

## Retro Quarterly Performance Reports

Retro produces reports on a quarterly schedule to highlight the performance of Retro as a program. These reports outline various aspects of specific groups as well as Retro as a whole. These reports are generated each quarter and are available for download from our website (<http://bit.ly/RetroPerfReport>).

(1) **Member Count Distribution by Group** (as of January 2016)

This report graphically shows the number of members enrolled in each Retro group as well as the total number of members enrolled in all Retro groups. The data are displayed so that the group with the most members enrolled is on the far left and the group with the least members enrolled is on the far right. The data are current as of February 10, 2016, and include most of the results of January enrollment but not all accounts that may have been protested for October.

(2) **Member Count Distribution by Group** (as of January 2016)

This report numerically shows the number of members enrolled in each Retro group as well as the total number of members enrolled in all Retro groups. The data are displayed so that the group with the most members enrolled is at the top and the group with the least members is at the bottom. The data are current as of February 10, 2016, and include most of the results of January enrollment but not all accounts that may have been protested for October.

(3) **Standard Premium Distribution by Group** (as of October 2015)

This report graphically shows the standard premium for each Retro group as well as the total standard premium for all Retro groups. The data are displayed so that the group with the most standard premium is on the far left and the group with the least standard premium is on the far right. The data are current as of February 10, 2016, and include most of the results of January enrollment but not all accounts that may have been protested for October. The standard premium information is based on the four most recent quarters (first quarter of 2015 through fourth quarter of 2015).

(4) **Standard Premium Distribution by Group** (as of October 2015)

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(5) **Member Count by Industry Category – 1st Quarter of 2016**

This report shows the number of members enrolled in each Industry Category. The data are displayed so that the Industry Category with the most members enrolled is at the top and the Industry Category with the least members enrolled is at the bottom. There are currently no groups for Industry Categories 10 (*Logging and wood products manufacturing and related services*) or 13 (*Temporary help and related services*). The data are current as of February 10, 2016, and include most of the results of January enrollment but not all accounts that may have been protested for October.

**(6) Standard Premium by Industry Category – 4th Quarter of 2015**

This report shows the standard premium for each Industry Category. The data are displayed so that the Industry Category with the most standard premium is at the top and the Industry Category with the least standard premium is at the bottom. There are currently no groups for Industry Categories 10 (Logging and wood products manufacturing and related services) or 13 (Temporary help and related services). The data are current as of February 10, 2016, and include most of the results of January enrollment but not all accounts that may have been protested for October. The standard premium information is based on the four most recent quarters (first quarter of 2015 through fourth quarter of 2015).

**(7) Retro Group Enrollment by Coverage Period**

This report shows the number of groups that enrolled in each quarter for the last four quarters. The most recent enrollment quarter is at the top. The data is current as of February 10, 2016.

**(8) Retro Group Member Count by Coverage Period**

This report shows the number of group members that enrolled in each quarter for the last four quarters. The most recent enrollment quarter is at the top. The data are current as of February 10, 2016, and include most of the results of January enrollment but not all accounts that may have been protested for October.

**(9) Retro Group Standard Premium by Coverage Period**

This report shows the standard premium for Retro groups enrolled in each quarter for the last four quarters. The most recent enrollment quarter is at the top. The data are current as of February 10, 2016, and include most of the results of January enrollment but not all accounts that may have been protested for October. The standard premium information is based on the most recent four quarters (first quarter of 2015 through fourth quarter of 2015).

**(10) Individual Retro Enrollment by Coverage Period**

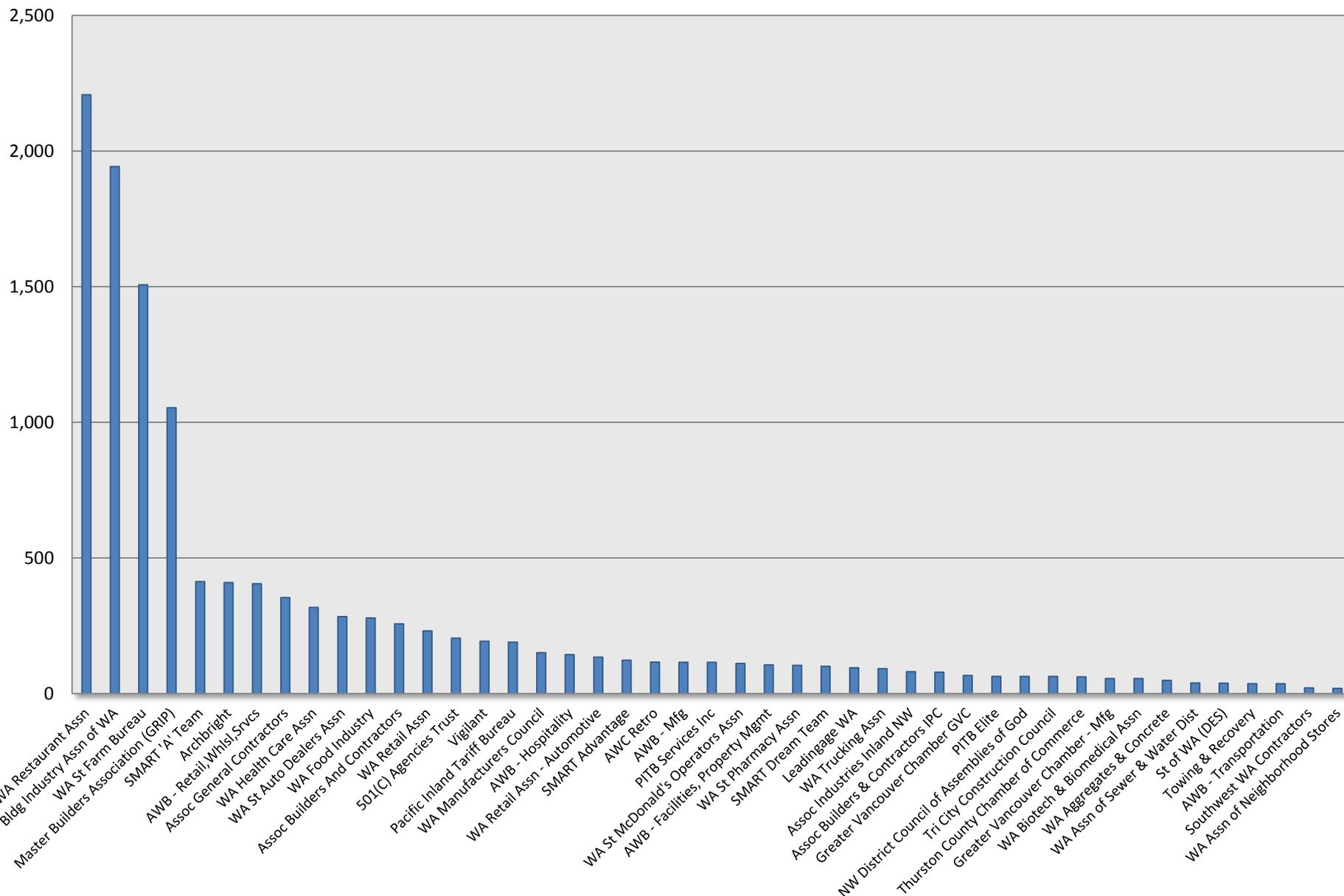
This report shows the number of Individuals that enrolled in each quarter for the last four quarters. The data are current as of February 10, 2016, and include complete results of January enrollment but not all accounts that may have been protested for October.

