGE</b>	<b>Member</b>	<b>Associate</b>	<b>Non-Member</b>
Sales Range in US\$:						
Under \$20 million _____	18	0.4	0.4	-	6	12
\$20 - 100 million _____	9	0.2	0.2	1	2	6
\$101 - 500 million _____	15	0.3	0.3	11	1	3
\$501M - \$2 Billion _____	30	0.7	0.7	27	-	3
Over \$2 Billion _____	107	2.4	227.7	100	1	6
Total Conference and Exhibit Hall-Only Attendees Identified by Sales	179	3.9	229.2	139	10	30
Total Conference and Exhibit Hall-Only Attendees Not Identified by Sales	4,359	96.1				
<b>TOTAL CONFERENCE &amp; EXHIBIT HALL-ONLY ATTENDEES</b>	<b>4,538</b>	<b>100.0</b>				

<b>4f. RISK MANAGEMENT ACTIVITIES</b>						
<b>This is an analysis of 2,346 attendees who responded to which Risk Management Activities they perform. Since a visitor could choose more than one response, the total number of responses may exceed the total number of visitors.</b>	<b>Number of Attendee Responses</b>	<b>Percent of Total Attendees</b>	<b>Percent Identified by Risk Management Activity</b>	<b>Member</b>	<b>Associate</b>	<b>Non-Member</b>
Which risk management activities do you perform for your employer?						
Property:						
Alternative Risk Transfer _____	765	16.9	32.6	689	18	58
Claims Management _____	1,304	28.7	55.6	1,194	23	87
Insurance Purchase _____	1,346	29.7	57.4	1,227	28	91
Risk Control _____	1,312	28.9	55.9	1,189	30	93
Self Insurance _____	833	18.4	35.5	758	19	56
Other:						
Captives _____	521	11.5	22.2	461	16	44
Financial Risk Management _____	495	10.9	21.1	437	12	46
IT Risk Management _____	250	5.5	10.7	221	11	18
Risk Assessment _____	1,174	25.9	50.0	1,062	26	86
Supply Chain _____	24	0.5	1.0	19		5
Disaster Planning/Business Continuity _____	705	15.5	30.1	640	20	45
Governance/Compliance _____	75	1.7	3.2	57		18
Legal _____	72	1.6	3.1	62	1	9
Safety _____	771	17.0	32.9	711	21	39
Workers' Compensation _____	160	3.5	6.8	125	1	34
Enterprise Risk Management _____	507	11.2	21.6	444	15	48
Health/Wellness _____	159	3.5	6.8	137	4	18
Liability _____	149	3.3	6.4	121	1	27
Security _____	354	7.8	15.1	328	7	19
Environmental _____	471	10.4	20.1	434	9	28
HR/Benefits _____	106	2.3	4.5	88	3	15
Operational Risk Management _____	483	10.6	20.6	421	12	50
Strategic Risk Management _____	130	2.9	5.5	98	1	31
Which risk management activities do you perform for clients/others?						
Actuarial Services _____	64	1.4	2.7	22	21	21
Executive/Personnel Recruitment _____	39	0.9	1.7	12	16	11
Investigation/Settlement of Losses _____	269	5.9	11.5	115	85	69
Employee Benefits Services _____	74	1.6	3.2	18	27	29
Environmental Services _____	67	1.5	2.9	28	22	17
Legal Services _____	169	3.7	7.2	39	88	42
Marketing _____	38	0.8	1.6		13	25
Risk Mgmt. Services/Consulting _____	611	13.5	26.0	217	215	179
Rating of insurance _____	76	1.7	3.2	26	26	24
Regulating of insurance _____	30	0.7	1.3	11	8	11
Selling or brokering of insurance _____	187	4.1	8.0	21	98	68
Underwriting of insurance _____	109	2.4	4.6	27	40	42
Other (please describe) _____	33	0.7	1.4	2	7	24
Total Conference and Exhibit Hall-Only Attendees Identified by Risk Management Activities Performed	2,346	51.7				
Total Conference and Exhibit Hall-Only Attendees Not Identified by Risk Management Activities Performed	2,192	48.3				
<b>TOTAL CONFERENCE &amp; EXHIBIT HALL-ONLY ATTENDEES</b>	<b>4,538</b>	<b>100.0</b>				

