Retrospective Rating Program Refund/Assessment Summary Enrollment Beginning: 01-01-2018

PAF: 1.0480

								1-2010										
		First Evaluation Standard Piece Standard New York Standard New Yor								Net				Retrospective				
	Standard	Developed	Loss		Hazard	Size	Single Loce	Max Loss	Min Loss	Insurance	Policy Admin	Incurred Loss	Not Incurance	Premium	Cumulative	Ratio	Max	Max
Association Name	Premium	Losses	Ratio	Plan	Group	Group	Limit	Ratio	Ratio	Charge%	Expense	& Expense	Charge	Indicated	Refund	Refunded		Refund%
Subtotal – 15 Firms with Refunds	4,740,489	1,972,438	42%								203,842	2,250,560	544,658	2,999,060	1,741,429	37%		
Subtotal – 5 Firms with Assessments	1,163,109	1,850,649	159%								50,014	830,619	568,265	1,448,898	(285,789)	-25%		
Subtotal – 20 Individual Firms	5,903,598	3,823,087	65%								253,856	3,081,179	1,112,923	4,447,958	1,455,640	25%		
Average Firm Size	295,180																	
ARCHBRIGHT – WRPS	2,917,132	1,898,506	65%	L	3	69	0	110.0%	50.0%	5.3%	125,437	2,069,372	108,915	2,303,724	613,408	21%	28.2%	39.4%
ASSOCIATION OF WA BUSINESS - MANUFACTURING	12,459,591	5,735,291	46%	L	5	72	0	98.7%	0.0%	4.4%	535,762	6,251,467	275,790	7,063,019	5,396,572	43%	14.6%	95.7%
AWC RETRO (ASSOCIATION OF WA CITIES)	18,947,700	15,953,916	84%	L	4	73	0	90.0%	0.0%	11.9%	814,751	17,389,768	2,066,235	20,270,754	(1,323,054)	-7%	12.0%	95.7%
PITB – DISTILLATION CHEMICALS FOOD	11,823,732	10,483,576	89%	L	3	72	0	90.0%	5.0%	6.4%	508,420	11,427,098	730,683	12,666,201	(842,469)	-7%	6.8%	90.0%
PITB - MANUFACTURING & PROCESSING	16,920,072	12,207,404	72%	L	4	73	0	90.0%	5.0%	4.4%	727,563	13,306,070	592,067	14,625,700	2,294,372	14%	4.9%	90.1%
SMART – ADVANTAGE	11,332,539	6,532,423	58%	L	4	72	0	92.0%	0.0%	6.2%	487,299	7,120,341	441,782	8,049,422	3,283,117	29%	8.8%	95.7%
WA STATE AUTO DEALERS ASSOCIATION	24,820,703	16,974,888	68%	L	6	73	0	104.4%	0.0%	1.6%	1,067,290	18,502,628	302,240	19,872,158	4,948,545	20%	17.8%	95.7%
WA STATE McDONALDS OPERATORS ASSOCIATION	4,093,564	2,445,518	60%	L	1	70	500k	111.3%	0.0%	3.6%	176,023	2,665,615	96,426	2,938,064	1,155,500	28%	27.7%	95.7%
WA TRUCKING ASSOCIATIONS	2,305,134	577,263	25%	L	8	68	500k	73.4%	0.0%	41.4%	99,121	629,217	260,435	988,773	1,316,361	57%	15.3%	95.7%
WA HOSPITALITY ASSOCIATION	55,455,897	39,454,039	71%	L	2	74	0	100.8%	0.0%	0.8%	2,384,604	43,004,903	328,643	45,718,150	9,737,747	18%	13.0%	95.7%
Subtotal – Associations	\$161,076,064	\$112,262,824	70%								\$6,926,270	\$122,366,479	\$5,203,216	\$134,495,965	\$26,580,099	17%		
Total Enrollment	\$166,979,662	\$116,085,911	70%								\$7,180,126	\$125,447,658	\$6,316,139	\$138,943,923	\$28,035,739	17%		
						Ind	ividual Firms	s – Detail by	Plan									
			Standard											Retrospective				
	Standard	Developed	Loss								•	Incurred Loss		Premium	Cumulative	Ratio		
	Premium	Losses	Ratio								Expense	& Expense	Charge	Indicated	Refund	Refunded		
Loss Based Plans																		
10 Firms with Refunds	3,752,504	1,452,538	39%								161,358	1,677,190	233,481	2,072,029	1,680,475			
3 Firms with Assessments	460,535	1,083,005	235%								19,803	263,020	346,852	629,675	(169,140)	-37%		
Subtotal – 13	4,213,039	2,535,543	60%								181,161	1,940,210	580,333	2,701,704	1,511,335	36%		
Average Firm Size	\$324,080																	
Premium Based Plans																		
5 Firms with Refunds	987,985	519,900	53%								42,484	573,370	311,177	927,031	60,954	6%		
2 Firms with Assessments	702,574	767,644	109%								30,211	567,599	221,413	819,223	(116,649)	-17%		
Subtotal – 7	1,690,559	1,287,544	76%								72,695	1,140,969	532,590	1,746,254	(55,695)	-3%		
Average Firm Size	\$241,508																	

Created: 11-13-2019

Note: The information in this report is considered a "snapshot" of how these retro particpants are performing at a specific point in time.