**(11) Individual Retro Standard Premium by Coverage Period**

This report shows the standard premium for Individuals enrolled in each quarter for the last four quarters. The data are current as of February 10, 2016, and include complete results of January enrollment but not all accounts that may have been protested for October. The standard premium information is based on the four most recent quarters (first quarter of 2015 through fourth quarter of 2015).

(1)

## Member Count Distribution by Group as of January 2016



**Member Count: 12,585**

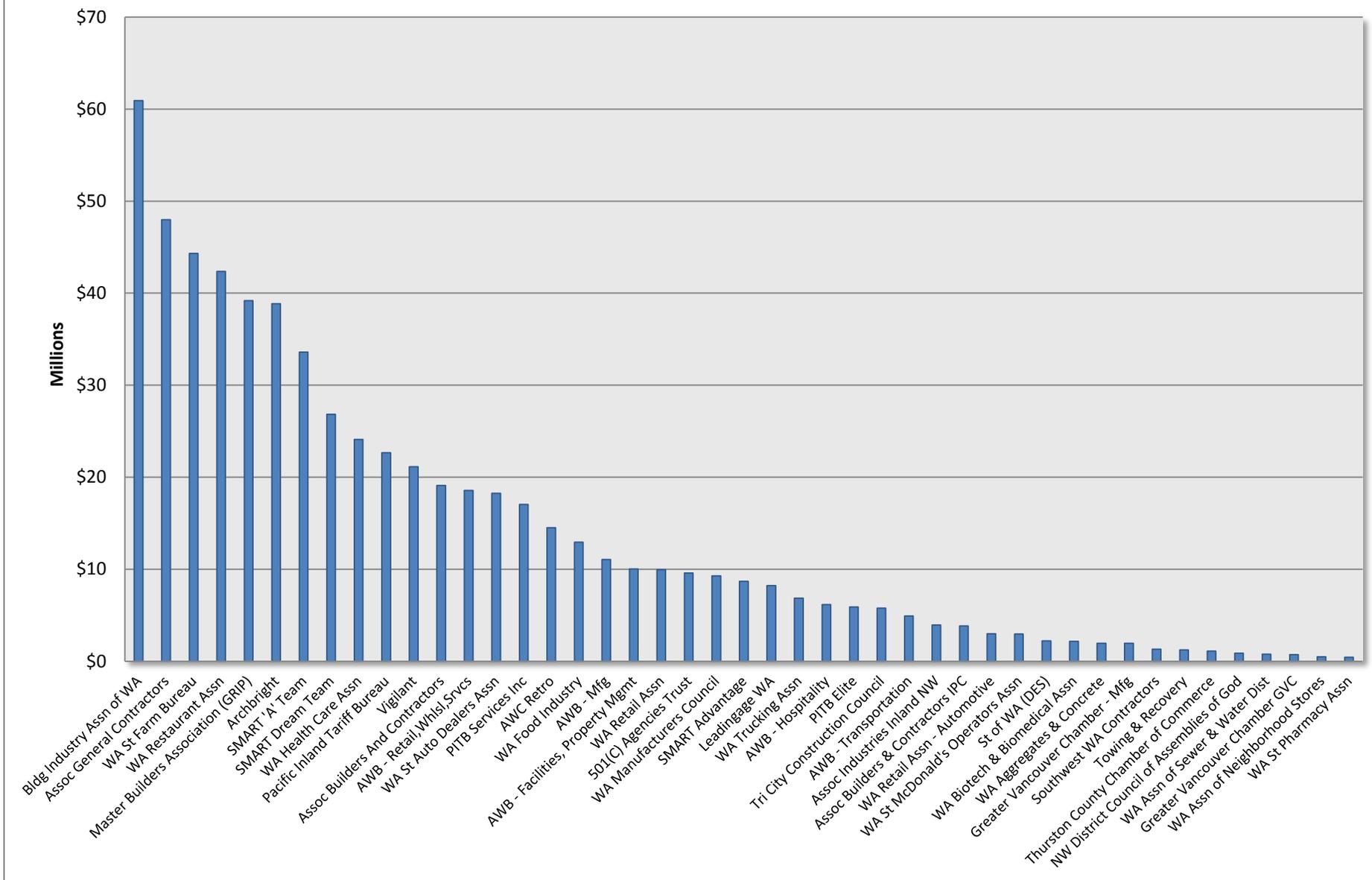
**The number of employer accounts enrolled in Retro group**