**4g. RISK MANAGEMENT EXPENDITURES**

How much did your organization spend during its last completed fiscal year for the following risk management products and services (if actual data cannot be supplied, provide estimates).	TOTAL RESPONSES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY RISK MANAGEMENT EXPENDITURE	Member	Associate	Non-Member
<b>Property Premium</b>						
Under \$20,000	12	0.3	3.2	5	5	2
\$21K - \$100K	21	0.5	5.5	17	2	2
\$101K - \$500K	47	1.0	12.4	45	-	2
\$501K - \$1M	44	1.0	11.6	36	4	4
\$1M - \$10M	147	3.2	38.7	140	-	7
Over \$10 Million	32	0.7	8.4	30	-	2
<b>Total Responses</b>	<b>303</b>	<b>6.7</b>	<b>79.7</b>	<b>273</b>	<b>11</b>	<b>19</b>
<b>Property Brokerage</b>						
Under \$20,000	53	1.2	13.9	45	4	4
\$21K - \$100K	73	1.6	19.2	65	2	6
\$101K - \$500K	87	1.9	22.9	80	1	6
\$501K - \$1M	29	0.6	7.6	27	-	2
\$1M - \$10M	18	0.4	4.7	18	-	-
Over \$10 Million	-	-	-	-	-	-
<b>Total Responses</b>	<b>260</b>	<b>5.7</b>	<b>68.4</b>	<b>235</b>	<b>7</b>	<b>18</b>
<b>Property Claims/TPA</b>						
Under \$20,000	116	2.6	30.5	100	5	11
\$21K - \$100K	26	0.6	6.8	23	-	3
\$101K - \$500K	12	0.3	3.2	12	-	-
\$501K - \$1M	6	0.1	1.6	5	-	1
\$1M - \$10M	12	0.3	3.2	12	-	-
Over \$10 Million	1	-	0.3	1	-	-
<b>Total Responses</b>	<b>173</b>	<b>3.8</b>	<b>45.5</b>	<b>153</b>	<b>5</b>	<b>15</b>
<b>Liability Premiums</b>						
Under \$20,000	10	0.2	2.6	5	3	2
\$21K - \$100K	18	0.4	4.7	13	3	2
\$101K - \$500K	49	1.1	12.9	46	1	2
\$501K - \$1M	43	0.9	11.3	40	1	2
\$1M - \$10M	155	3.4	40.8	143	2	10
Over \$10 Million	29	0.6	7.6	28	-	1
<b>Total Responses</b>	<b>304</b>	<b>6.7</b>	<b>80.0</b>	<b>275</b>	<b>10</b>	<b>19</b>
<b>Liability Brokerage</b>						
Under \$20,000	31	0.7	8.2	25	4	2
\$21K - \$100K	65	1.4	17.1	57	2	6
\$101K - \$500K	101	2.2	26.6	91	1	9
\$501K - \$1M	32	0.7	8.4	32	-	-
\$1M - \$10M	13	0.3	3.4	12	-	1
Over \$10 Million	-	-	-	-	-	-
<b>Total Responses</b>	<b>242</b>	<b>5.3</b>	<b>63.7</b>	<b>217</b>	<b>7</b>	<b>18</b>
<b>Liability Claims/TPA</b>						
Under \$20,000	69	1.5	18.2	58	4	7
\$21K - \$100K	53	1.2	13.9	50	-	3
\$101K - \$500K	34	0.7	8.9	30	1	3
\$501K - \$1M	16	0.4	4.2	15	-	1
\$1M - \$10M	21	0.5	5.5	20	-	1
Over \$10 Million	1	-	0.3	1	-	-
<b>Total Responses</b>	<b>194</b>	<b>4.3</b>	<b>51.1</b>	<b>174</b>	<b>5</b>	<b>15</b>
<b>Workers Compensation Premium</b>						
Under \$20,000	14	0.3	3.7	6	5	3
\$21K - \$100K	6	0.1	1.6	6	-	-
\$101K - \$500K	73	1.6	19.2	67	-	6
\$501K - \$1M	57	1.3	15.0	54	1	2
\$1M - \$10M	120	2.6	31.6	111	1	8
Over \$10 Million	22	0.5	5.8	21	-	1
<b>Total Responses</b>	<b>292</b>	<b>6.4</b>	<b>76.8</b>	<b>265</b>	<b>7</b>	<b>20</b>
<b>Workers Compensation Brokerage</b>						
Under \$20,000	42	0.9	11.1	34	4	4
\$21K - \$100K	76	1.7	20.0	68	-	8
\$101K - \$500K	83	1.8	21.8	77	1	5
\$501K - \$1M	12	0.3	3.2	12	-	-
\$1M - \$10M	10	0.2	2.6	10	-	-
Over \$10 Million	-	-	-	-	-	-
<b>Total Responses</b>	<b>223</b>	<b>4.9</b>	<b>58.7</b>	<b>201</b>	<b>5</b>	<b>17</b>
<b>Workers Compensation Claims/TPA</b>						
Under \$20,000	39	0.9	10.3	32	3	4
\$21K - \$100K	58	1.3	15.3	53	-	5
\$101K - \$500K	68	1.5	17.9	62	1	5
\$501K - \$1M	10	0.2	2.6	9	-	1
\$1M - \$10M	34	0.7	8.9	34	-	-
Over \$10 Million	2	-	0.5	1	-	1
<b>Total Responses</b>	<b>211</b>	<b>4.6</b>	<b>55.5</b>	<b>191</b>	<b>4</b>	<b>16</b>

