

Retro Employers Calendar Year 2018

Market share based on Accident, Medical Aid, and Stay at Work premiums

Risk Class	*Examples of Businesses within the Class	Total Premium	Retro Premium	Market Share
ALL CLASSIFICATIONS		\$2,265,239,338	\$843,745,712	37.2%
AGRICULTURE		\$112,348,378	\$46,082,859	41.0%
4802	Vegetable Farms - Machine Harvest	10,013,563	3,958,155	39.5%
4803	Orchards	46,333,613	26,152,903	56.4%
4804	Egg & Poultry Farms	2,016,663	1,074,945	53.3%
4805	Nurseries & Shellfish Farms	8,362,570	2,826,071	33.8%
4806	Hand Harvesting: Berries, Nuts, Flowers	563,711	299,405	53.1%
4808	Diversified Field Crops & Cereal Grains	10,190,618	2,334,896	22.9%
4809	Greenhouses & Mushroom Farms	7,192,200	482,857	6.7%
4810	Vegetable Farms - Hand Harvest	2,613,261	234,175	9.0%
4811	Hop & Mint Farms	6,772,194	2,029,266	30.0%
4812	Fish & Shellfish Hatcheries	538,872	25,611	4.8%
4813	Vineyards	3,894,434	934,046	24.0%
7301	Dairy Farms	9,261,928	4,873,502	52.6%
7302	Livestock Farms & Stables	4,263,839	822,433	19.3%
7307	Tree Farms	330,912	34,594	10.5%
FOREST PRODUCTS		\$56,444,310	\$30,782,383	54.5%
1002	Sawmills & Automated Shake & Shingle Mills	5,948,073	5,166,618	86.9%
1003	Pole Yards & Log Home Manufacturing	628,307	558,637	88.9%
1004	Log Storage or Sorting Yards	213,702	58,587	27.4%
1005	Shake & Shingle Mills - Non-automated	-	-	0.0%
2401	Pulp & Paper Goods Manufacturing, N.O.C.	7,076,105	5,855,955	82.8%
2903	Wood Products Manufacturing, N.O.C.	16,644,856	10,333,421	62.1%
2904	Plywood & Veneer Manufacturing	1,386,120	878,233	63.4%
2905	Furniture & Casket Manufacturing - Wood	974,439	365,688	37.5%
2907	Cabinet & Countertop Manufacturing - Wood	7,933,045	4,720,540	59.5%
2909	Woodenware Products Manufacturing	151,898	9,657	6.4%
5001	Logging Operations, N.O.C.	2,470,372	306,730	12.4%
5002	Log Booming & Rafting	1,293	445	34.4%
5003	Log Hauling	5,157,657	1,235,857	24.0%
5004	Forestry & Timberland Services - Manual Labor	2,211,311	3,888	0.2%
5005	Mechanized Logging	3,791,823	961,781	25.4%
5006	Forestry/Timberland Services - Machine Operations	706,405	10,059	1.4%
6902	Log Road Construction	1,148,904	316,287	27.5%
MISCELLANEOUS CONSTRUCTION AND MINING		\$141,958,281	\$74,450,662	52.4%
0101	Excavation, Road Construction, Land Clearing, N.O.C.	33,103,142	20,135,309	60.8%
0103	Drilling & Geophysical Exploration, N.O.C.	2,517,504	1,285,675	51.1%
0104	Dredging, N.O.C.	33,721	5,588	16.6%
0105	Fence Erection & Repair, NOC	4,303,626	1,696,582	39.4%
0106	Tree Care and Pruning Services, N.O.C.	7,611,204	1,053,854	13.8%
0107	Underground Utility Line Const. & Pipelaying, N.O.C.	12,647,859	7,388,017	58.4%
0108	Sewer & Septic System Construction	8,213,596	5,014,306	61.0%
0112	Sand & Gravel Production including Dealers	4,374,811	2,430,586	55.6%
0201	Bridge, Bulkhead & Tunnel Construction	3,788,841	1,506,754	39.8%
0202	Pile Construction, Wharf, Pier & Dock Const., Diving Operations	2,918,913	1,435,059	49.2%
0210	Asphalt Paving - Highway, Streets & Roads	1,878,607	1,633,709	87.0%
0212	Asphalt Paving or Surfacing, N.O.C.	3,020,171	1,427,342	47.3%
0214	Concrete Work - Highways, Streets, Roads & Sidewalks	5,837,446	3,050,954	52.3%
0217	Concrete Work - Foundations & Flatwork	21,747,133	9,188,148	42.2%