**There are 45 groups and 12,585 employers**

(2)

<b>Member count by Retro Group as of January 2016</b>		
<i>WA Restaurant Assn</i>	2,207	<b>53.3%</b>
<i>Bldg Industry Assn of WA</i>	1,943	
<i>WA St Farm Bureau</i>	1,507	
<i>Master Builders Association (GRIP)</i>	1,054	
<b>Sub-Total (4)</b>	<b>6,711</b>	
<i>SMART 'A' Team</i>	413	<b>31.5%</b>
<i>Archbright</i>	409	
<i>AWB - Retail, Whlsl, Srvcs</i>	405	
<i>Assoc General Contractors</i>	354	
<i>WA Health Care Assn</i>	318	
<i>WA St Auto Dealers Assn</i>	284	
<i>WA Food Industry</i>	279	
<i>Assoc Builders And Contractors</i>	257	
<i>WA Retail Assn</i>	231	
<i>501(C) Agencies Trust</i>	204	
<i>Vigilant</i>	193	
<i>Pacific Inland Tariff Bureau</i>	190	
<i>WA Manufacturers Council</i>	151	
<i>AWB - Hospitality</i>	144	
<i>WA Retail Assn - Automotive</i>	134	
<b>Sub-Total (15)</b>	<b>3,966</b>	
<i>SMART Advantage</i>	123	<b>15.2%</b>
<i>AWC Retro</i>	116	
<i>AWB - Mfg</i>	115	
<i>PITB Services Inc</i>	115	
<i>WA St McDonald's Operators Assn</i>	111	
<i>AWB - Facilities, Property Mgmt</i>	106	
<i>WA St Pharmacy Assn</i>	104	
<i>SMART Dream Team</i>	101	
<i>Leadingage WA</i>	95	
<i>WA Trucking Assn</i>	92	
<i>Assoc Industries Inland NW</i>	81	
<i>Assoc Builders &amp; Contractors IPC</i>	79	
<i>Greater Vancouver Chamber GVC</i>	67	
<i>PITB Elite</i>	63	
<i>NW District Council of Assemblies of God</i>	63	
<i>Tri City Construction Council</i>	63	
<i>Thurston County Chamber of Commerce</i>	62	
<i>Greater Vancouver Chamber - Mfg</i>	56	
<i>WA Biotech &amp; Biomedical Assn</i>	56	
<i>WA Aggregates &amp; Concrete</i>	49	
<i>WA Assn of Sewer &amp; Water Dist</i>	39	
<i>St of WA (DES)</i>	38	
<i>Towing &amp; Recovery</i>	37	
<i>AWB - Transportation</i>	37	
<i>Southwest WA Contractors</i>	21	
<i>WA Assn of Neighborhood Stores</i>	19	
<b>Sub-Total (26)</b>	<b>1,908</b>	
<b>Total</b>	<b>12,585</b>	

### Standard Premium Distribution by Group as of October 2015



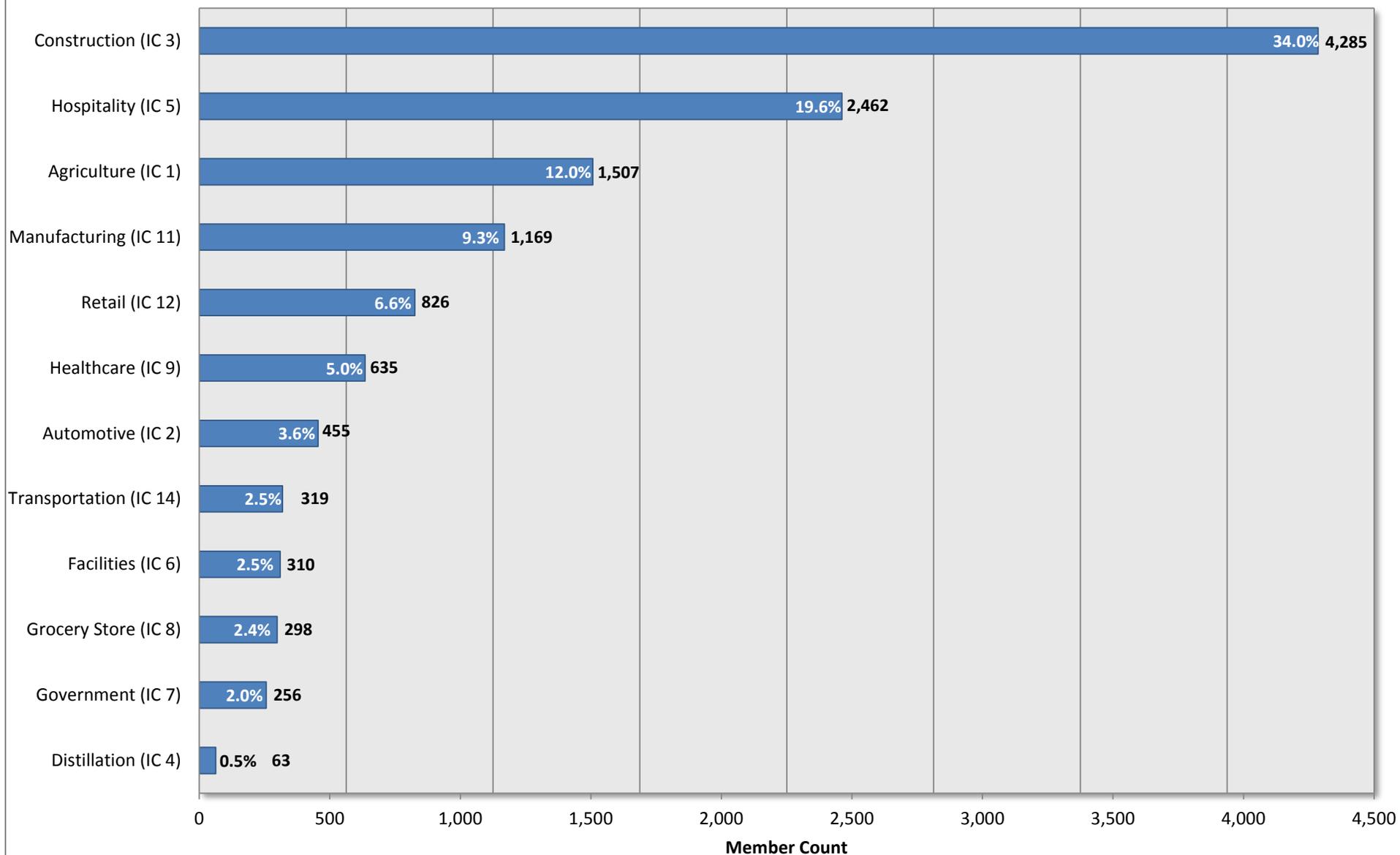
The total annual standard premium, in millions for each Retro group  
Total Standard Premium is \$628 Million  
Retro makes up 41% of total State Fund premium

