

Retrospective Rating Program  
Refund/Assessment Summary  
Enrollment Beginning:  
07-01-2016  
First Evaluation

PAF: 1.0988

| Association Name   | Standard Premium     | Developed Losses     | Standard Loss Ratio | Plan | Hazard Group | Size Group | Single Loss Limit | Max Loss Ratio | Min Loss Ratio | Net Insurance Charge% | Policy Admin Expense | Incurred Loss & Expense | Net Insurance Charge | Retrospective        |                      |                | Max Risk% | Max Refund% |
|--|----------------------|----------------------|---------------------|------|--------------|------------|-------------------|----------------|----------------|-----------------------|----------------------|-------------------------|----------------------|----------------------|----------------------|----------------|-----------|-------------|
|  |                      |                      |                     |      |              |            |                   |                |                |                       |                      |                         |                      | Premium Indicated    | Cumulative Refund    | Ratio Refunded |           |             |
| Subtotal – 36 Firms with Refunds                           | 23,860,597           | 10,056,668           | 42%                 |      |              |            |                   |                |                |                       | 1,145,308            | 11,487,086              | 3,820,491            | 16,452,885           | 7,407,712            | 31%            |           |             |
| Subtotal – 25 Firms with Assessments                       | 17,510,266           | 21,028,178           | 120%                |      |              |            |                   |                |                |                       | 840,493              | 14,965,450              | 4,836,617            | 20,642,560           | (3,132,294)          | -18%           |           |             |
| Subtotal – 61 Individual Firms                             | 41,370,863           | 31,084,846           | 75%                 |      |              |            |                   |                |                |                       | 1,985,801            | 26,452,536              | 8,657,108            | 37,095,445           | 4,275,418            | 10%            |           |             |
| <b>Average Firm Size</b>                                   | <b>\$678,211</b>     |                      |                     |      |              |            |                   |                |                |                       |                      |                         |                      |                      |                      |                |           |             |
| ARCHBRIGHT   | 48,940,344           | 42,043,481           | 86%                 | L    | 5            | 74         | 1M                | 147.0%         | 52.0%          | 0.0%                  | 2,349,137            | 44,986,525              | 7,198                | 47,342,860           | 1,597,484            | 3%             | 62.1%     | 39.6%       |
| ASSOCIATED BUILDERS & CONTRACTORS OF WESTERN WA            | 25,156,160           | 8,652,477            | 34%                 | L    | 8            | 73         | 120K              | 72.3%          | 28.0%          | 75.0%                 | 1,207,496            | 9,258,150               | 6,938,983            | 17,404,629           | 7,751,531            | 31%            | 40.0%     | 42.8%       |
| ASSOCIATED BUILDERS & CONTRACTORS – INLAND PACIFIC CHAPTER | 5,491,945            | 4,185,933            | 76%                 | L    | 8            | 71         | 500k              | 97.0%          | 10.0%          | 20.2%                 | 263,613              | 4,478,948               | 903,758              | 5,646,319            | (154,374)            | -3%            | 29.5%     | 82.3%       |
| ASSOCIATED GENERAL CONTRACTORS                             | 68,301,810           | 31,540,916           | 46%                 | L    | 8            | 74         | 500k              | 160.0%         | 20.0%          | 6.8%                  | 3,278,487            | 33,748,780              | 2,284,522            | 39,311,789           | 28,990,021           | 42%            | 87.6%     | 72.4%       |
| BUILDING INDUSTRY ASSOCIATION OF WA                        | 85,632,131           | 42,840,102           | 50%                 | L    | 8            | 74         | 500k              | 160.0%         | 0.0%           | 6.8%                  | 4,110,342            | 45,838,909              | 3,108,153            | 53,057,404           | 32,574,727           | 38%            | 87.6%     | 95.2%       |
| GREATER VANCOUVER CHAMBER OF COMMERCE                      | 2,442,407            | 1,289,211            | 53%                 | L    | 5            | 68         | 500k              | 80.0%          | 40.0%          | 29.0%                 | 117,236              | 1,379,456               | 400,028              | 1,896,720            | 545,687              | 22%            | 15.2%     | 40.0%       |
| LEADINGAGE WA  | 9,419,873            | 5,469,235            | 58%                 | L    | 2            | 72         | 500k              | 95.0%          | 0.0%           | 14.4%                 | 452,154              | 5,852,081               | 844,812              | 7,149,047            | 2,270,826            | 24%            | 21.1%     | 95.2%       |
| LIFE SCIENCE WA  | 2,579,178            | 754,695              | 29%                 | L    | 4            | 68         | 500k              | 103.0%         | 35.0%          | 13.7%                 | 123,801              | 965,902                 | 131,867              | 1,221,570            | 1,357,608            | 53%            | 30.0%     | 52.6%       |
| MASTER BUILDERS ASSOCIATION – GRIP                         | 56,352,226           | 29,998,630           | 53%                 | L    | 8            | 74         | 500k              | 142.0%         | 45.0%          | 6.4%                  | 2,704,907            | 32,098,534              | 2,063,390            | 36,866,831           | 19,485,395           | 35%            | 66.5%     | 44.0%       |
| NORTHWEST DISTRICT COUNCIL OF ASSEMBLIES OF GOD            | 1,177,419            | 296,551              | 25%                 | L    | 2            | 63         | 250K              | 74.0%          | 0.0%           | 43.4%                 | 56,516               | 317,310                 | 137,667              | 511,493              | 665,926              | 57%            | 18.3%     | 95.2%       |