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0219	Guardrails, Street Signs & Traffic Lights Installation	2,984,033	2,079,416	69.7%
0403	Sign - Erection, Repair, Removal	1,352,581	542,017	40.1%
0508	Tower, Tank, Windmill & Crane Construction	3,120,066	834,053	26.7%
0509	Overhead Power & Transmission Line Construction	1,727,839	1,056,753	61.2%
0701	Dam Construction	4,101	4,101	100.0%
1702	Underground Mines	922,262	722,967	78.4%
1703	Open Cut Mines	292,930	53,318	18.2%
1704	Quarries	1,250,763	762,347	61.0%
3506	Mobile Crane, Hoisting Services & Concrete Pumping	2,329,928	1,530,527	65.7%
4900	Construction Project or Site Superintendent/Manager	4,882,462	2,802,829	57.4%
4911	Construction Estimator	1,569,367	907,266	57.8%
5206	Construction/Logging/Trucking - Permanent Yard	9,525,375	5,903,185	62.0%

BUILDING CONSTRUCTION AND TRADES		\$519,744,130	\$238,083,912	45.8%
0301	Landscape Construction & Renovation	16,427,274	5,633,090	34.3%
0302	Masonry Construction	13,326,208	8,854,386	66.4%
0303	Plastering, Stuccoing & Lathing: Buildings	2,711,093	896,478	33.1%
0306	Plumbing	28,968,575	15,072,063	52.0%
0307	HVAC Systems - Installation, Service & Repair	27,365,391	16,618,947	60.7%
0308	Lawn Care Maintenance	18,620,477	4,990,859	26.8%
0502	Floor & Counter Covering Installation	10,328,629	2,526,300	24.5%
0504	Painting: Building & Structures - Exterior Work	22,155,509	8,426,775	38.0%
0507	Roof Work - Construction & Repair	43,078,987	23,883,680	55.4%
0510	Wood Frame Building Construction & Alterations	80,588,918	33,153,601	41.1%
0511	Glass Installation: Buildings	10,432,494	5,649,621	54.2%
0512	Insulation Installation & Asbestos Abatement Work	11,668,657	6,723,505	57.6%
0513	Interior Finish Carpentry	22,575,082	8,118,783	36.0%
0514	Garage Door Installation, Service, & Repair	3,740,685	1,654,719	44.2%
0516	Building Repair, Remodeling & Carpentry, N.O.C.	57,304,770	23,196,052	40.5%
0517	Factory Built Home Set-up by Contractor/Manufacturer	542,096	90,368	16.7%
0518	Non-Wood Frame Building Construction	41,143,114	27,753,343	67.5%
0519	Sheet Metal Siding, Gutter & Downspout Installation	5,624,167	2,683,987	47.7%
0521	Painting: Buildings - Interior Work	12,048,536	4,405,624	36.6%
0540	Wallboard Installation - Discounted Rate	9,687,329	7,324,592	75.6%
0541	Wallboard Taping - Discounted Rate	4,258,873	3,206,318	75.3%
0550	Wallboard Installation - Undiscounted Rate	10,753,032	2,426,578	22.6%
0551	Wallboard Taping - Undiscounted Rate	4,939,829	1,160,933	23.5%
0601	Electrical Wiring: Buildings & Structures	27,734,207	15,667,123	56.5%
0602	Elevator Installation, Service & Repair	2,209,495	558,846	25.3%
0603	Machinery Installation, Service & Repair	11,231,372	3,003,825	26.7%
0606	Vending Machine Installation, Service & Repair	2,569,426	460,231	17.9%
0607	Appliance Installation, Svc., Repair & Store Display Svs. Contractor	11,743,992	2,017,299	17.2%
0608	Telephone & Electrical Alarm System Installation	5,965,913	1,925,986	32.3%