(4)

<b>Standard Premium by Retro Group as of October 2015</b>		
<i>Bldg Industry Assn of WA</i>	\$60,921,866	<b>48.9%</b>
<i>Assoc General Contractors</i>	\$47,971,627	
<i>WA St Farm Bureau</i>	\$44,322,662	
<i>WA Restaurant Assn</i>	\$42,362,372	
<i>Master Builders Association (GRIP)</i>	\$39,196,628	
<i>Archbright</i>	\$38,857,912	
<i>SMART 'A' Team</i>	\$33,586,106	
<b>Sub-total (7)</b>	<b>\$307,219,174</b>	
<i>SMART Dream Team</i>	\$26,829,063	<b>32.8%</b>
<i>WA Health Care Assn</i>	\$24,102,218	
<i>Pacific Inland Tariff Bureau</i>	\$22,665,810	
<i>Vigilant</i>	\$21,134,843	
<i>Assoc Builders And Contractors</i>	\$19,106,275	
<i>AWB - Retail, Whls, Srvcs</i>	\$18,578,274	
<i>WA St Auto Dealers Assn</i>	\$18,245,741	
<i>PITB Services Inc</i>	\$17,035,060	
<i>AWC Retro</i>	\$14,526,729	
<i>WA Food Industry</i>	\$12,934,760	
<i>AWB - Mfg</i>	\$11,058,620	
<b>Sub-total (11)</b>	<b>\$206,217,394</b>	
<i>AWB - Facilities, Property Mgmt</i>	\$10,045,157	<b>14.2%</b>
<i>WA Retail Assn</i>	\$9,949,158	
<i>501(C) Agencies Trust</i>	\$9,601,687	
<i>WA Manufacturers Council</i>	\$9,277,066	
<i>SMART Advantage</i>	\$8,694,100	
<i>Leadingage WA</i>	\$8,226,215	
<i>WA Trucking Assn</i>	\$6,856,905	
<i>AWB - Hospitality</i>	\$6,159,437	
<i>PITB Elite</i>	\$5,913,930	
<i>Tri City Construction Council</i>	\$5,778,770	
<i>AWB - Transportation</i>	\$4,935,759	
<i>Assoc Industries Inland NW</i>	\$3,951,509	
<b>Sub-total (12)</b>	<b>\$89,389,693</b>	
<i>Assoc Builders &amp; Contractors IPC</i>	\$3,847,963	<b>4.0%</b>
<i>WA Retail Assn - Automotive</i>	\$2,997,564	
<i>WA St McDonald's Operators Assn</i>	\$2,976,487	
<i>St of WA (DES)</i>	\$2,220,634	
<i>WA Biotech &amp; Biomedical Assn</i>	\$2,163,953	
<i>WA Aggregates &amp; Concrete</i>	\$1,972,145	
<i>Greater Vancouver Chamber - Mfg</i>	\$1,959,692	
<i>Southwest WA Contractors</i>	\$1,310,039	
<i>Towing &amp; Recovery</i>	\$1,246,911	
<i>Thurston County Chamber of Commerce</i>	\$1,121,268	
<i>NW District Council of Assemblies of God</i>	\$890,645	
<i>WA Assn of Sewer &amp; Water Dist</i>	\$784,696	
<i>Greater Vancouver Chamber GVC</i>	\$737,401	
<i>WA Assn of Neighborhood Stores</i>	\$493,623	
<i>WA St Pharmacy Assn</i>	\$456,151	
<b>Sub-total (15)</b>	<b>\$25,179,173</b>	
<b>Total</b>	<b>\$628,005,434</b>	

(5)