| PITB   | 29,794,070           | 22,926,451           | 77%                 | L    | 7            | 73         | 500k              | 135.0%         | 50.0%          | 4.6%                  | 1,430,115            | 24,531,303              | 1,131,752            | 27,093,170           | 2,700,900            | 9%             | 55.9%     | 39.2%       |
| SMART – A TEAM   | 48,120,438           | 27,067,264           | 56%                 | L    | 8            | 74         | 500k              | 135.0%         | 0.0%           | 8.3%                  | 2,309,781            | 28,961,972              | 2,411,026            | 33,682,779           | 14,437,659           | 30%            | 61.3%     | 95.2%       |
| SMART – DREAM TEAM   | 36,663,167           | 20,776,505           | 57%                 | L    | 8            | 74         | 1M                | 140.0%         | 0.0%           | 2.9%                  | 1,759,832            | 22,230,860              | 649,808              | 24,640,500           | 12,022,667           | 33%            | 59.0%     | 95.2%       |
| SOUTHWEST WA CONTRACTORS ASSOCIATION                       | 2,420,955            | 1,124,140            | 46%                 | L    | 8            | 68         | 120K              | 43.8%          | 0.0%           | 132.1%                | 116,206              | 1,134,605               | 1,499,258            | 2,750,069            | (92,114)             | -14%           | 13.6%     | 95.2%       |
| STATE OF WA DEPARTMENT OF ENTERPRISE SERVICES              | 2,646,238            | 2,584,039            | 98%                 | L    | 3            | 68         | 500k              | 85.6%          | 40.0%          | 23.2%                 | 127,019              | 2,423,742               | 563,266              | 3,114,027            | (467,789)            | -18%           | 17.7%     | 42.5%       |
| TRI CITY CONSTRUCTION COUNCIL                              | 6,209,592            | 6,646,667            | 107%                | L    | 7            | 71         | 1M                | 160.0%         | 35.0%          | 1.0%                  | 298,060              | 7,111,934               | 72,563               | 7,482,557            | (1,272,965)          | -20%           | 77.7%     | 57.4%       |
| VIGILANT   | 29,669,961           | 20,615,157           | 69%                 | L    | 5            | 73         | 1M                | 136.0%         | 57.0%          | 0.1%                  | 1,424,158            | 22,058,218              | 13,456               | 23,495,832           | 6,174,129            | 21%            | 50.4%     | 34.2%       |
| WA ASSOCIATION OF SEWER & WATER DISTRICTS                  | 1,108,017            | 638,993              | 58%                 | L    | 5            | 63         | 250K              | 48.2%          | 0.0%           | 101.2%                | 53,185               | 571,449                 | 578,357              | 1,202,991            | (94,974)             | -9%            | 8.6%      | 95.2%       |
| WA HEALTH CARE ASSOCIATION                                 | 31,316,403           | 20,815,554           | 66%                 | L    | 2            | 73         | 1M                | 130.0%         | 30.0%          | 2.7%                  | 1,503,187            | 22,272,643              | 606,284              | 24,382,114           | 6,934,289            | 22%            | 47.7%     | 62.2%       |
| WA MANUFACTURERS COUNCIL                                   | 12,020,180           | 7,464,803            | 62%                 | L    | 4            | 72         | 500k              | 160.0%         | 0.0%           | 2.4%                  | 576,969              | 7,987,339               | 193,893              | 8,758,201            | 3,261,979            | 27%            | 80.2%     | 95.2%       |
| WA RETAIL ASSOCIATION                                      | 12,664,182           | 11,283,962           | 89%                 | L    | 4            | 72         | 500k              | 160.0%         | 30.0%          | 2.3%                  | 607,881              | 12,073,839              | 281,707              | 12,963,427           | (299,245)            | -2%            | 80.0%     | 62.4%       |
| WA RETAIL ASSOCIATION – AUTOMOTIVE                         | 4,622,782            | 3,281,155            | 71%                 | L    | 5            | 70         | 500k              | 160.0%         | 30.0%          | 3.0%                  | 221,894              | 3,510,836               | 105,599              | 3,838,329            | 784,453              | 17%            | 81.1%     | 62.1%       |
| WA TRUCKING ASSOCIATIONS                                   | 5,911,018            | 3,905,558            | 66%                 | L    | 8            | 71         | 500k              | 76.0%          | 50.0%          | 31.8%                 | 283,729              | 4,178,947               | 1,329,816            | 5,792,492            | 118,526              | 2%             | 12.0%     | 24.7%       |
| WA FOOD INDUSTRY ASSOCIATION                               | 18,678,291           | 11,984,705           | 64%                 | L    | 3            | 73         | 1M                | 150.0%         | 32.5%          | 1.0%                  | 896,558              | 12,823,634              | 124,299              | 13,844,491           | 4,833,800            | 26%            | 66.9%     | 60.1%       |
| WA STATE FARM BUREAU                                       | 53,839,505           | 36,938,195           | 69%                 | L    | 4            | 74         | 120K              | 79.8%          | 56.0%          | 34.7%                 | 2,584,296            | 39,523,869              | 13,698,341           | 55,806,506           | (1,967,001)          | -4%            | 19.8%     | 14.5%       |
| <b>Subtotal – Associations</b>                             | <b>\$601,178,292</b> | <b>\$365,124,379</b> | <b>61%</b>          |      |              |            |                   |                |                |                       | <b>\$28,856,559</b>  | <b>\$390,319,785</b>    | <b>\$40,079,803</b>  | <b>\$459,256,147</b> | <b>\$141,922,145</b> | <b>24%</b>     |           |             |
| <b>Total Enrollment</b>                                    | <b>\$642,549,155</b> | <b>\$396,209,225</b> | <b>62%</b>          |      |              |            |                   |                |                |                       | <b>\$30,842,360</b>  | <b>\$416,772,321</b>    | <b>\$48,736,911</b>  | <b>\$496,351,592</b> | <b>\$146,197,563</b> | <b>23%</b>     |           |             |