FOOD PROCESSING AND MANUFACTURING		\$78,381,219	\$40,248,927	51.4%
2101	Grain, Feed & Flour Mills & Dealers	3,879,616	2,369,089	61.1%
2104	Fruit & Vegetable Packing - Fresh	22,025,441	15,842,849	71.9%
3304	Meat, Fish & Poultry Dealers - Wholesale	10,458,374	5,834,373	55.8%
3702	Breweries, Wineries & Beverage Bottling	5,991,022	1,961,338	32.7%
3902	Fruit/Vegetable Canneries/Food Product Mfg., N.O.C.	23,180,449	7,252,195	31.3%
3903	Sugar Refining	21,212	-	0.0%
3906	Bakeries & Confectionaries - Wholesale, N.O.C.	6,248,991	2,340,389	37.5%
4301	Meat Products Mfg./Slaughter & Packing Houses	4,759,550	4,010,809	84.3%

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4302	Custom Meat Cutting	657,511	17,470	2.7%
4304	Feed Lots & Stock Yards	1,159,053	620,415	53.5%

METAL AND MACHINERY MANUFACTURING		\$73,549,777	\$39,630,624	53.9%
1801	Lead Smelting, Rolling Mills & Metal Recovery	469,865	442,452	94.2%
1802	Aluminum Smelting	36,499	-	0.0%
3402	Machine Shops & Machinery Mfg., N.O.C.	21,602,016	10,237,732	47.4%
3403	Aircraft Manufacturing	873,456	62,112	7.1%
3404	Metal Goods Manufacturing, N.O.C. - Under 9 Gauge	13,054,417	8,052,659	61.7%
3405	Precision Machined Parts & Products, N.O.C	13,558,849	7,652,856	56.4%
3603	Electroplating & Detinning, N.O.C.	3,450,086	2,175,964	63.1%
3604	Galvanizing & Tinning, N.O.C.	268,092	262,216	97.8%
3605	Truck Manufacturing	-	-	0.0%
5101	Pipe Manufacturing - Iron or Steel	563,441	541,897	96.2%
5103	Foundries, N.O.C.	2,910,872	1,809,017	62.1%
5106	Blacksmithing & Forging Works	191,838	84,806	44.2%
5108	Cable & Wire Rope Manufacturing	351,463	12,254	3.5%
5109	Heavy Machinery Manufacturing	3,338,150	1,796,650	53.8%
5201	Electric Equipment Manufacturing	742,895	200,666	27.0%
5204	Railroad Car Manufacturing	1,461,172	93,571	6.4%
5208	Iron & Steel Works - Shop	6,260,518	3,635,901	58.1%
5209	Metal Goods Manufacturing, N.O.C. - 9 Gauge or More	4,416,148	2,569,871	58.2%

MISCELLANEOUS MANUFACTURING		\$53,755,325	\$28,301,356	52.6%
0901	Shipbuilding & Repair, N.O.C.	85,381	12,314	14.4%
2906	Pattern & Model Manufacturing; Wood Instrument Mfg.	1,932,169	971,394	50.3%
2908	Factory Built Housing; Campers/Trailers Mfg.	1,325,289	867,391	65.4%
3102	Rock Wool Insulation Manufacturing	11,043	-	0.0%
3103	Cement Manufacturing	182,786	157,836	86.4%
3104	Soapstone & Plasterboard Mfg; Wood preserving	3,237,069	1,677,975	51.8%
3105	Concrete Products Manufacturing	3,948,705	3,264,922	82.7%
3501	Brick & Clay Product Manufacturing, N.O.C.	141,059	6,617	4.7%
3503	Decorative Tile, Pottery, Glassware Manufacturing, N.O.C.	1,623,601	420,962	25.9%
3509	Statuary & Ornament Manufacturing	126,258	1,255	1.0%
3510	Plastic Products Manufacturing	10,439,494	7,291,723	69.8%
3511	Fiberglass Products Manufacturing, N.O.C.	2,472,608	1,213,717	49.1%
3512	Plastic - Cutting, Bending & Milling	3,379,131	2,223,657	65.8%
3513	Rubber Goods Manufacturing, N.O.C.	738,511	493,425	66.8%
3602	Electronic Products, Jewelry & Instrument Mfg, Dental Labs	3,644,220	1,183,661	32.5%
3701	Chemical Mixing & Manufacturing	6,945,406	2,276,310	32.8%
3708	Mattress, Textile, Felt, & Rope Manufacturing, N.O.C.	4,104,459	2,682,435	65.4%
3802	Garments/Handbag/Pack/Tent Manufacturing	2,740,461	762,156	27.8%
3808	Upholstery Work, N.O.C.	711,394	232,559	32.7%
4101	Printing Services & Book Binding	3,160,621	1,524,774	48.2%
6604	Optical Goods Manufacturing	203,306	88,912	43.7%
6908	Paper Products Manufacturing	2,602,354	947,361	36.4%

