

RETRO QUARTERLY REPORT 9/26/2018
GROUPS – SUMMARY RESULTS

Organization Name	Coverage Year	* Projected * results as of 09-26-2018 Quarterly Report					
		Standard Premium	Retro Premium	Refund / (Assessment)		Developed Losses	Loss Ratio
				\$	%		
Association of WA Business – Manufacturing	1/1/2017	\$14,081,772	\$9,933,042	\$4,148,730	29%	\$7,880,284	56%
Association of WA Business – Manufacturing	1/1/2016	\$15,101,077	\$12,784,901	\$2,316,176	15%	\$10,929,558	72%
Association of WA Business – Manufacturing	1/1/2015	\$22,800,858	\$21,361,566	\$1,439,292	6%	\$17,451,797	77%
AWC Retro (Association of WA Cities)	1/1/2017	\$18,415,009	\$18,905,846	(\$490,837)	-3%	\$13,364,863	73%
AWC Retro (Association of WA Cities)	1/1/2016	\$18,648,351	\$17,478,011	\$1,170,340	6%	\$12,297,690	66%
AWC Retro (Association of WA Cities)	1/1/2015	\$16,616,749	\$16,846,060	(\$229,311)	-1%	\$13,514,283	81%
PITB (Distillation, Chemicals, Food Services)	1/1/2017	\$11,412,070	\$10,025,905	\$1,386,165	12%	\$8,551,573	75%
PITB (Distillation, Chemicals, Food Services)	1/1/2016	\$9,491,236	\$9,221,313	\$269,923	3%	\$7,873,599	83%
PITB (Distillation, Chemicals, Food Services)	1/1/2015	\$7,504,654	\$6,733,250	\$771,404	10%	\$5,750,020	77%
PITB (Manufacturing)	1/1/2017	\$18,794,608	\$18,328,867	\$465,741	2%	\$15,672,652	83%
PITB (Manufacturing)	1/1/2016	\$21,980,930	\$22,004,009	(\$23,079)	0%	\$18,763,965	85%
PITB (Manufacturing)	1/1/2015	\$21,746,525	\$21,311,023	\$435,502	2%	\$18,227,211	84%
SMART Advantage	1/1/2017	\$13,957,250	\$11,623,528	\$2,333,722	17%	\$9,886,886	71%
SMART Advantage	1/1/2016	\$19,300,766	\$27,001,365	(\$7,700,599)	-40%	\$23,379,709	121%
SMART Advantage	1/1/2015	\$14,355,635	\$11,222,267	\$3,133,368	22%	\$9,444,439	66%
WA Hospitality Association	1/1/2017	\$56,482,067	\$53,011,234	\$3,470,833	6%	\$45,053,180	80%
WA Hospitality Association	1/1/2016	\$54,987,271	\$44,739,776	\$10,247,495	19%	\$37,708,802	69%
WA Hospitality Association	1/1/2015	\$45,331,432	\$36,681,280	\$8,650,152	19%	\$30,799,656	68%
WA State Auto Dealers Association	1/1/2017	\$24,233,256	\$20,855,542	\$3,377,714	14%	\$18,381,985	76%
WA State Auto Dealers Association	1/1/2016	\$22,678,602	\$24,680,488	(\$2,001,886)	-9%	\$16,689,338	74%
WA State Auto Dealers Association	1/1/2015	\$21,939,427	\$20,995,511	\$943,916	4%	\$14,107,621	64%
WA State McDonald's Operators Association	1/1/2017	\$3,764,610	\$3,227,604	\$537,006	14%	\$2,818,528	75%
WA State McDonald's Operators Association	1/1/2016	\$3,684,687	\$1,971,991	\$1,712,696	46%	\$1,660,576	45%
WA State McDonald's Operators Association	1/1/2015	\$3,739,601	\$3,284,351	\$455,250	12%	\$2,433,430	65%
WA State Pharmacy Association	4/1/2017	\$468,158	\$190,002	\$278,156	59%	\$102,592	22%
WA State Pharmacy Association	4/1/2016	\$534,307	\$246,467	\$287,840	54%	\$136,609	26%
WA State Pharmacy Association	4/1/2015	\$564,322	\$281,901	\$282,421	50%	\$40,413	7%
Associated Builders & Contractors – Inland Pacific Chapter	7/1/2017	\$5,403,151	\$3,023,679	\$2,379,472	44%	\$2,288,977	42%
