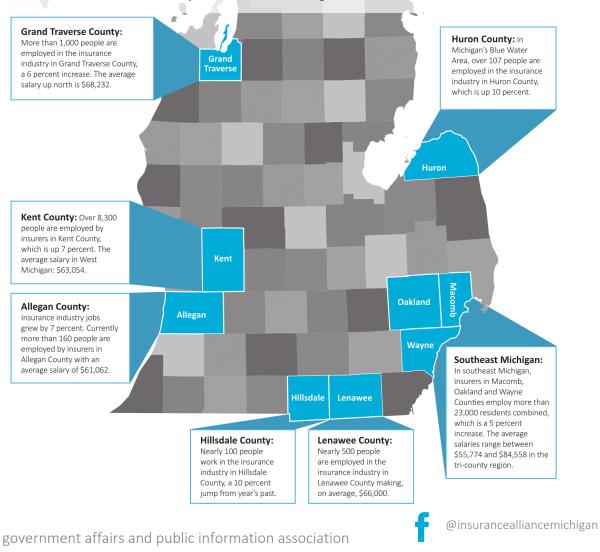


MICHIGAN'S INSURANCE INDUSTRY, AN INTEGRAL PART OF THE STATE'S COMEBACK

Insurers are significant job creators, employing more than 114,000 people in Michigan cities and towns of all sizes, and pumping \$37 billion into the state's economy.

According to data released in 2018 by the Insurance Alliance of Michigan, jobs in the insurance industry grew by 14 percent statewide from 2011 to 2016. The average annual wage for someone working in Michigan's insurance industry is \$71,682.

Beyond the statewide data, a number of communities in Michigan saw significant job growth in the insurance industry in 2016, including:



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IAM is a government affairs and public information association that represents auto, home and business insurance companies and related organizations operating in Michigan.