

RETRO QUARTERLY REPORT 06/25/2019
GROUPS SUMMARY RESULTS

Organization Name	<i>Projected results as of 06-25-2019 quarterly report</i>						
	Coverage Year	Standard Premium	Retro Premium	Refund / (Assessment)		Developed Losses	Loss Ratio
				\$	%		
501(C) Agencies Trust	10-01-2017	\$11,683,711	\$11,351,143	\$332,568	3%	\$9,443,167	81%
501(C) Agencies Trust	10-01-2016	\$15,685,146	\$16,178,839	(\$493,693)	-3%	\$10,319,532	66%
501(C) Agencies Trust	10-01-2015	\$13,160,208	\$12,887,279	\$272,929	2%	\$8,198,647	62%
Archbright – WRPS	01-01-2018	\$2,917,132	\$2,655,151	\$261,981	9%	\$2,204,795	76%
Archbright Group Retro	07-01-2017	\$51,321,566	\$42,405,591	\$8,915,975	17%	\$36,617,747	71%
Archbright Group Retro	07-01-2016	\$48,869,647	\$44,119,789	\$4,749,858	10%	\$39,034,919	80%
Associated Builders & Contractors – Inland Pacific Chapter	07-01-2017	\$5,417,560	\$3,853,609	\$1,563,951	29%	\$2,969,033	55%
Associated Builders & Contractors – Inland Pacific Chapter	07-01-2016	\$5,483,323	\$5,333,269	\$150,054	3%	\$3,942,807	72%
Associated Builders & Contractors of Western WA	07-01-2017	\$25,620,421	\$15,865,315	\$9,755,106	38%	\$12,760,393	50%
Associated Builders & Contractors of Western WA	07-01-2016	\$25,131,977	\$15,961,621	\$9,170,356	36%	\$7,882,245	31%
Associated General Contractors	07-01-2017	\$71,255,018	\$40,846,908	\$30,408,110	43%	\$32,696,120	46%
Associated General Contractors	07-01-2016	\$68,222,803	\$42,091,855	\$26,130,948	38%	\$33,977,701	50%
Association of WA – Business Hospitality	10-01-2017	\$7,777,200	\$7,262,220	\$514,980	7%	\$6,199,430	80%
Association of WA – Business Hospitality	10-01-2016	\$8,082,748	\$5,738,644	\$2,344,104	29%	\$4,888,615	60%
Association of WA – Business Hospitality	10-01-2015	\$7,735,904	\$7,011,960	\$723,944	9%	\$5,605,131	72%
Association of WA Business – Facilities, Property Management	10-01-2017	\$13,896,291	\$13,858,378	\$37,913	0%	\$11,814,312	85%
Association of WA Business – Facilities, Property Management	10-01-2016	\$13,811,205	\$11,085,370	\$2,725,835	20%	\$8,793,806	64%
Association of WA Business – Facilities, Property Management	10-01-2015	\$12,837,627	\$12,444,043	\$393,584	3%	\$9,341,779	73%
Association of WA Business – Manufacturing	01-01-2018	\$12,459,591	\$7,062,778	\$5,396,813	43%	\$5,735,079	46%
Association of WA Business – Manufacturing	01-01-2017	\$14,081,772	\$10,425,364	\$3,656,408	26%	\$8,898,410	63%
Association of WA Business – Manufacturing	01-01-2016	\$15,101,077	\$12,723,180	\$2,377,897	16%	\$10,873,622	72%
Association of WA Business – Retail, Wholesale, Services	10-01-2017	\$18,662,815	\$15,610,682	\$3,052,133	16%	\$13,240,416	71%
Association of WA Business – Retail, Wholesale, Services	10-01-2016	\$20,039,146	\$18,051,713	\$1,987,433	10%	\$15,200,373	76%
Association of WA Business – Retail, Wholesale, Services	10-01-2015	\$23,359,898	\$25,729,993	(\$2,370,095)	-10%	\$20,732,267	89%
AWC Retro (Association of WA Cities)	01-01-2018	\$18,947,700	\$19,983,413	(\$1,035,713)	-5%	\$15,718,296	83%
AWC Retro (Association of WA Cities)	01-01-2017	\$18,410,071	\$17,683,779	\$726,292	4%	\$12,458,767	68%
AWC Retro (Association of WA Cities)	01-01-2016	\$18,647,217	\$16,707,646	\$1,939,571	10%	\$11,726,436	63%
Building Industry Association of WA	07-01-2017	\$82,855,135	\$48,302,704	\$34,552,431	42%	\$40,052,508	48%
Building Industry Association of WA	07-01-2016	\$85,716,861	\$50,713,217	\$35,003,644	41%	\$40,784,832	48%
Greater Vancouver Chamber of Commerce – Manufacturing	07-01-2017	\$2,412,881	\$1,675,927	\$736,954	31%	\$1,056,031	44%
Greater Vancouver Chamber of Commerce – Manufacturing	07-01-2016	\$2,442,318	\$1,465,673	\$976,645	40%	\$953,778	39%