UTILITIES AND COMMUNICATIONS		\$14,754,767	\$4,172,617	28.3%
1301	Electric Light & Power Companies	4,492,733	1,914,750	42.6%
1303	Telephone Companies - All Other Employees, N.O.C.	1,516,081	86,940	5.7%
1304	Telephone Companies - Office & Admin. Staff	846,090	524,313	62.0%
1305	TV Cable Companies - All Other Employees, N.O.C.	1,250,511	-	0.0%

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Risk Class	*Examples of Businesses within the Class	Total Premium	Retro Premium	Market Share
1507	Waterworks Operations, Repair & Maintenance	4,140,772	1,302,167	31.4%
3408	Natural Gas Companies	500,046	53,504	10.7%
4103	Newspaper Publishing	637,218	214,392	33.6%
4501	Radio & Television - Field Employees	115,092	1,325	1.2%
4502	Radio & Television - All Other Employees	1,256,224	75,226	6.0%

TRANSPORTATION AND WAREHOUSING		\$216,020,155	\$57,910,326	26.8%
1101	Package Delivery Service	42,795,426	11,129,883	26.0%
1102	Trucking, N.O.C.	63,378,371	19,612,334	30.9%
1105	Septic Tank Pumping & Street Sweeping Services	4,705,009	2,144,092	45.6%
1109	Auto & Truck Towing Services	4,795,977	1,270,056	26.5%
1401	Taxi Cab Companies	213,837	-	0.0%
1404	Cabulance & Paratransit	2,784,963	141,982	5.1%
1405	Ambulance Services	4,109,289	497,304	12.1%
1407	Bus Companies	4,279,738	336,386	7.9%
2002	Freight Handling Services	9,316,257	1,950,359	20.9%
2007	Grain, Bean & Pea Elevators & Warehouses	1,754,357	1,401,983	79.9%
2008	Field Bonded Warehouses	4,688	-	0.0%
2102	Warehouses, N.O.C., Grocery Dist. & Recycle Centers	24,728,270	5,188,250	21.0%
2105	Beer, Wine, & Soft Drink Distributors	8,928,089	3,185,830	35.7%
4305	Solid Waste Collection Services/Landfill Operations	12,822,546	5,075,573	39.6%
4404	Cold Storage Warehouse	2,950,268	2,035,092	69.0%
6801	Scheduled Airlines - Flight Crew	5,692,080	35,294	0.6%
6802	Scheduled Airlines - Ground Crew	6,560,384	165,036	2.5%
6803	Non Scheduled Airlines - Flight Crew	1,302,300	32,259	2.5%
6804	Non Scheduled Airlines - Ground Crew	5,848,498	1,022,026	17.5%
6903	Aerial Fire Fighting, Spraying, Seeding & Crop Dusting	1,386,957	9,067	0.7%
6907	Moving & Storage Companies	7,662,851	2,677,520	34.9%

