

RETRO QUARTERLY REPORT 12/21/2018 (updated)
GROUPS – SUMMARY RESULTS

Organization Name	Projected results as of 12-21-2018 quarterly report						
	Coverage Year	Standard Premium	Retro Premium	Refund / (Assessment)		Developed Losses	Loss Ratio
				\$	%		
Association of WA Business – Manufacturing	01-01-2016	\$15,101,077	\$12,814,354	\$2,286,723	15%	\$10,956,250	73%
Association of WA Business – Manufacturing	01-01-2017	\$14,081,772	\$10,829,043	\$3,252,729	23%	\$9,266,852	66%
AWC Retro (Association of WA Cities)	01-01-2016	\$18,647,217	\$17,254,804	\$1,392,413	7%	\$12,132,203	65%
AWC Retro (Association of WA Cities)	01-01-2017	\$18,410,071	\$19,009,844	(\$599,773)	-3%	\$13,442,163	73%
PITB Elite (Distillation, Chemicals, Food)	01-01-2016	\$9,491,236	\$9,449,823	\$41,413	0%	\$8,078,852	85%
PITB Elite (Distillation, Chemicals, Food)	01-01-2017	\$11,412,070	\$9,840,059	\$1,572,011	14%	\$8,383,895	73%
PITB Services Inc (Manufacturing, Processing)	01-01-2016	\$21,980,930	\$21,795,129	\$185,801	1%	\$18,576,871	85%
PITB Services Inc (Manufacturing, Processing)	01-01-2017	\$18,794,599	\$18,364,026	\$430,573	2%	\$15,704,272	84%
SMART – Advantage	01-01-2016	\$19,300,766	\$26,114,106	(\$6,813,340)	-35%	\$22,584,161	117%
SMART – Advantage	01-01-2017	\$13,957,250	\$11,681,168	\$2,276,082	16%	\$9,938,913	71%
WA State Auto Dealers Association	01-01-2016	\$22,678,602	\$23,919,364	(\$1,240,762)	-5%	\$16,150,906	71%
WA State Auto Dealers Association	01-01-2017	\$24,233,256	\$20,152,064	\$4,081,192	17%	\$17,725,318	73%
WA State McDonalds Operators Association	01-01-2016	\$3,684,687	\$1,877,897	\$1,806,790	49%	\$1,573,535	43%
WA State McDonalds Operators Association	01-01-2017	\$3,764,610	\$3,475,248	\$289,362	8%	\$3,047,610	81%
WA Hospitality Association (was WA Restaurant Association)	01-01-2016	\$54,988,202	\$43,964,886	\$11,023,316	20%	\$37,014,703	67%
WA Hospitality Association (was WA Restaurant Association)	01-01-2017	\$56,594,425	\$51,488,067	\$5,106,358	9%	\$43,684,068	77%
WA State Pharmacy Association	04-01-2015	\$564,322	\$281,901	\$282,421	50%	\$39,316	7%
WA State Pharmacy Association	04-01-2016	\$534,307	\$230,402	\$303,905	57%	\$126,671	24%
WA State Pharmacy Association	04-01-2017	\$468,158	\$341,062	\$127,096	27%	\$195,097	42%
Archbright Group Retro	07-01-2015	\$45,899,782	\$39,794,956	\$6,104,826	13%	\$35,126,871	77%
Archbright Group Retro	07-01-2016	\$48,873,562	\$45,256,989	\$3,616,573	7%	\$40,097,377	82%
Archbright Group Retro	07-01-2017	\$51,311,957	\$40,104,211	\$11,207,746	22%	\$34,521,756	67%
Associated Builders & Contractors – Inland Pacific Chapter	07-01-2015	\$4,708,091	\$2,907,997	\$1,800,094	38%	\$2,066,600	44%
Associated Builders & Contractors – Inland Pacific Chapter	07-01-2016	\$5,483,323	\$5,606,838	(\$123,515)	-2%	\$4,155,551	76%