RETRO QUARTERLY REPORT 06/25/2019
GROUPS SUMMARY RESULTS

Organization Name	<i>Projected results as of 06-25-2019 quarterly report</i>						
	Coverage Year	Standard Premium	Retro Premium	Refund / (Assessment)		Developed Losses	Loss Ratio
				\$	%		
Leadingage WA	07-01-2017	\$8,840,313	\$7,260,541	\$1,579,772	18%	\$6,060,441	69%
Leadingage WA	07-01-2016	\$9,424,033	\$5,414,076	\$4,009,957	43%	\$4,052,150	43%
Life Science WA	07-01-2017	\$2,897,783	\$1,459,882	\$1,437,901	50%	\$1,051,918	36%
Life Science WA	07-01-2016	\$2,596,508	\$1,419,841	\$1,176,667	45%	\$1,065,070	41%
Master Builders Association – GRIP	07-01-2017	\$59,089,865	\$38,400,497	\$20,689,368	35%	\$32,303,268	55%
Master Builders Association – GRIP	07-01-2016	\$56,335,237	\$35,376,204	\$20,959,033	37%	\$28,690,381	51%
Northwest District Council of Assemblies of God	07-01-2017	\$1,161,330	\$884,815	\$276,515	24%	\$559,713	48%
Northwest District Council of Assemblies of God	07-01-2016	\$1,175,460	\$390,056	\$785,404	67%	\$217,461	19%
PITB – Transportation, Warehouse Facilities	07-01-2017	\$26,951,572	\$20,032,987	\$6,918,585	26%	\$16,903,551	63%
PITB – Transportation, Warehouse Facilities	07-01-2016	\$29,797,925	\$25,064,544	\$4,733,381	16%	\$21,113,985	71%
PITB Elite – Distillation, Chemicals, Food	01-01-2018	\$11,823,732	\$12,300,992	(\$477,260)	-4%	\$10,168,659	86%
PITB Elite – Distillation, Chemicals, Food	01-01-2017	\$11,412,070	\$10,953,280	\$458,790	4%	\$9,388,291	82%
PITB Elite – Distillation, Chemicals, Food	01-01-2016	\$9,491,236	\$9,798,224	(\$306,988)	-3%	\$8,391,794	88%
PITB Services – Manufacturing, Processing	01-01-2018	\$16,920,087	\$13,961,289	\$2,958,798	17%	\$11,623,818	69%
PITB Services – Manufacturing, Processing	01-01-2017	\$18,807,589	\$18,237,552	\$570,037	3%	\$15,589,968	83%
PITB Services – Manufacturing, Processing	01-01-2016	\$21,980,930	\$21,549,237	\$431,693	2%	\$18,356,625	84%
SMART – A Team	07-01-2017	\$49,299,529	\$32,111,227	\$17,188,302	35%	\$26,842,040	54%
SMART – A Team	07-01-2016	\$48,082,526	\$35,263,721	\$12,818,805	27%	\$28,432,802	59%
SMART – Advantage	01-01-2018	\$11,301,697	\$9,335,111	\$1,966,586	17%	\$7,644,192	68%
SMART – Advantage	01-01-2017	\$13,957,250	\$10,841,115	\$3,116,135	22%	\$9,180,667	66%
SMART – Advantage	01-01-2016	\$19,300,766	\$26,862,727	(\$7,561,961)	-39%	\$23,255,401	120%
SMART – Dream Team	07-01-2017	\$35,878,421	\$23,589,428	\$12,288,993	34%	\$19,877,383	55%
SMART – Dream Team	07-01-2016	\$36,667,069	\$26,288,762	\$10,378,307	28%	\$22,273,019	61%
Southwest WA Contractors Association	07-01-2017	\$1,942,452	\$627,632	\$1,314,820	68%	\$246,156	13%
Southwest WA Contractors Association	07-01-2016	\$2,421,056	\$2,655,271	(\$234,215)	-10%	\$1,022,211	42%
State of WA Department of Enterprise Services	07-01-2017	\$2,562,428	\$1,393,807	\$1,168,621	46%	\$975,859	38%
State of WA Department of Enterprise Services	07-01-2016	\$2,646,238	\$3,114,027	(\$467,789)	-18%	\$2,579,426	97%
Thurston County Chamber of Commerce	10-01-2017	\$1,416,278	\$1,445,166	(\$28,888)	-2%	\$987,606	70%
Thurston County Chamber of Commerce	10-01-2016	\$1,434,443	\$1,648,939	(\$214,496)	-15%	\$1,197,176	83%
Thurston County Chamber of Commerce	10-01-2015	\$1,290,289	\$1,307,662	(\$17,373)	-1%	\$698,772	54%