DEALERS AND WHOLESALEERS		\$74,635,957	\$28,705,759	38.5%
0604	Scrap Metal Dealers & Processors	2,577,686	1,533,733	59.5%
1103	Solid Fuel, Firewood, Composting, Topsoil & Pallet Dealers	3,659,518	797,164	21.8%
1104	Auto Wrecking	1,969,441	627,705	31.9%
1106	Rental Stores N.O.C.; Truck canopy sales	1,633,343	611,744	37.5%
1108	Glass Merchants	3,548,084	2,024,807	57.1%
2004	Iron & Steel Merchants	3,022,740	2,233,608	73.9%
2009	Lumber Yards & Building Material Dealers	11,569,323	5,556,129	48.0%
2106	Fertilizer Dealers	2,682,121	913,867	34.1%
3101	Ready-mix Concrete Dealers	2,845,974	1,968,106	69.2%
3309	Motorcycle Dealers	1,079,991	408,144	37.8%
3407	Gas, Oil, & Asphalt Dealers	8,189,370	3,251,821	39.7%
4401	Cold Storage Lockers	51,019	31,884	62.5%
4402	Ice Manufacturing & Dealers	258,344	49,378	19.1%
6405	Tire Sales & Service Centers	5,023,576	1,678,963	33.4%
6407	Wholesale Stores, N.O.C.	10,136,678	2,041,026	20.1%
6408	Farm Machinery Dealers	1,791,571	800,089	44.7%
6409	Machinery & Equipment Dealers & Repair N.O.C.	13,239,661	3,602,833	27.2%
6410	Janitorial Supply Dealers	301,274	4,636	1.5%
6603	Auction Sales	1,056,243	570,122	54.0%

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STORES		\$94,666,461	\$28,945,558	30.6%
3303	Meat, Fish & Poultry Dealers - Retail	957,731	41,573	4.3%
3410	Convenience Grocery Store - with Self Service Gas	7,045,315	820,820	11.7%
3901	Bakeries - Retail	2,319,514	865,212	37.3%
6304	Department & Antique Stores	103	-	0.0%
6305	Clothing & Shoe Stores	6,107,878	1,430,693	23.4%
6306	Furniture & Appliance Stores	11,457,195	4,270,595	37.3%
6308	Jewelry & Optical Goods Stores	696,224	77,950	11.2%
6309	Hardware, Auto Parts, Lawn & Garden Stores	16,600,531	6,244,337	37.6%
6402	Supermarkets	15,551,467	8,876,597	57.1%
6403	Convenience Grocery Stores - No Gas	11,133,020	1,577,016	14.2%
6404	Florists	1,533,361	240,810	15.7%
6406	Housewares, Drug, Sports, Hobby, Variety Stores	15,432,770	3,274,617	21.2%
6411	Book, Coin, Camera, Phone, Music Instr. Stores	2,103,226	184,780	
6504	Charitable & Welfare Stores	3,313,680	1,039,744	31.4%
6506	Photography Studios & Film Print Shops	414,446	814	0.2%

TEMPORARY HELP		\$42,943,385	\$13,274,141	30.9%
7104	Temp. Help - Administrative Staff	383,359	66,739	17.4%
7105	Temp. Help - Office Services	952,236	138,376	14.5%
7106	Temp. Help - Retail & Wholesale Store Services	397,574	34,590	8.7%
7107	Temp. Help - Food Services	503,756	106,727	21.2%
7108	Temp. Help - Warehousing Services	3,509,202	871,182	24.8%
7109	Temp. Help - Light Assembly Work	734,031	362,751	49.4%
7110	Temp. Help - Field Technical Services	787,731	61,652	7.8%
7111	Temp. Help - Health Care Services	4,926,594	510,475	10.4%
7112	Temp. Help - Agricultural Services	758,819	6,313	0.8%
7113	Temp. Help - Maintenance Services	1,459,395	374,014	25.6%
7114	Temp. Help - Assembly Work & Freight Handling	5,970,878	1,583,656	26.5%
7115	Temp. Help - Food Processing Services	3,385,465	890,705	26.3%
7116	Temp. Help - Flagging for Public Utility Construction	1,026,228	452,252	44.1%
7117	Temp. Help - Machine Operators & Skilled Craftsmen	5,270,852	2,272,457	43.1%
7118	Temp. Help - Flagging for Construction Services N.O.C.	8,390,213	4,299,322	51.2%
7119	Temp. Help - Vehicle Operations	1,779,719	219,891	12.4%
7120	Temp. Help - Hazardous Waste Services	233	155	66.5%
7121	Temp. Help - Logging & Aircraft Services	-	-	0.0%
7122	Temp. Help - Laborers for Manufacturing	2,707,100	1,022,884	37.8%