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 |
| 29 Firms with Refunds      | 23,105,030        | 9,760,041         | 42%                 | 1,109,041            | 11,169,694              | 3,488,064            | 15,766,799        | 7,338,231         | 32%            |
| 13 Firms with Assessments  | 9,550,868         | 10,861,238        | 114%                | 458,442              | 9,104,231               | 2,278,803            | 11,841,476        | -2,290,608        | -24%           |
| <b>Subtotal – 42</b>       | <b>32,655,898</b> | <b>20,621,279</b> | <b>63%</b>          | <b>1,567,483</b>     | <b>20,273,925</b>       | <b>5,766,867</b>     | <b>27,608,275</b> | <b>5,047,623</b>  | <b>15%</b>     |
| <b>Average Firm Size</b>   | <b>\$777,521</b>  |                   |                     |                      |                         |                      |                   |                   |                |
| <b>Premium Based Plans</b> |                   |                   |                     |                      |                         |                      |                   |                   |                |
| 7 Firms with Refunds       | 755,567           | 296,627           | 39%                 | 36,267               | 317,392                 | 332,427              | 686,086           | 69,481            | 9%             |
| 12 Firms with Assessments  | 7,959,398         | 10,166,940        | 128%                | 382,051              | 5,861,219               | 2,557,814            | 8,801,084         | (841,686)         | -11%           |
| <b>Subtotal – 19</b>       | <b>8,714,965</b>  | <b>10,463,567</b> | <b>120%</b>         | <b>418,318</b>       | <b>6,178,611</b>        | <b>2,890,241</b>     | <b>9,487,170</b>  | <b>(772,205)</b>  | <b>-9%</b>     |
| <b>Average Firm Size</b>   | <b>\$458,682</b>  |                   |                     |                      |                         |                      |                   |                   |                |

Created: 05-17-2018

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.