Associated Builders & Contractors – Inland Pacific Chapter	07-01-2017	\$5,401,942	\$4,007,522	\$1,394,420	26%	\$3,095,796	57%
Associated Builders & Contractors of Western WA	07-01-2015	\$23,538,009	\$16,047,418	\$7,490,591	32%	\$7,995,901	34%
Associated Builders & Contractors of Western WA	07-01-2016	\$25,123,846	\$16,138,647	\$8,985,199	36%	\$7,977,020	32%
Associated Builders & Contractors of Western WA	07-01-2017	\$25,609,419	\$15,845,851	\$9,763,568	38%	\$12,743,979	50%
Associated General Contractors	07-01-2015	\$59,671,404	\$38,631,973	\$21,039,431	35%	\$28,784,686	48%
Associated General Contractors	07-01-2016	\$68,313,597	\$42,277,781	\$26,035,816	38%	\$34,136,633	50%
Associated General Contractors	07-01-2017	\$71,298,666	\$37,285,377	\$34,013,289	48%	\$29,612,463	42%
Building Industry Association of WA	07-01-2015	\$79,539,456	\$52,212,466	\$27,326,990	34%	\$41,273,347	52%
Building Industry Association of WA	07-01-2016	\$85,680,175	\$50,532,168	\$35,148,007	41%	\$40,627,913	47%
Building Industry Association of WA	07-01-2017	\$82,809,657	\$50,127,418	\$32,682,239	39%	\$41,687,796	50%
Greater Vancouver Chamber of Commerce – Manufacturing	07-01-2015	\$2,601,147	\$1,553,568	\$1,047,579	40%	\$952,463	37%
Greater Vancouver Chamber of Commerce – Manufacturing	07-01-2016	\$2,442,318	\$1,711,570	\$730,748	30%	\$1,155,076	47%
Greater Vancouver Chamber of Commerce – Manufacturing	07-01-2017	\$2,413,198	\$2,473,967	(\$60,769)	-3%	\$1,551,118	64%
Leadingage WA	07-01-2015	\$9,724,451	\$7,587,201	\$2,137,250	22%	\$5,815,127	60%
Leadingage WA	07-01-2016	\$9,424,033	\$5,995,996	\$3,428,037	36%	\$4,527,394	48%
Leadingage WA	07-01-2017	\$8,835,783	\$9,248,959	(\$413,176)	-5%	\$7,110,270	80%

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Life Science WA	07-01-2015	\$2,442,193	\$1,156,689	\$1,285,504	53%	\$650,283	27%
Life Science WA	07-01-2016	\$2,579,178	\$1,569,424	\$1,009,754	39%	\$1,188,758	46%
Life Science WA	07-01-2017	\$2,867,765	\$1,827,346	\$1,040,419	36%	\$1,342,419	47%
Master Builders Association – GRIP	07-01-2015	\$50,540,472	\$40,343,201	\$10,197,271	20%	\$32,830,323	65%
Master Builders Association – GRIP	07-01-2016	\$56,335,532	\$37,395,685	\$18,939,847	34%	\$30,463,736	54%
Master Builders Association – GRIP	07-01-2017	\$59,061,977	\$39,296,648	\$19,765,329	33%	\$33,111,623	56%
Northwest District Council of Assemblies of God	07-01-2015	\$1,088,734	\$1,075,715	\$13,019	1%	\$667,083	61%
Northwest District Council of Assemblies of God	07-01-2016	\$1,172,601	\$425,415	\$747,186	64%	\$240,597	21%
Northwest District Council of Assemblies of God	07-01-2017	\$1,160,058	\$1,042,317	\$117,741	10%	\$653,573	56%
PITB (Transportation, Warehousing, Facilities)	07-01-2015	\$27,823,434	\$25,801,064	\$2,022,370	7%	\$21,577,687	78%
PITB (Transportation, Warehousing, Facilities)	07-01-2016	\$29,797,925	\$25,342,766	\$4,455,159	15%	\$21,362,538	72%