MISCELLANEOUS SERVICES		\$356,993,960	\$133,151,267	37.3%
2201	Laundry & Dry Cleaning Services	1,606,671	389,018	24.2%
2202	Carpet Cleaning	1,619,939	265,374	16.4%
2203	Laundries - Commercial N.O.C.	3,005,190	1,788,970	59.5%
2204	Laundries - Coin Operated	243,102	5,259	2.2%
3406	Gas Stations - Full Service, Car Washes & Detailers	5,138,301	611,820	11.9%
3409	Gas Stations - Self Service - No Groceries	71,614	221	0.3%
3411	Automobile Dealers, Rentals & Service Shops	41,532,707	22,830,570	55.0%
3412	Automobile Body Repair Centers	10,195,003	1,605,906	15.8%
3414	Boat Dealers, Marinas & Boat Houses	3,664,927	350,682	9.6%
3415	Factory Built Housing Dealers	599,869	77,987	13.0%
3905	Restaurants & Taverns	83,518,683	39,999,718	47.9%
3909	Catering Services	3,231,936	1,742,162	53.9%
4504	Movie & Live Theatres	1,813,988	158,821	8.8%

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4905	Motels & Hotels	25,836,638	12,101,155	46.8%
4910	Property & Building Management Services	39,194,166	8,371,266	21.4%
5207	Bowling Centers & Skating Rinks	847,440	406,027	47.9%
5308	Community Action Organizations	1,952,837	894,018	45.8%
6201	Mortuaries	878,357	70,123	8.0%
6202	Cemeteries	776,385	171,997	22.2%
6203	YMCA, YWCA, Boys & Girls Clubs	1,969,718	1,412,032	71.7%
6204	Health Clubs, Gyms, Exercise Facilities & Baths N.O.C.	3,875,224	143,341	3.7%
6205	Clubs N.O.C.	2,766,713	1,122,591	40.6%
6206	Golf Courses N.O.C.	1,579,573	708,104	44.8%
6207	Carnivals & Circuses - Traveling	585,237	-	0.0%
6208	Amusement Parks, Race Tracks & Fairs	1,835,795	417,202	22.7%
6209	Campgrounds & Public Swimming Pools	2,702,283	552,888	20.5%
6509	Boarding Homes & Retirement Centers	33,698,929	19,368,502	57.5%
6510	Domestic Servants	1,927,948	8,096	0.4%
6511	Chore Services	21,691,953	6,387,034	29.4%
6512	Home Care Services/Home Care Referral Registry (HCRR)	10,897,366	-	0.0%
6602	Janitorial Services & Pest Control	32,035,426	6,013,315	18.8%
6607	Card Rooms, Bingo Parlors & Recreational Centers	2,432,452	1,659,287	68.2%
6704	Parking Lot Operations	867,763	98,345	11.3%
6705	Ski Facilities & Outdoor Recreation Guides	2,716,878	206,644	7.6%
6706	Sports Teams - Operations and Facilities	596,697	21,999	3.7%
6707	Contact Sports, N.O.C.	244,499	27,682	11.3%
6708	Auto & Boat Racing - Per Race	1,939	-	0.0%
6709	Sheltered Workshops	3,875,216	2,535,555	65.4%
6809	Baseball, Basketball & Soccer Teams	599,318	-	0.0%
7203	Community Service Workers	96,078	17,323	18.0%
7204	Preferred Workers	-	-	0.0%
7308	Pet Grooming/Boarding Services/Animal Shelters	4,072,027	456,782	11.2%
7309	Work Activity Centers	197,175	153,451	77.8%

HEALTH CARE		\$77,003,915	\$28,025,807	36.4%
6105	Hospitals, N.O.C.	3,051,870	394,427	21.8%
6108	Nursing & Convalescent Homes	24,366,635	20,529,449	86.0%
6109	Physicians & Medical Clinics	38,323,089	4,284,830	13.0%
6110	Home Health Services & Nursing Care, N.O.C.	7,952,519	2,354,169	25.0%
6120	Acute Care Hospitals with Safe Patient Handling	2,718,568	462,932	6.3%
6121	Acute Care Hospitals without Safe Patient Handling	591,234	-	0.0%