The values shown are subject to change and should only be referred to as an approximation.

2019-11-13 1 of 3

Subtotal – 11

Average Firm Size

2,250,956

\$204,632

3,543,383 157%

Retrospective Rating Program Refund/Assessment Summary **Enrollment Beginning:** 01-01-2017

Second Evaluation

PAF: 1.0446

							Second E	valuation											
	Standard									Net				Retrospective					
	Standard	Developed	Loss		Hazard	Size	Single Loss	Max Loss	Min Loss	Insurance	Policy Admin			Premium	Cumulative	Ratio	Max	Max	
Association Name	Premium	Losses	Ratio	Plan	Group	Group	Limit	Ratio	Ratio	Charge%	Expense	& Expense	Charge	Indicated	Refund	Refunded	Risk%	Refund%	
Subtotal – 18 Firms with Refunds	4,176,688	1,806,283	43%								200,482		502,250	2,730,689	1,445,999				
Subtotal – 9 Firms with Assessments	2,207,432	3,742,868	170%								105,957	1,726,175	864,339	2,696,471	(489,039)	-22%			
Subtotal – 27 Individual Firms	6,384,120	5,549,151	87%								306,439	3,754,132	1,366,589	5,427,160	956,960	15%			
Average Firm Size	\$236,449																		
ASSOCIATION OF WA BUSINESS - MANUFACTURING	14,081,772	8,629,819	61%	L	5	73	500k	125.0%	60.0%	2.4%	675,925	9,233,906	221,254	10,131,085	3,950,687	28%	41.8%	29.5%	
AWC RETRO (ASSOCIATION OF WA CITIES)	18,410,071	12,086,194	66%	L	4	73	120K	100.0%	60.0%	26.0%	883,683	12,932,228	3,365,470	17,181,381	1,228,690	7%	39.6%	14.3%	
PITB – DISTILLATION CHEMICALS FOOD	11,412,070	8,825,966	77%	L	3	72	500k	127.5%	45.0%	3.6%	547,779	9,443,784	338,465	10,330,028	1,082,042	9%	46.1%	45.3%	
PITB – MANUFACTURING & PROCESSING	18,807,589	14,354,820	76%	L	4	73	500k	127.5%	45.0%	3.9%	902,764	15,359,657	601,745	16,864,166	1,943,423	10%	46.6%	45.2%	
SMART – ADVANTAGE	13,957,250	9,223,862	66%	L	4	73	500k	130.0%	45.0%	3.5%	669,948	9,869,532	349,490	10,888,970	3,068,280	22%	48.8%	45.3%	
WA STATE AUTO DEALERS ASSOCIATION	24,233,072	17,295,788	71%	L	6	73	1M	160.0%	45.0%	0.1%	1,163,187	18,506,493	22,226	19,691,906	4,541,166	19%	76.2%	47.0%	
WA STATE McDONALDS OPERATORS ASSOCIATION	3,764,610	2,910,409	77%	L	1	70	1M	160.0%	0.0%	1.0%	180,701	3,114,138	32,091	3,326,930	437,680	12%	77.8%	95.2%	
WA HOSPITALITY ASSOCIATION	56,626,267	40,803,403	72%	L	2	74	500k	121.1%	40.5%	4.3%	2,718,061	43,659,641	1,895,745	48,273,447	8,352,820	15%	40.0%	50.0%	
Subtotal – Associations	\$161,292,701	\$114,130,261	71%								\$7,742,048	\$122,119,379	\$6,826,486	\$136,687,913	\$24,604,788	15%			
Total Enrollment	\$167,676,821	\$119,679,412	71%								\$8,048,487	\$125,873,511	\$8,193,075	\$142,115,073	\$25,561,748	15%			
			Standard			Ind	lividual Firms	– Detail by	Plan					Retrospective					
	Standard	Developed	Loss								Policy Admin	Incurred Loss	Net Insurance	Premium	Cumulative	Ratio			
	Premium	Losses	Ratio								Expense	& Expense	Charge	Indicated	Refund	Refunded			
Loss Based Plans																			
14 Firms with Refunds	3,839,478	1,666,613	43%								184,296	1,876,848	352,712	2,413,856	1,425,622	37%			
2 Firms with Assessments	293,686	339,155	115%								14,097	178,045	181,214	373,356	(79,670)	-27%			
Subtotal – 16	4,133,164	2,005,768	49%								198,393	2,054,893	533,926	2,787,212	1,345,952	33%			
Average Firm Size	\$258,323																		
Premium Based Plans																			
4 Firms with Refunds	337,210	139,670	41%								16,186	151,109	149,538	316,833	20,377	6%			
7 Firms with Assessments	1,913,746	3,403,713	178%								91,860	1,548,130	683,125	2,323,115	(409,369)	-21%			
	0.050.056	0 5 40 000	4 = = 0.7																

108,046

1,699,239

832,663

2,639,948

(388,992) -17%

Created: 11-13-2019

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.