RETRO QUARTERLY REPORT 06/25/2019
GROUPS SUMMARY RESULTS

Organization Name	<i>Projected results as of 06-25-2019 quarterly report</i>						
	Coverage Year	Standard Premium	Retro Premium	Refund / (Assessment)		Developed Losses	Loss Ratio
				\$	%		
Towing & Recovery Association Of WA	10-01-2017	\$1,220,312	\$1,467,929	(\$247,617)	-20%	\$867,455	71%
Towing & Recovery Association Of WA	10-01-2016	\$1,401,202	\$1,611,222	(\$210,020)	-15%	\$1,529,377	109%
Towing & Recovery Association Of WA	10-01-2015	\$1,643,391	\$1,631,697	\$11,694	1%	\$898,363	55%
Tri City Construction Council	07-01-2017	\$5,583,710	\$4,148,056	\$1,435,654	26%	\$3,456,928	62%
Tri City Construction Council	07-01-2016	\$6,211,847	\$7,001,916	(\$790,069)	-13%	\$6,201,906	100%
Vigilant	07-01-2017	\$27,961,720	\$24,161,255	\$3,800,465	14%	\$20,785,169	74%
Vigilant	07-01-2016	\$29,661,455	\$23,291,596	\$6,369,859	21%	\$20,424,780	69%
WA Association of Sewer & Water Districts	07-01-2017	\$1,152,354	\$1,235,342	(\$82,988)	-7%	\$540,758	47%
WA Association of Sewer & Water Districts	07-01-2016	\$1,108,017	\$1,202,991	(\$94,974)	-9%	\$682,881	62%
WA Food Industry Association	07-01-2017	\$19,110,694	\$15,658,970	\$3,451,724	18%	\$13,526,563	71%
WA Food Industry Association	07-01-2016	\$18,668,400	\$12,916,541	\$5,751,859	31%	\$11,126,226	60%
WA Health Care Association	07-01-2017	\$28,527,582	\$18,111,992	\$10,415,590	37%	\$15,315,681	54%
WA Health Care Association	07-01-2016	\$31,316,403	\$22,005,040	\$9,311,363	30%	\$18,652,861	60%
WA Hospitality Association	01-01-2018	\$55,356,816	\$48,593,958	\$6,762,858	12%	\$42,076,265	76%
WA Hospitality Association	01-01-2017	\$56,650,016	\$49,348,454	\$7,301,562	13%	\$41,765,252	74%
WA Hospitality Association	01-01-2016	\$55,004,646	\$42,685,518	\$12,319,128	22%	\$35,868,081	65%
WA Manufacturers Council (WMC)	07-01-2017	\$9,085,293	\$5,763,850	\$3,321,443	37%	\$4,849,665	53%
WA Manufacturers Council (WMC)	07-01-2016	\$12,017,136	\$7,962,692	\$4,054,444	34%	\$6,739,090	56%
WA Retail Association	07-01-2017	\$12,603,197	\$8,728,564	\$3,874,633	31%	\$7,333,175	58%
WA Retail Association	07-01-2016	\$12,663,162	\$10,276,949	\$2,386,213	19%	\$8,830,524	70%
WA Retail Association – Automotive	07-01-2017	\$5,269,756	\$4,701,279	\$568,477	11%	\$4,024,029	76%
WA Retail Association – Automotive	07-01-2016	\$4,623,789	\$3,546,793	\$1,076,996	23%	\$3,016,604	65%
WA State Auto Dealers Association	01-01-2018	\$24,816,952	\$21,328,942	\$3,488,010	14%	\$18,290,051	74%
WA State Auto Dealers Association	01-01-2017	\$24,233,072	\$19,761,296	\$4,471,776	18%	\$17,360,560	72%
WA State Auto Dealers Association	01-01-2016	\$22,678,602	\$24,612,844	(\$1,934,242)	-9%	\$16,641,486	73%
WA State Farm Bureau	07-01-2017	\$45,624,631	\$45,191,742	\$432,889	1%	\$39,004,159	85%
WA State Farm Bureau	07-01-2016	\$53,850,938	\$51,642,970	\$2,207,968	4%	\$34,048,165	63%
WA State McDonalds Operators Association	01-01-2018	\$4,093,564	\$3,429,886	\$663,678	16%	\$2,880,979	70%
WA State McDonalds Operators Association	01-01-2017	\$3,764,610	\$3,740,536	\$24,074	1%	\$3,293,014	87%
WA State McDonalds Operators Association	01-01-2016	\$3,684,687	\$1,935,103	\$1,749,584	47%	\$1,626,452	44%

RETRO QUARTERLY REPORT 06/25/2019
GROUPS SUMMARY RESULTS

Organization Name	<i>Projected results as of 06-25-2019 quarterly report</i>						
	Coverage Year	Standard Premium	Retro Premium	Refund / (Assessment)		Developed Losses	Loss Ratio
				\$	%		
WA State Pharmacy Association	04-01-2018	\$414,083	\$98,934	\$315,149	76%	\$44,183	11%
WA State Pharmacy Association	04-01-2017	\$468,158	\$413,633	\$54,525	12%	\$239,538	51%
WA State Pharmacy Association	04-01-2016	\$534,307	\$179,160	\$355,147	66%	\$94,970	18%
WA Trucking Associations	01-01-2018	\$2,305,134	\$1,118,846	\$1,186,288	51%	\$661,663	29%
WMC Platinum (WA Manufacturers Council)	07-01-2017	\$3,493,783	\$2,450,086	\$1,043,697	30%	\$2,046,658	59%