MISC. PROFESSIONAL AND CLERICAL		\$101,040,683	\$18,816,558	18.6%
1006	Land Surveying Services, N.O.C.	846,551	72,955	8.1%
1007	Environmental Surveyors, Grading Bureaus, Foresters	3,485,863	305,306	11.5%
4107	Business Machines - Installation, Service & Repair	4,212,023	313,225	12.2%
4108	Mailing Services	501,712	37,885	10.5%
4109	Sign Painting - In Shop & Buildings	339,206	46,122	18.2%
4901	Consulting Engineer, Architectural Services, Geologists N.O.C.	3,676,318	324,531	9.7%
4903	Insurance & Building Inspection Services	468,143	22,754	5.1%
4904	Clerical Office, N.O.C.	18,697,152	5,598,229	34.2%
5301	Accounting, Law & Service Companies	11,824,038	618,404	6.2%
5302	Software Design & Engineering & Internet Service Providers	3,932,573	99,985	14.2%
6107	Veterinary Services	4,762,319	56,410	1.4%
6301	Sales Personnel - Vehicles & Boats	5,073,245	3,466,277	65.9%
6303	Sales Personnel - Outside, N.O.C.	14,625,280	2,566,471	20.9%

Retro Employers Calendar Year 2018

Market share based on Accident, Medical Aid, and Stay at Work premiums

Risk Class	*Examples of Businesses within the Class	Total Premium	Retro Premium	Market Share
6501	Barber, Beauty, Tattoo, Piercing, Tanning Shops	5,273,411	912,149	22.9%
6502	Banks & Financial Institutions	5,384,497	1,189,098	18.7%
6503	Labor Unions	533,296	-	6.8%
6601	Security Guard Agencies & Armored Car Services	7,999,890	1,397,591	20.6%
6605	Actors, Entertainers & Musicians, N.O.C.	521,555	34,340	10.5%
6608	Motion Picture Production	385,150	-	0.0%
6620	Entertainers & Dancers	27,738	11,521	0.0%
6909	Medical & Testing Labs/Blood Banks	5,523,418	1,289,007	24.5%
7100	Exempt limited liability members N.O.C.	14,975	3,856	29.0%
7101	Corporate Officers, N.O.C.	180,122	77,927	45.6%
7202	Real Estate Agencies	2,752,208	372,515	15.5%

GOVERNMENT AND SCHOOLS		\$250,998,635	\$33,162,956	13.2%
0803	Cities & Towns - All Other Employees, N.O.C.	11,909,916	6,854,507	57.6%
1501	County & Tribal Councils - All Other Employees, N.O.C.	21,621,306	5,024,536	23.2%
4201	Port Districts	2,381,414	-	0.0%
4902	State Government - Office & Administrative Employees	10,055,100	1,574,403	15.7%
4906	Colleges & Universities	32,034,620	2,537,624	7.9%
4907	Inmates - Prison Industries	621,685	5,878	0.9%
4908	Inmates - Adult Camps	101,018	11,500	11.4%
4909	Inmates - Juvenile Camps	2,627	-	0.0%
5300	State Government - Administrative Field Staff	5,483,195	690,348	12.6%
5305	Cities - Office & Administrative Employees	1,210,247	607,649	50.2%
5306	Counties - Office & Administrative Employees	2,353,002	438,164	18.6%
5307	State Government - All Other Employees, N.O.C.	26,824,016	2,505,004	9.3%
6103	Schools, Churches & Day Care - Prof./Clerical Staff	22,263,693	1,914,220	8.6%
6104	Schools, Churches & Day Care - All Other Staff	12,865,213	1,515,773	11.8%
6505	Welfare Special Works Programs	483,614	42,652	8.8%
6901	Volunteers, Student Volunteers, Unpaid Students	389,664	79,684	20.4%
6904	County & City Fire fighters - Salaried	25,032,510	3,157,114	12.6%
6905	County & City Law Enforcement Officers	11,544,204	5,659,750	49.0%
6906	Volunteer Law Enforcement Officers	31,953	16,097	50.4%
7103	State Government - Law Enforcement Officers	21,054,615	521,374	2.5%
7200	State Acute Health Care Facilities w/Safe Patient Handling	17,925,263	-	0.0%
7201	State Patient & Health Care Personnel, N.O.C.	24,809,760	6,679	0.0%