4g. RISK MANAGEMENT EXPENDITURES (Continued)						
How much did your organization spend during its last completed fiscal year for the following risk management products and services (if actual data cannot be supplied, provide estimates).	TOTAL RESPONSES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY RISK MANAGEMENT EXPENDITURE	Member	Associate	Non-Member
Health/Medical Premium						
Under \$20,000	9	0.2	2.4	4	2	3
\$21K - \$100K	7	0.2	1.8	4	2	1
\$101K - \$500K	4	0.1	1.1	4	-	-
\$501K - \$1M	12	0.3	3.2	10	-	2
\$1M - \$10M	40	0.9	10.5	35	3	2
Over \$10 Million	31	0.7	8.2	23	1	7
Total Responses	103	2.3	27.1	80	8	15
Health/Medical Brokerage						
Under \$20,000	22	0.5	5.8	15	3	4
\$21K - \$100K	24	0.5	6.3	20	2	2
\$101K - \$500K	24	0.5	6.3	20	1	3
\$501K - \$1M	4	0.1	1.1	3	-	1
\$1M - \$10M	3	0.1	0.8	3	-	-
Over \$10 Million	-	-	-	-	-	-
Total Responses	77	1.7	20.3	61	6	10
Health/Medical Claims/TPA						
Under \$20,000	24	0.5	6.3	18	3	3
\$21K - \$100K	9	0.2	2.4	8	1	-
\$101K - \$500K	12	0.3	3.2	12	-	-
\$501K - \$1M	6	0.1	1.6	2	1	3
\$1M - \$10M	12	0.3	3.2	11	-	1
Over \$10 Million	2	-	0.5	2	-	-
Total Responses	65	1.4	17.1	53	5	7
Risk Management related technology						
Under \$20,000	152	3.3	40.0	130	9	13
\$21K - \$100K	116	2.6	30.5	109	2	5
\$101K - \$500K	54	1.2	14.2	49	1	4
\$501K - \$1M	12	0.3	3.2	8	2	2
\$1M - \$10M	9	0.2	2.4	7	1	1
Over \$10 Million	-	-	-	-	-	-
Total Responses	343	7.6	90.3	303	15	25
Risk Management Consulting Services						
Under \$20,000	125	2.8	32.9	105	9	11
\$21K - \$100K	109	2.4	28.7	96	4	9
\$101K - \$500K	78	1.7	20.5	72	1	5
\$501K - \$1M	15	0.3	3.9	15	-	-
\$1M - \$10M	7	0.2	1.8	5	1	1
Over \$10 Million	1	-	0.3	1	-	-
Total Responses	335	7.4	88.2	294	15	26
Total Conference & Exhibit Hall-Only Attendees Identified by Risk Management Expenditures	380	8.4				
Total Conference & Exhibit Hall-Only Attendees Not Identified by Risk Management	4,158	91.6				
<b>TOTAL CONFERENCE &amp; EXHIBIT HALL-ONLY ATTENDEES</b>	<b>4,538</b>	<b>100.0</b>				