PITB (Transportation, Warehousing, Facilities)	07-01-2017	\$26,931,761	\$18,890,638	\$8,041,123	30%	\$15,881,230	59%
SMART – A Team	07-01-2015	\$44,935,346	\$30,298,148	\$14,637,198	33%	\$24,254,087	54%
SMART – A Team	07-01-2016	\$48,099,548	\$34,546,607	\$13,552,941	28%	\$27,813,402	58%
SMART – A Team	07-01-2017	\$49,313,906	\$32,095,664	\$17,218,242	35%	\$26,827,559	54%
SMART – Dream Team	07-01-2015	\$32,567,597	\$19,288,465	\$13,279,132	41%	\$15,853,306	49%
SMART – Dream Team	07-01-2016	\$36,667,069	\$26,041,799	\$10,625,270	29%	\$22,048,767	60%
SMART – Dream Team	07-01-2017	\$35,876,058	\$27,515,033	\$8,361,025	23%	\$21,827,397	61%
Southwest WA Contractors Association	07-01-2015	\$1,825,715	\$2,062,319	(\$236,604)	-13%	\$783,891	43%
Southwest WA Contractors Association	07-01-2016	\$2,421,056	\$2,719,880	(\$298,824)	-12%	\$1,048,222	43%
Southwest WA Contractors Association	07-01-2017	\$1,942,452	\$778,129	\$1,164,323	60%	\$311,641	16%
State of WA Department of Enterprise Services	07-01-2015	\$2,553,790	\$1,841,603	\$712,187	28%	\$514,089	20%
State of WA Department of Enterprise Services	07-01-2016	\$2,646,238	\$3,114,027	(\$467,789)	-18%	\$2,324,667	88%
State of WA Department of Enterprise Services	07-01-2017	\$2,562,428	\$1,719,635	\$842,793	33%	\$1,285,145	50%
Tri City Construction Council	07-01-2015	\$6,800,998	\$4,279,949	\$2,521,049	37%	\$3,072,460	45%
Tri City Construction Council	07-01-2016	\$6,211,847	\$7,210,742	(\$998,895)	-16%	\$6,395,099	103%
Tri City Construction Council	07-01-2017	\$5,583,515	\$3,611,859	\$1,971,656	35%	\$2,982,623	53%
Vigilant	07-01-2015	\$26,257,376	\$22,600,696	\$3,656,680	14%	\$17,977,749	68%
Vigilant	07-01-2016	\$29,669,961	\$24,114,928	\$5,555,033	19%	\$21,193,399	71%
Vigilant	07-01-2017	\$27,966,126	\$28,018,074	(\$51,948)	0%	\$24,276,656	87%
WA Association of Sewer & Water Districts	07-01-2015	\$936,996	\$391,059	\$545,937	58%	\$159,461	17%
WA Association of Sewer & Water Districts	07-01-2016	\$1,108,017	\$1,202,991	(\$94,974)	-9%	\$686,411	62%
WA Association of Sewer & Water Districts	07-01-2017	\$1,152,354	\$670,239	\$482,115	42%	\$283,053	25%
WA Health Care Association	07-01-2015	\$28,737,835	\$19,561,326	\$9,176,509	32%	\$16,542,146	58%
WA Health Care Association	07-01-2016	\$31,316,403	\$23,631,239	\$7,685,164	25%	\$20,132,398	64%
WA Health Care Association	07-01-2017	\$28,394,916	\$20,356,605	\$8,038,311	28%	\$16,163,594	57%
WMC (WA Manufacturers Council)	07-01-2015	\$12,023,427	\$10,545,578	\$1,477,849	12%	\$9,095,519	76%
WMC (WA Manufacturers Council)	07-01-2016	\$12,017,136	\$8,389,739	\$3,627,397	30%	\$7,128,740	59%
WMC (WA Manufacturers Council)	07-01-2017	\$9,087,620	\$6,146,741	\$2,940,879	32%	\$5,195,161	57%
WMC Platinum (WA Manufacturers Council)	07-01-2017	\$3,493,694	\$2,512,081	\$981,613	28%	\$2,101,831	60%
