

**Retrospective Rating Program
Refund/Assessment Summary
Enrollment Beginning:
7/1/2012
First Evaluation**

PAF: 0.8603

| Association Name | Standard Premium | Developed Losses | Standard Loss Ratio | Plan | Hazard Group | Size Group | Single Loss Limit | Max Loss Ratio | Min Loss Ratio | Net | | | Retrospective | | | Ratio Refunded | Max Risk% | Max Refund% | |
|---|------------------|------------------|---------------------|------|--------------|------------|-------------------|----------------|----------------|-------------------|----------------------|-------------------------|----------------------|-------------------|-------------------|----------------|-----------|-------------|--|
| | | | | | | | | | | Insurance Charge% | Policy Admin Expense | Incurred Loss & Expense | Net Insurance Charge | Premium Indicated | Cumulative Refund | | | | |
| Subtotal - 54 Firms with Refunds | 33,480,986 | 15,823,149 | 47% | | | | | | | | 1,607,090 | 15,299,528 | 7,142,446 | 24,049,064 | 9,431,922 | 28% | | | |
| Subtotal - 17 Firms with Assessments | 8,970,000 | 7,997,471 | 89% | | | | | | | | 498,852 | 5,783,837 | 3,911,213 | 10,125,611 | -1,155,611 | -13% | | | |
| Subtotal - 71 Individual Firms | 42,450,986 | 23,820,620 | 56% | | | | | | | | 2,105,942 | 21,083,365 | 11,053,659 | 34,174,675 | 8,276,311 | 19% | | | |
| Average Firm Size | 597,901 | | | | | | | | | | | | | | | | | | |
| ASSOC BUILDERS AND CONTRACTORS | 17,294,563 | 4,994,149 | 29% | L | 8 | 73 | 120K | 72.5% | 30.0% | 74.4% | 830,139 | 5,551,555 | 4,128,691 | 10,510,385 | 6,784,178 | 39% | 40.1% | 39.2% | |
| ASSOCIATED GENERAL CONTRACTORS | 38,262,976 | 15,375,278 | 40% | L | 8 | 74 | 500K | 86.5% | 20.0% | 23.9% | 1,836,623 | 16,451,547 | 3,923,694 | 22,211,864 | 16,051,112 | 42% | 19.4% | 68.7% | |
| ASSOCIATED INDUSTRIES OF THE BUILDING INDUSTRY ASSN OF WA | 6,843,926 | 5,061,095 | 74% | L | 5 | 72 | 500K | 93.4% | 55.0% | 13.4% | 328,508 | 5,415,372 | 726,743 | 6,470,623 | 373,303 | 5% | 18.1% | 28.5% | |
| GREATER VANCOUVER CHAMBER | 4,750,689 | 19,625,526 | 41% | L | 8 | 74 | 500K | 111.2% | 0.0% | 12.4% | 2,292,033 | 20,999,313 | 2,599,715 | 25,891,061 | 21,859,628 | 46% | 38.5% | 95.2% | |
| LEADINGAGE WASHINGTON | 2,439,579 | 1,010,033 | 41% | L | 5 | 68 | 500K | 72.1% | 0.0% | 40.2% | 117,100 | 1,080,735 | 434,347 | 1,632,182 | 807,397 | 33% | 13.0% | 95.2% | |
| MASTER BUILDERS ASSOCIATION | 10,744,827 | 5,204,017 | 48% | L | 2 | 72 | 500K | 85.5% | 0.0% | 20.8% | 515,752 | 5,568,298 | 1,158,206 | 7,242,256 | 3,502,571 | 33% | 15.3% | 95.2% | |
| NW DISTRICT COUNCIL OF | 38,164,571 | 23,641,338 | 62% | L | 8 | 74 | 1M | 96.7% | 56.0% | 11.1% | 1,831,899 | 25,296,232 | 2,807,882 | 29,936,013 | 8,228,558 | 22% | 19.8% | 28.6% | |
| PACIFIC INLAND TARIFF BUREAU | 862,778 | 640,653 | 74% | L | 2 | 61 | 250K | 75.5% | 0.0% | 43.9% | 41,413 | 685,499 | 301,140 | 1,028,052 | -165,274 | -19% | 21.1% | 95.2% | |
| SMART 'A' TEAM | 23,004,331 | 10,878,576 | 47% | L | 7 | 73 | 500K | 77.0% | 50.0% | 27.7% | 1,104,208 | 12,307,317 | 3,412,819 | 16,824,344 | 6,179,987 | 27% | 10.0% | 26.9% | |
| SMART DREAM TEAM | 43,660,710 | 24,228,997 | 55% | L | 8 | 74 | 1M | 97.0% | 56.0% | 10.9% | 2,095,714 | 26,161,497 | 2,862,068 | 31,119,279 | 12,541,431 | 29% | 19.9% | 28.7% | |