**5. DOMESTIC GEOGRAPHIC BREAKOUT OF CONFERENCE AND EXHIBIT HALL-ONLY ATTENDEES**

STATE & REGION	TOTAL IN REGION	PERCENT OF TOTAL	STATE & REGION	TOTAL IN REGION	PERCENT OF TOTAL
<b>NEW ENGLAND</b>	<b>282</b>	<b>6.2</b>	<b>EAST SO. CENTRAL</b>	<b>159</b>	<b>3.5</b>
Maine (ME) _____	5		Kentucky (KY) _____	39	
New Hampshire (NH) _____	13		Tennessee (TN) _____	99	
Vermont (VT) _____	12		Alabama (AL) _____	19	
Massachusetts (MA) _____	144		Mississippi (MS) _____	2	
Rhode Island (RI) _____	18		<b>WEST SO. CENTRAL</b>	<b>317</b>	<b>7.0</b>
Connecticut (CT) _____	90		Arkansas (AR) _____	20	
<b>MIDDLE ATLANTIC</b>	<b>1,183</b>	<b>26.1</b>	Louisiana (LA) _____	12	
New York (NY) _____	475		Oklahoma (OK) _____	13	
New Jersey (NJ) _____	281		Texas (TX) _____	272	
Pennsylvania (PA) _____	427		<b>MOUNTAIN</b>	<b>168</b>	<b>3.7</b>
<b>EAST NO. CENTRAL</b>	<b>519</b>	<b>11.4</b>	Montana (MT) _____		
Ohio (OH) _____	114		Idaho (ID) _____	1	
Indiana (IN) _____	36		Wyoming (WY) _____		
Illinois (IL) _____	275		Colorado (CO) _____	71	
Michigan (MI) _____	52		New Mexico (NM) _____	5	
Wisconsin (WI) _____	42		Arizona (AZ) _____	35	
<b>WEST NO. CENTRAL</b>	<b>173</b>	<b>3.8</b>	Utah (UT) _____	34	
Minnesota (MN) _____	49		Nevada (NV) _____	22	
Iowa (IA) _____	24		<b>PACIFIC</b>	<b>474</b>	<b>10.4</b>
Missouri (MO) _____	65		Alaska (AK) _____	11	
North Dakota (ND) _____	3		Washington (WA) _____	49	
South Dakota (SD) _____	6		Oregon (OR) _____	29	
Nebraska (NE) _____	17		California (CA) _____	372	
Kansas (KS) _____	9		Hawaii (HI) _____	13	
<b>SOUTH ATLANTIC</b>	<b>683</b>	<b>15.1</b>	<b>UNITED STATES</b>	<b>3,958</b>	<b>87.2</b>
Delaware (DE) _____	18		<b>INTERNATIONAL</b>	<b>580</b>	<b>12.7</b>
Maryland (MD) _____	86		Canada _____	134	
Washington, DC _____	51		Mexico _____	17	
Virginia (VA) _____	85		Other International _____	423	
West Virginia (WV) _____	3		<b>Not Identified</b>	<b>6</b>	<b>0.1</b>
North Carolina (NC) _____	77				
South Carolina (SC) _____	14		<b>TOTAL CONFERENCE &amp; EXHIBIT HALL-ONLY ATTENDEES</b>	<b>4,538</b>	<b>100.0</b>
Georgia (GA) _____	128				
Florida (FL) _____	221				