Associated Builders & Contractors – Inland Pacific Chapter	7/1/2016	\$5,491,945	\$5,418,275	\$73,670	1%	\$4,008,592	73%
Associated Builders & Contractors – Inland Pacific Chapter	7/1/2015	\$4,708,091	\$2,859,160	\$1,848,931	39%	\$2,028,969	43%
Associated Builders & Contractors of Western WA	7/1/2017	\$25,587,936	\$11,304,209	\$14,283,727	56%	\$8,819,381	34%
Associated Builders & Contractors of Western WA	7/1/2016	\$25,123,548	\$15,768,124	\$9,355,424	37%	\$7,779,095	31%
Associated Builders & Contractors of Western WA	7/1/2015	\$23,538,009	\$16,376,044	\$7,161,965	30%	\$8,172,046	35%
Associated General Contractors	7/1/2017	\$70,707,944	\$28,591,959	\$42,115,985	60%	\$22,111,446	31%
Associated General Contractors	7/1/2016	\$68,310,544	\$40,431,309	\$27,879,235	41%	\$32,520,494	48%

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Associated General Contractors	7/1/2015	\$59,671,404	\$38,748,662	\$20,922,742	35%	\$28,878,593	48%
Archbright	7/1/2017	\$51,251,551	\$31,244,010	\$20,007,541	39%	\$26,453,212	52%
Archbright	7/1/2016	\$48,873,562	\$45,074,963	\$3,798,599	8%	\$39,927,286	82%
Archbright	7/1/2015	\$45,899,782	\$39,618,816	\$6,280,966	14%	\$34,962,280	76%
Building Industry Association of WA	7/1/2017	\$82,288,595	\$39,773,192	\$42,515,403	52%	\$32,438,446	39%
Building Industry Association of WA	7/1/2016	\$85,707,316	\$50,971,958	\$34,735,358	41%	\$41,011,692	48%
Building Industry Association of WA	7/1/2015	\$79,549,088	\$52,319,667	\$27,229,421	34%	\$41,364,379	52%
Greater Vancouver Chamber of Commerce – Manufacturing	7/1/2017	\$2,297,046	\$1,903,798	\$393,248	17%	\$1,181,254	51%
Greater Vancouver Chamber of Commerce – Manufacturing	7/1/2016	\$2,442,318	\$1,609,124	\$833,194	34%	\$1,080,855	44%
Greater Vancouver Chamber of Commerce – Manufacturing	7/1/2015	\$2,601,147	\$1,620,553	\$980,594	38%	\$997,119	38%
LeadingAge WA	7/1/2017	\$8,795,891	\$8,334,996	\$460,895	5%	\$6,378,924	73%
LeadingAge WA	7/1/2016	\$9,424,033	\$6,413,223	\$3,010,810	32%	\$4,868,136	52%
LeadingAge WA	7/1/2015	\$9,724,451	\$7,846,762	\$1,877,689	19%	\$6,027,106	62%
Life Science WA	7/1/2017	\$2,858,086	\$1,256,807	\$1,601,279	56%	\$893,283	31%
Life Science WA	7/1/2016	\$2,579,178	\$1,584,412	\$994,766	39%	\$1,201,083	47%
Life Science WA	7/1/2015	\$2,442,193	\$1,156,689	\$1,285,504	53%	\$674,084	28%
Master Builders Association – GRIP	7/1/2017	\$58,924,977	\$30,809,004	\$28,115,973	48%	\$25,471,045	43%
Master Builders Association – GRIP	7/1/2016	\$56,376,483	\$37,001,846	\$19,374,637	34%	\$30,116,168	53%
Master Builders Association – GRIP	7/1/2015	\$50,566,721	\$40,101,271	\$10,465,450	21%	\$32,619,759	65%
Northwest District Council of Assemblies of God	7/1/2017	\$1,159,732	\$965,431	\$194,301	17%	\$602,949	52%
Northwest District Council of Assemblies of God	7/1/2016	\$1,172,601	\$443,813	\$728,788	62%	\$252,589	22%
Northwest District Council of Assemblies of God	7/1/2015	\$1,088,734	\$1,112,339	(\$23,605)	-2%	\$690,954	63%
PITB (Transportation, Warehousing, Facilities Mgmt)	7/1/2017	\$26,904,636	\$15,067,898	\$11,836,738	44%	\$12,458,643	46%