2019-11-13 2 of 3 4 Firms with Assessments

6 Firms with Assessments

Subtotal - 15

Subtotal - 14

Average Firm Size

Average Firm Size

Premium Based Plans 8 Firms with Refunds 285,548

4,664,052

\$310,937

1,231,368

2,241,091

3,472,459

\$248,033

151,281

1,176,807

301,620

1,715,485

2,017,105

53%

25%

24%

77%

58%

Retrospective Rating Program Refund/Assessment Summary **Enrollment Beginning:** 01-01-2016

Third Evaluation

PAF: 0.9733

		Standard								Net								
	Standard	Developed	Loss		Hazard	Size	Single Loss	Max Loss	Min Loss	Insurance	Policy Admin	Incurred Loss	Net Insurance	Premium	Cumulative	Ratio	Max	Max
Association Name	Premium	Losses	Ratio	Plan	Group	Group	Limit	Ratio	Ratio	Charge%	Expense	& Expense	Charge	Indicated	Refund	Refunded	Risk%	Refund%
Subtotal – 19 Firms with Refunds	5,609,872	1,327,146	24%								269,276	1,830,948	1,040,401	3,140,625	2,469,247	44%		
Subtotal – 10 Firms with Assessments	2,526,639	1,866,766	74%								121,278	1,598,543	1,216,472	2,936,293	(409,654)	-16%		
Subtotal – 29 Individual Firms	8,136,511	3,193,912	39%								390,554	3,429,491	2,256,873	6,076,918	2,059,593	25%		
Average Firm Size	\$280,569																	
ASSOCIATION OF WA BUSINESS - MANUFACTURING	15,101,077	10,971,249	73%	L	5	73	500k	120.0%	60.0%	3.1%	724,852	11,739,236	366,816	12,830,904	2,270,173	15%	37.2%	29.0%
AWC RETRO (ASSOCIATION OF WA CITIES)	18,647,217	11,560,604	62%	L	4	73	120K	100.0%	60.0%	26.0%	895,066	12,369,846	3,219,116	16,484,028	2,163,189	12%	39.6%	14.3%
PITB – DISTILLATION CHEMICALS FOOD	9,491,236	8,549,110	90%	L	3	72	500k	127.5%	40.0%	4.0%	455,579	9,147,548	370,238	9,973,365	(482,129)	-5%	46.7%	50.7%
PITB – MANUFACTURING & PROCESSING	21,980,930	18,351,028	83%	L	4	73	500k	127.5%	40.0%	4.3%	1,055,085	19,635,600	852,303	21,542,988	437,942	2%	47.1%	50.5%
SMART – ADVANTAGE	19,300,766	22,585,280	117%	L	4	73	500k	130.0%	30.0%	4.2%	926,437	24,166,250	1,022,667	26,115,354	(6,814,588)	-35%	49.8%	61.7%
WA STATE AUTO DEALERS ASSOCIATION	22,678,602	16,257,106	72%	L	6	73	500k	74.5%	0.0%	32.1%	1,088,573	17,395,103	5,585,811	24,069,487	(1,390,885)	-6%	10.0%	95.2%
WA STATE McDONALDS OPERATORS ASSOCIATION	3,684,687	1,536,454	42%	L	1	70	1M	160.0%	0.0%	1.0%	176,865	1,644,006	16,941	1,837,812	1,846,875	50%	77.8%	95.2%
WA HOSPITALITY ASSOCIATION	55,003,912	35,899,112	65%	L	2	74	500k	121.1%	40.5%	4.3%	2,640,188	38,412,050	1,667,890	42,720,128	12,283,784	22%	40.0%	50.0%
Subtotal – Associations	\$165,888,427	\$125,709,943	76%								\$7,962,645	\$134,509,639	\$13,101,782	\$155,574,066	\$10,314,361	. 6%		
Total Enrollment	\$174,024,938	\$128,903,855	74%								\$8,353,199	\$137,939,130	\$15,358,655	\$161,650,984	\$12,373,954	7%		
						Ind	lividual Firms	– Detail by	Plan									
			Standard	i										Retrospective				
	Standard	Developed	Loss								Policy Admin	Incurred Loss	Net Insurance	Premium	Cumulative	Ratio		
	Premium	Losses	Ratio								Expense	& Expense	Charge	Indicated	Refund	Refunded		
Loss Based Plans																		
11 Firms with Refunds	4,378,504	1,025,526	23%								210,169	1,507,026	512,071	2,229,266	2,149,238	49%		

13,706

223,875

59,107

107,572

166,679

107,087

1,614,113

323,922

1,491,456

1,815,378

319,577

831,648

528,330

896,895

1,425,225

440,370

2,669,636

911,359

2,495,923

3,407,282

(154,822)

1,994,416

320,009

65,177

-54%

43%

26% (254,832) -11%

Created: 11-13-2019

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.

2019-11-13 3 of 3