**5a. INTERNATIONAL GEOGRAPHIC BREAKOUT OF CONFERENCE AND EXHIBIT HALL-ONLY ATTENDEES**

REGION	TOTAL IN REGION	PERCENT OF TOTAL	REGION	TOTAL IN REGION	PERCENT OF TOTAL
<b>ASIA</b>	<b>65</b>	<b>1.4</b>	<b>NORTH AMERICA</b>	<b>4,109</b>	<b>90.5</b>
Afghanistan _____	1		Canada _____	134	
China _____	1		United States Of America _____	3,958	
Hong Kong _____	3		Mexico _____	17	
India _____	5		<b>CENTRAL AMERICA</b>	<b>8</b>	<b>0.2</b>
Indonesia _____	6		Costa Rica _____	1	
Japan _____	25		El Salvador _____	1	
Philippines _____	6		Guatemala _____	2	
Singapore _____	6		Panama _____	4	
South Korea _____	10		<b>AFRICA</b>	<b>15</b>	<b>0.3</b>
Taiwan _____	2		Egypt _____	1	
<b>MIDDLE EAST</b>	<b>18</b>	<b>0.4</b>	Ghana _____	1	
Israel _____	1		Kenya _____	2	
Kuwait _____	11		South Africa _____	11	
Lebanon _____	2		<b>CARIBBEAN</b>	<b>63</b>	<b>1.4</b>
Saudi Arabia _____	2		Bahamas _____	3	
United Arab Emirates _____	2		Barbados _____	8	
<b>EUROPE</b>	<b>157</b>	<b>3.5</b>	Bermuda _____	28	
Austria _____	3		British Virgin Islands _____	4	
Belgium _____	7		Cayman Islands _____	5	
Denmark _____	2		Dominican Republic _____	7	
Finland _____	1		Jamaica _____	2	
France _____	30		Netherlands Antilles _____	1	
Germany _____	12		Trinidad and Tobago _____	5	
Ireland _____	1		<b>SOUTH AMERICA</b>	<b>74</b>	<b>1.6</b>
Italy _____	3		Argentina _____	9	
Latvia _____	1		Bolivia _____	1	
Luxembourg _____	1		Brazil _____	34	
Netherlands _____	2		Colombia _____	12	
Norway _____	1		Peru _____	14	
Portugal _____	1		Uruguay _____	3	
Russia _____	4		Venezuela _____	1	
Spain _____	7		<b>ASIA PACIFIC</b>	<b>23</b>	<b>0.5</b>
Sweden _____	4		Australia _____	23	
Switzerland _____	21		<b>Not Identified</b>	<b>6</b>	<b>0.1</b>
Turkey _____	5				
United Kingdom _____	51		<b>TOTAL CONFERENCE &amp; EXHIBIT HALL-ONLY ATTENDEES</b>	<b>4,538</b>	<b>100.0</b>


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## Registration



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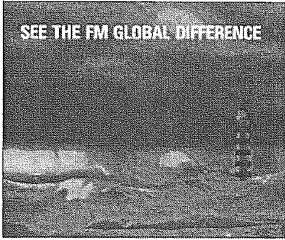
### Fees and Cut-off Dates

	Early Bird Deadline: February 17	Advanced Deadline: March 16	Regular Effective: March 17
<b>RIMS CORPORATE AND ASSOCIATE MEMBERS</b>			
Full Conference Pass	\$895	\$1,035	\$1,140
Corporate 3rd Member	\$670	\$775	\$850
One Day Pass	\$400	\$460	\$500
<b>NON-MEMBERS</b>			
Full Conference Pass	\$1,250	\$1,450	\$1,595
One Day Pass	\$500	\$575	\$630
<b>ADDITIONAL FULL CONFERENCE MEMBER REGISTRATION OPTIONS</b>			
Affiliate Member	Waived	Waived	Waived
Educational Member	\$360	\$360	\$360
Retired Member	\$360	\$360	\$360
Student Member	\$150	\$150	\$150
Student Non-Member	\$200	\$200	\$200
<b>ADDITIONAL OPTIONS</b>			
NEW! Exhibit Hall Pass (Wednesday Only)	\$295	\$295	\$295
<a href="#">CE/CPE Accreditation</a>	\$99	\$99	\$99
Event Tickets*	\$75	\$75	\$75

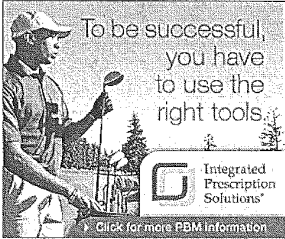
### On-site Registration

Registration is located in the Broad Street Atrium of the Pennsylvania Convention Center. Photo ID will be required to retrieve your badge.

Registration Hours	
Sunday, April 15	10:00am – 5:00pm
Monday, April 16	7:00am – 5:00pm
Tuesday, April 17	8:00am – 5:00pm
Wednesday, April 18	8:00am – 5:00pm



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#### STATEMENT OF CERTIFICATION – AUDIT CONDUCTED BY BPA WORLDWIDE

We have examined the attendee records of subject **RIMS 2012 PHILADELPHIA** for the date and location of the show/event as reported in this BPA Event Audit Report. Our examination was made in accordance with generally accepted event auditing standards. This audit complies with standards set forth by the Exhibition and Event Industry Audit Commission (EIIAC), a not-for-profit corporation organized for the purpose of managing and overseeing the exhibition industry's independent audit process. The audit process includes pre-event review of systems, on-site inspection, post event confirmations of attendance, examination of accounting records and any other auditing procedures considered necessary. Based on such examinations, the data set forth in this report presents objectively and accurately the total attendance of this event in conformance with generally accepted event measurement principles.

BPA Worldwide

REGION: US

August 28, 2012

TYPE: EVENT AUDIT

ID Number: X563X0A2