## Member Count by Industry Category 1st Quarter of 2016

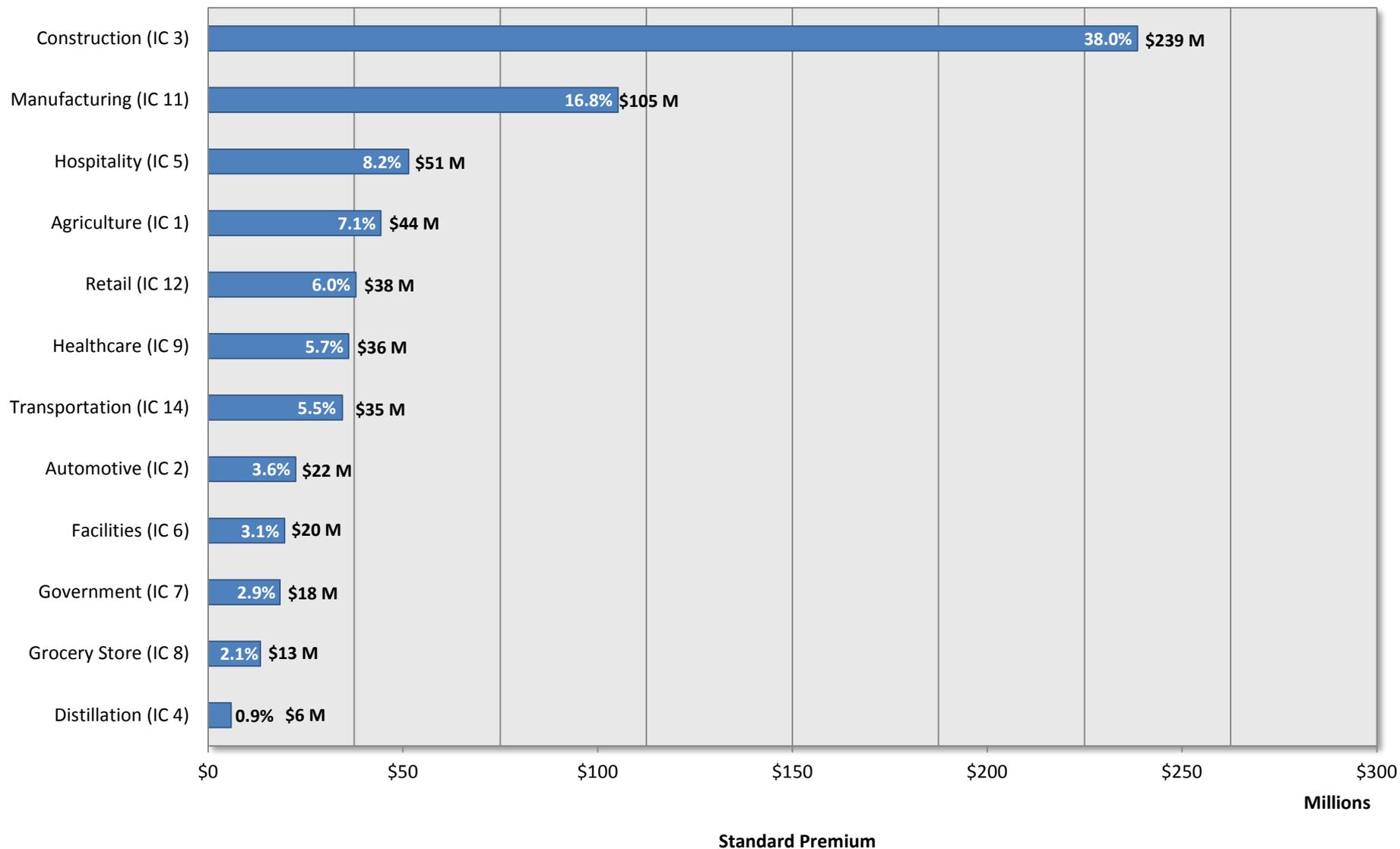


**Member Count: 12,585**

**Note: There are currently no groups for Industry Categories 10 or 13**

(6)

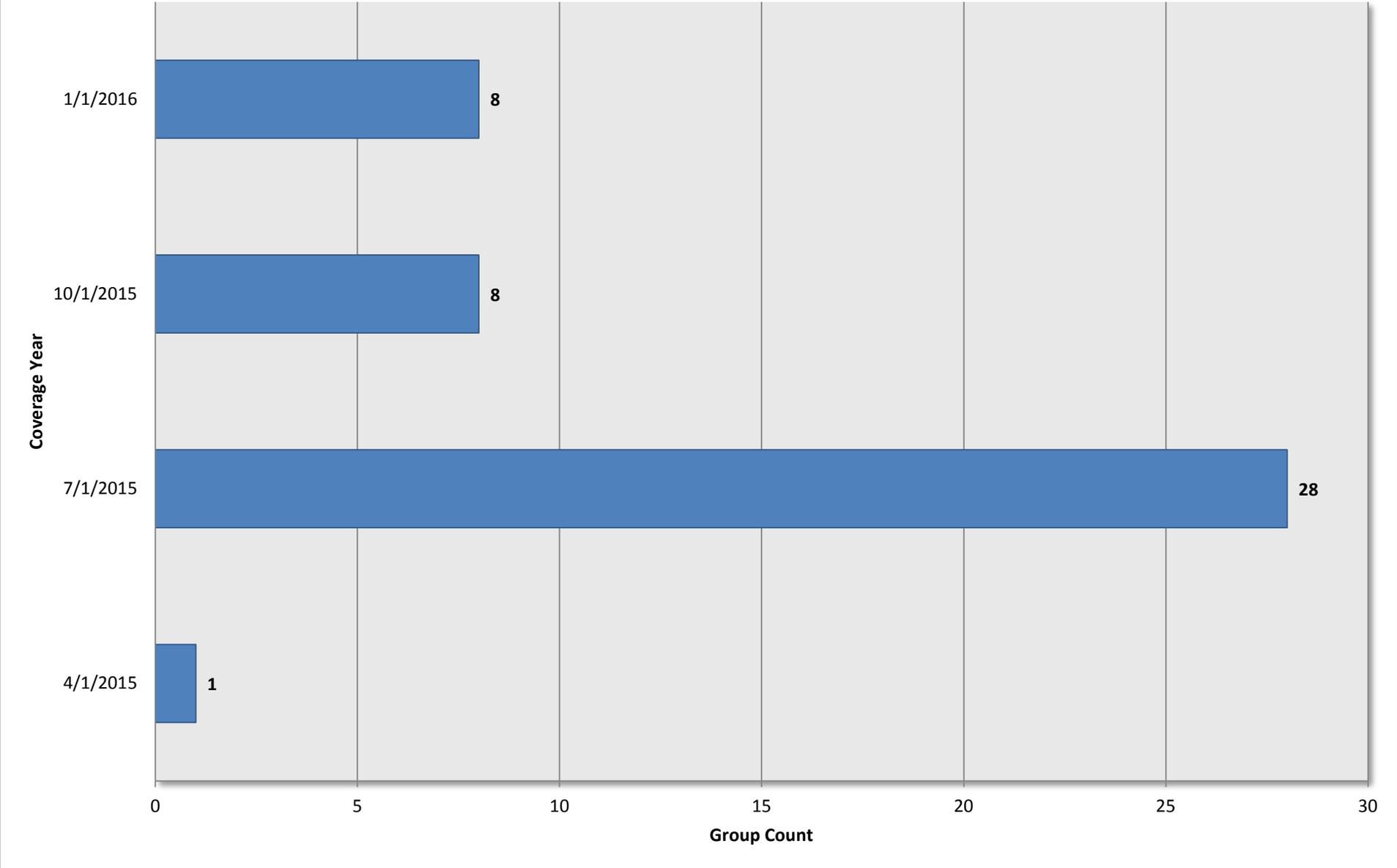
## Standard Premium by Industry Category 4th Quarter of 2015