| SMART HEALTHCARE | 22,647,532 | 8,055,008 | 36% | L | 8 | 73 | 1M | 93.0% | 46.0% | 15.5% | 1,087,082 | 11,147,115 | 1,726,688 | 13,960,885 | 8,686,647 | 38% | 19.7% | 38.4% | |
| SOUTHWEST WASHINGTON | 4,486,342 | 1,550,798 | 35% | L | 3 | 70 | 500K | 75.2% | 49.0% | 30.2% | 215,344 | 2,352,189 | 709,655 | 3,277,188 | 1,209,154 | 27% | 9.5% | 26.9% | |
| STATE OF WASHINGTON (DES) | 1,503,770 | 371,262 | 25% | L | 8 | 66 | 120K | 43.8% | 0.0% | 135.4% | 72,181 | 397,250 | 537,877 | 1,007,308 | 496,462 | 33% | 15.1% | 95.2% | |
| TRI CITY CONSTRUCTION COUNCIL | 3,489,942 | 2,584,472 | 74% | L | 4 | 70 | 500K | 76.5% | 0.0% | 32.0% | 167,517 | 2,765,385 | 883,817 | 3,816,719 | -326,777 | -9% | 12.8% | 95.2% | |
| VIGILANT | 4,481,369 | 2,670,554 | 60% | L | 8 | 70 | 500K | 84.2% | 0.0% | 30.0% | 215,106 | 2,857,493 | 857,534 | 3,930,133 | 551,236 | 12% | 21.9% | 95.2% | |
| WA ASSN OF NEIGHBORHOOD STORES | 24,819,210 | 11,333,866 | 46% | L | 6 | 73 | 500K | 84.0% | 0.0% | 22.6% | 1,191,322 | 12,127,237 | 2,741,968 | 16,060,527 | 8,758,683 | 35% | 15.0% | 95.2% | |
| WA ASSN OF SEWER & WATER DIST | 683,182 | 375,767 | 55% | P | 5 | 59 | 250K | 94.2% | 60.0% | 14.6% | 32,793 | 438,603 | 85,928 | 557,324 | 125,858 | 18% | 20.2% | 16.4% | |
| WA BIOTECH & BIOMEDICAL ASSN | 743,578 | 77,712 | 10% | L | 5 | 60 | 250K | 48.2% | 0.0% | 106.4% | 35,692 | 83,152 | 88,474 | 536,260 | 72% | 11.2% | 95.2% | | |
| WA COUNTIES SELECT RETRO PLAN | 1,855,930 | 1,085,023 | 58% | L | 4 | 67 | 500K | 73.4% | 0.0% | 39.1% | 89,085 | 1,160,975 | 453,709 | 1,703,769 | 152,161 | 8% | 14.0% | 95.2% | |
| WA HEALTH CARE ASSN - WHCA | 3,972,435 | 3,366,421 | 85% | P | 4 | 70 | 250K | 71.3% | 0.0% | 28.1% | 190,677 | 3,028,485 | 959,972 | 4,179,134 | -206,699 | -5% | 9.2% | 67.1% | |
| WA MANUFACTURERS COUNCIL | 22,703,060 | 12,112,847 | 53% | L | 2 | 73 | 120K | 80.8% | 35.0% | 39.0% | 1,089,747 | 12,960,746 | 5,050,803 | 19,101,296 | 3,601,764 | 16% | 24.9% | 43.2% | |
| WA RETAIL ASSN | 10,511,495 | 6,201,489 | 59% | L | 4 | 72 | 500K | 160.0% | 0.0% | 2.4% | 504,552 | 6,635,593 | 161,245 | 7,301,390 | 3,210,105 | 31% | 80.2% | 95.2% | |
| WA RETAIL ASSN - AUTOMOTIVE | 8,658,801 | 4,926,456 | 57% | L | 3 | 72 | 500K | 87.0% | 50.0% | 18.1% | 415,622 | 5,271,308 | 953,052 | 6,639,982 | 2,018,819 | 23% | 14.7% | 32.0% | |
| WA TRUCKING ASSOCIATION | 1,833,600 | 1,657,604 | 90% | L | 5 | 67 | 500K | 80.0% | 50.0% | 27.1% | 88,013 | 1,569,562 | 425,508 | 2,083,083 | -249,483 | -14% | 13.6% | 27.2% | |
| WASHINGTON AGGREGATES & EMPLOYERS INC. | 9,683,818 | 5,574,798 | 58% | L | 7 | 72 | 250K | 62.8% | 0.0% | 56.7% | 464,823 | 5,965,034 | 3,384,560 | 9,814,417 | -130,599 | -1% | 10.1% | 95.2% | |
| WASHINGTON FOOD INDUSTRY | 2,641,682 | 1,210,615 | 46% | L | 7 | 69 | 500K | 71.0% | 0.0% | 42.0% | 126,801 | 1,295,358 | 544,439 | 1,966,598 | 675,084 | 26% | 12.7% | 95.2% | |
| WASHINGTON STATE FARM BUREAU | 36,235,610 | 23,691,085 | 65% | L | 5 | 74 | 500K | 92.9% | 0.0% | 15.4% | 1,739,309 | 25,349,461 | 3,901,282 | 30,990,052 | 5,245,558 | 14% | 19.5% | 95.2% | |
| | 13,460,153 | 7,362,498 | 55% | L | 2 | 73 | 120K | 82.4% | 30.0% | 38.8% | 646,087 | 7,877,873 | 3,058,978 | 11,582,938 | 1,877,215 | 14% | 27.2% | 50.6% | |
| | 38,673,296 | 29,449,629 | 76% | L | 4 | 74 | 500K | 75.5% | 0.0% | 29.7% | 1,856,318 | 31,242,222 | 9,269,567 | 42,368,107 | -3,694,811 | -10% | 9.6% | 95.2% | |