WA Retail Association	07-01-2015	\$12,100,960	\$9,255,198	\$2,845,762	24%	\$7,025,627	58%

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WA Retail Association	07-01-2016	\$12,663,162	\$11,420,805	\$1,242,357	10%	\$9,875,175	78%
WA Retail Association	07-01-2017	\$12,520,396	\$9,562,844	\$2,957,552	24%	\$8,083,671	65%
WA Retail Association – Automotive	07-01-2015	\$3,683,788	\$2,561,184	\$1,122,604	30%	\$1,696,573	46%
WA Retail Association – Automotive	07-01-2016	\$4,623,789	\$3,707,270	\$916,519	20%	\$3,162,203	68%
WA Retail Association – Automotive	07-01-2017	\$5,269,358	\$5,114,120	\$155,238	3%	\$4,395,309	83%
WA Food Industry Association	07-01-2015	\$16,287,715	\$11,833,863	\$4,453,852	27%	\$10,229,864	63%
WA Food Industry Association	07-01-2016	\$18,668,400	\$13,751,304	\$4,917,096	26%	\$11,898,890	64%
WA Food Industry Association	07-01-2017	\$19,098,490	\$14,757,503	\$4,340,987	23%	\$12,705,206	67%
WA State Farm Bureau	07-01-2015	\$55,042,984	\$59,274,221	(\$4,231,237)	-8%	\$50,052,438	91%
WA State Farm Bureau	07-01-2016	\$53,845,333	\$52,414,707	\$1,430,626	3%	\$34,583,966	64%
WA State Farm Bureau	07-01-2017	\$45,608,389	\$45,006,553	\$601,836	1%	\$38,837,702	85%
501(c) Agencies Trust	10-01-2015	\$13,160,208	\$12,903,446	\$256,762	2%	\$8,209,463	62%
501(c) Agencies Trust	10-01-2016	\$15,685,146	\$16,779,423	(\$1,094,277)	-7%	\$10,721,306	68%
501(c) Agencies Trust	10-01-2017	\$11,634,749	\$9,011,803	\$2,622,946	23%	\$6,765,504	58%
Association of WA Business – Facilities, Property Management	10-01-2015	\$12,837,627	\$12,476,372	\$361,255	3%	\$9,367,314	73%
Association of WA Business – Facilities, Property Management	10-01-2016	\$13,811,205	\$11,974,672	\$1,836,533	13%	\$9,544,144	69%
Association of WA Business – Facilities, Property Management	10-01-2017	\$13,506,451	\$12,676,849	\$829,602	6%	\$10,058,046	74%
Association of WA Business – Hospitality	10-01-2015	\$7,735,904	\$7,526,635	\$209,269	3%	\$6,039,550	78%
Association of WA Business – Hospitality	10-01-2016	\$8,082,748	\$6,674,133	\$1,408,615	17%	\$5,743,321	71%
Association of WA Business – Hospitality	10-01-2017	\$7,607,629	\$6,593,748	\$1,013,881	13%	\$5,607,765	74%
Association of WA Business – Retail, Wholesale, Services	10-01-2015	\$23,359,898	\$25,986,366	(\$2,626,468)	-11%	\$20,948,256	90%
Association of WA Business – Retail, Wholesale, Services	10-01-2016	\$20,034,388	\$19,449,756	\$584,632	3%	\$16,444,050	82%
Association of WA Business – Retail, Wholesale, Services	10-01-2017	\$18,528,432	\$13,638,383	\$4,890,049	26%	\$11,482,094	62%
Towing & Recovery Association of WA	10-01-2015	\$1,643,391	\$1,659,014	(\$15,623)	-1%	\$914,166	56%
Towing & Recovery Association of WA	10-01-2016	\$1,401,202	\$1,611,222	(\$210,020)	-15%	\$1,548,018	110%
Towing & Recovery Association of WA	10-01-2017	\$1,220,509	\$1,456,497	(\$235,988)	-19%	\$878,594	72%