**Total Standard Premium: \$628 Million**

**Note: There are currently no groups for Industry Categories 10 or 13**

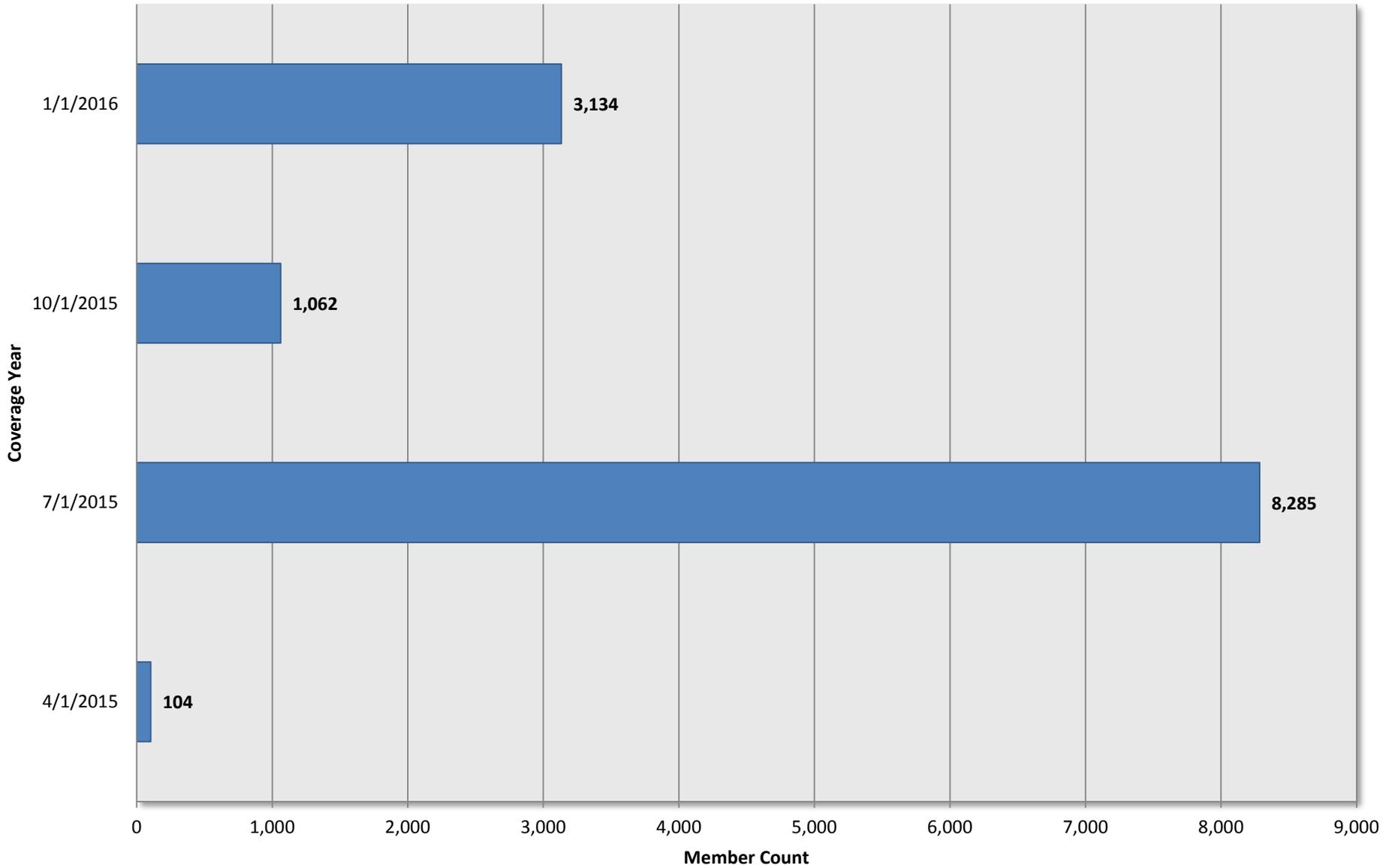
### Retro Group Enrollment by Coverage Period



The number of Retro groups enrolled by coverage period start date  
There are a total of 45 groups enrolled in Retro