| | | | | | | | | | | | | | | | | | | |
|--------------------------------|----------------------|----------------------|------------|--|--|--|--|--|--|--|---------------------|----------------------|---------------------|----------------------|----------------------|------------|--|--|
| Subtotal - Associations | \$442,113,755 | \$234,317,566 | 53% | | | | | | | | \$21,221,460 | \$254,042,406 | \$58,150,361 | \$333,414,227 | \$108,699,528 | 25% | | |
| Total Enrollment | \$484,564,741 | \$258,138,186 | 53% | | | | | | | | \$23,327,402 | \$275,125,771 | \$69,204,020 | \$367,588,902 | \$116,975,839 | 24% | | |

Individual Firms - Detail by Plan

| Loss Based Plans | Standard Premium | Developed Losses | Standard Loss Ratio | Policy Admin Expense | Incurred Loss & Expense | Net Insurance Charge | Retrospective | | |
|----------------------------|-------------------|-------------------|---------------------|----------------------|-------------------------|----------------------|-------------------|-------------------|----------------|
| | | | | | | | Premium Indicated | Cumulative Refund | Ratio Refunded |
| 23 Firms with Refunds | 20,146,776 | 8,764,387 | 44% | 967,046 | 9,493,766 | 2,764,354 | 13,225,166 | 6,921,610 | 34% |
| 10 Firms with Assessments | 6,269,277 | 4,814,175 | 77% | 300,925 | 3,457,468 | 3,241,453 | 6,999,846 | -730,569 | -12% |
| Subtotal - 33 | 26,416,053 | 13,578,562 | 51% | 1,267,971 | 12,951,234 | 6,005,807 | 20,225,012 | 6,191,041 | 23% |
| Average Firm Size | 800,486 | | | | | | | | |
| Premium Based Plans | | | | | | | | | |
| 31 Firms with Refunds | 13,334,210 | 7,058,762 | 53% | 640,044 | 5,805,762 | 4,378,092 | 10,823,898 | 2,510,312 | 19% |
| 7 Firms with Assessments | 2,700,723 | 3,183,296 | 118% | 129,636 | 2,326,369 | 669,760 | 3,125,765 | -425,042 | -16% |
| Subtotal - 38 | 16,034,933 | 10,242,058 | 64% | 769,680 | 8,132,131 | 5,047,852 | 13,949,663 | 2,085,270 | 13% |
| Average Firm Size | 421,972 | | | | | | | | |

Note: The information in this report is considered a "snapshot" of how these retro participants are performing at a specific point in time.
The values shown are subject to change and should only be referred to as an approximation.