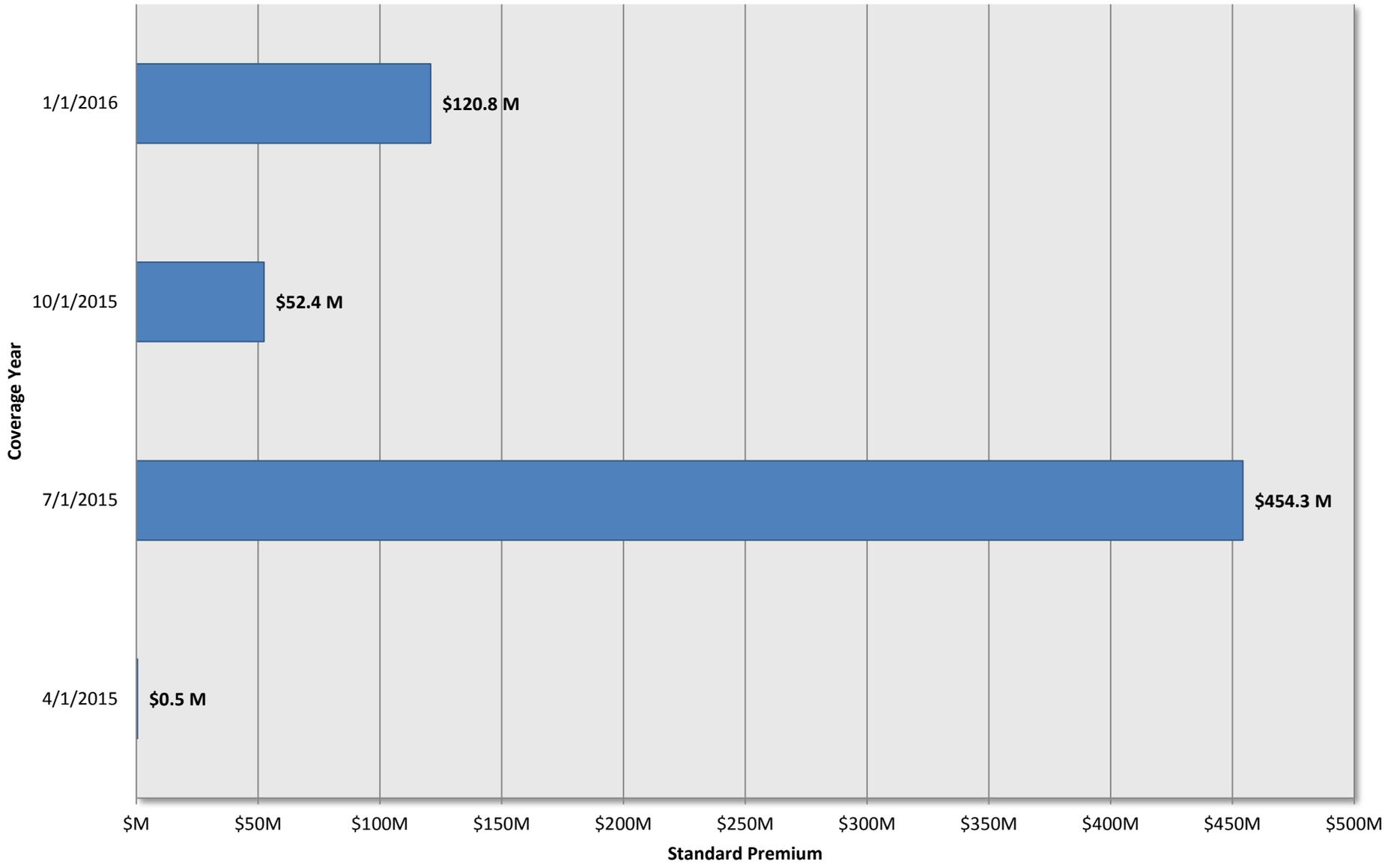
(8)

### Retro Group Member Count Distribution by Coverage Period



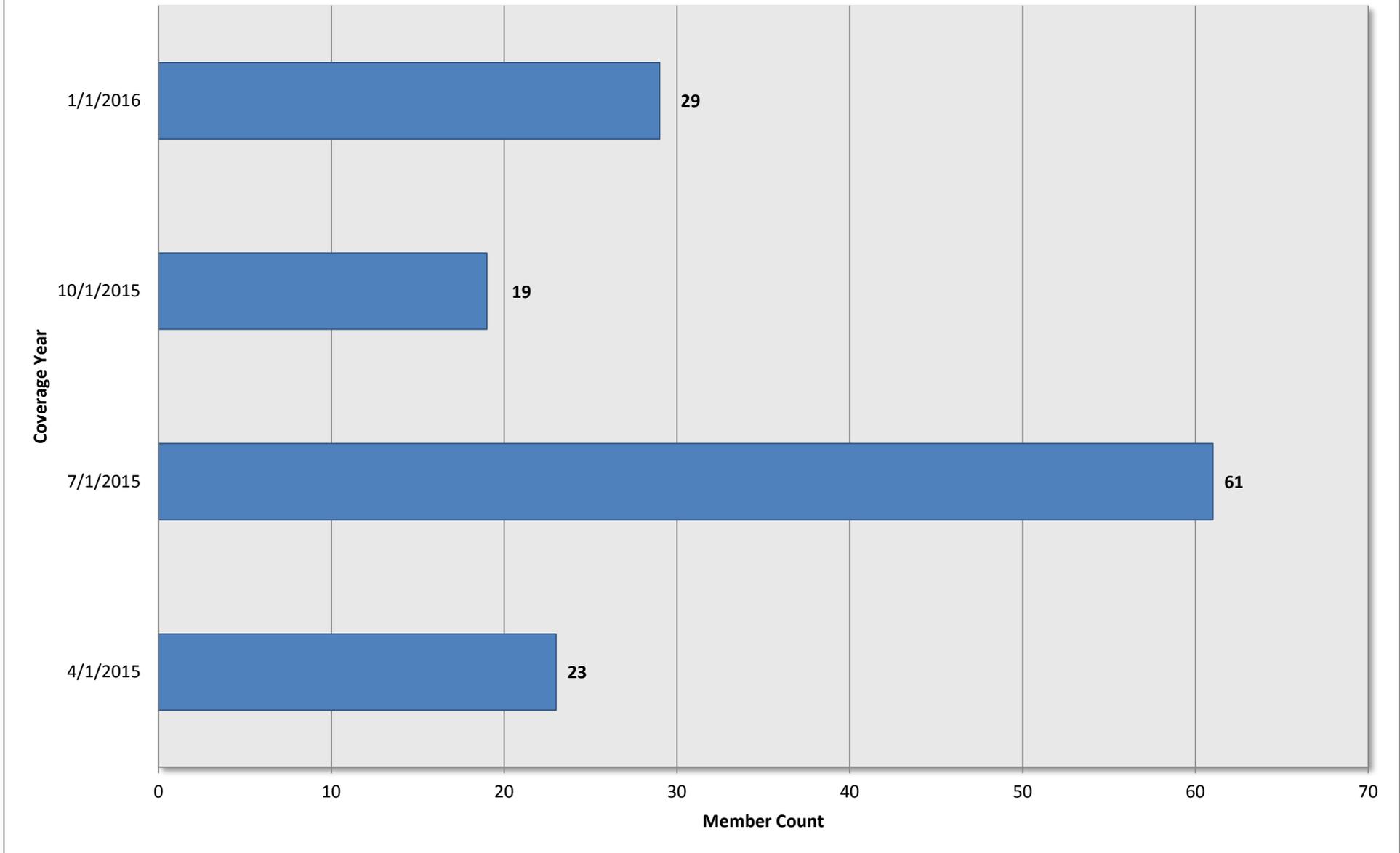
The number of members enrolled in groups by coverage year start date  
There are a total of 12,585 members enrolled in Retro

### Retro Group Standard Premium Distribution by Coverage Year



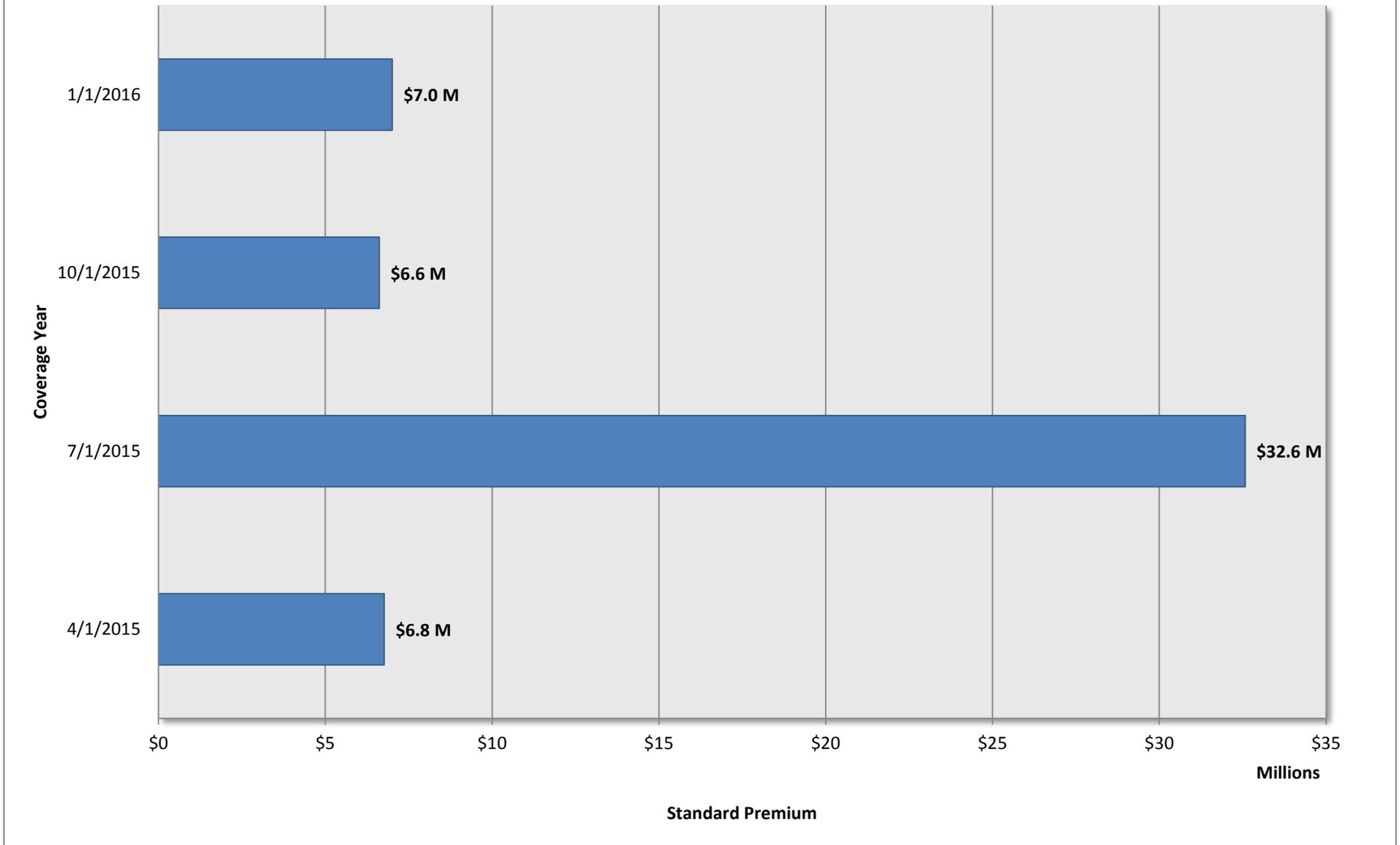
The total standard premium for groups by coverage year start date  
The total standard premium for all Retro is \$628 Million

### Individual Retro Enrollement by Coverage Period



The number of individually-enrolled participants by coverage year start date  
There are a total of 132 individually-enrolled participants in Retro

### Individual Retro Standard Premium by Coverage Period



The total standard premium by coverage year start date for individually-enrolled participants  
The total standard premium for all of the Individuals in Retro is \$53 M