PITB (Transportation, Warehousing, Facilities Mgmt)	7/1/2016	\$29,797,925	\$25,450,787	\$4,347,138	15%	\$21,459,040	72%
PITB (Transportation, Warehousing, Facilities Mgmt)	7/1/2015	\$27,823,434	\$25,554,789	\$2,268,645	8%	\$21,360,481	77%
SMART 'A' Team	7/1/2017	\$49,271,607	\$25,792,831	\$23,478,776	48%	\$21,188,196	43%
SMART 'A' Team	7/1/2016	\$48,125,925	\$33,590,427	\$14,535,498	30%	\$26,987,359	56%
SMART 'A' Team	7/1/2015	\$44,937,037	\$30,966,074	\$13,970,963	31%	\$24,829,682	55%
SMART Dream Team	7/1/2017	\$35,813,492	\$21,405,587	\$14,407,905	40%	\$16,695,227	47%
SMART Dream Team	7/1/2016	\$36,666,368	\$26,029,054	\$10,637,314	29%	\$22,037,224	60%
SMART Dream Team	7/1/2015	\$32,567,597	\$19,261,145	\$13,306,452	41%	\$15,828,871	49%
State of WA Department of Enterprise Services	7/1/2017	\$2,562,428	\$1,880,202	\$682,226	27%	\$1,398,950	55%
State of WA Department of Enterprise Services	7/1/2016	\$2,646,238	\$3,114,027	(\$467,789)	-18%	\$2,431,505	92%
State of WA Department of Enterprise Services	7/1/2015	\$2,553,790	\$1,841,603	\$712,187	28%	\$532,344	21%
Southwest WA Contractors Association	7/1/2017	\$1,943,026	\$504,250	\$1,438,776	74%	\$188,751	10%

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Southwest WA Contractors Association	7/1/2016	\$2,421,056	\$2,748,995	(\$327,939)	-14%	\$1,059,944	44%
Southwest WA Contractors Association	7/1/2015	\$1,825,715	\$2,102,052	(\$276,337)	-15%	\$801,669	44%
Tri City Construction Council	7/1/2017	\$5,582,385	\$2,708,757	\$2,873,628	51%	\$2,163,748	39%
Tri City Construction Council	7/1/2016	\$6,209,592	\$7,335,481	(\$1,125,889)	-18%	\$6,510,601	105%
Tri City Construction Council	7/1/2015	\$6,785,069	\$3,778,387	\$3,006,682	44%	\$2,683,266	40%
Vigilant	7/1/2017	\$27,867,973	\$20,575,846	\$7,292,127	26%	\$17,542,873	63%
Vigilant	7/1/2016	\$29,669,961	\$23,451,117	\$6,218,844	21%	\$20,573,393	69%
Vigilant	7/1/2015	\$26,257,376	\$23,398,377	\$2,858,999	11%	\$18,649,739	71%
WA Association of Sewer & Water Districts	7/1/2017	\$1,152,345	\$616,209	\$536,136	47%	\$258,414	22%
WA Association of Sewer & Water Districts	7/1/2016	\$1,108,017	\$1,202,991	(\$94,974)	-9%	\$718,339	65%
WA Association of Sewer & Water Districts	7/1/2015	\$936,996	\$408,989	\$528,007	56%	\$167,722	18%
WA Food Industry Association	7/1/2017	\$19,070,738	\$12,608,620	\$6,462,118	34%	\$10,747,233	56%
WA Food Industry Association	7/1/2016	\$18,668,400	\$13,074,750	\$5,593,650	30%	\$11,272,665	60%
WA Food Industry Association	7/1/2015	\$16,287,715	\$12,009,739	\$4,277,976	26%	\$10,392,655	64%
WA Health Care Association	7/1/2017	\$28,029,606	\$18,251,718	\$9,777,888	35%	\$14,398,894	51%
WA Health Care Association	7/1/2016	\$31,316,403	\$23,837,884	\$7,478,519	24%	\$20,320,407	65%
WA Health Care Association	7/1/2015	\$28,737,835	\$19,652,601	\$9,085,234	32%	\$16,625,189	58%
WA Manufacturers Council (WMC)	7/1/2017	\$9,084,572	\$4,914,866	\$4,169,706	46%	\$4,065,166	45%
WA Manufacturers Council (WMC)	7/1/2016	\$12,017,136	\$8,431,343	\$3,585,793	30%	\$7,166,701	60%
WA Manufacturers Council (WMC)	7/1/2015	\$12,023,427	\$10,829,114	\$1,194,313	10%	\$9,354,225	78%
WMC Platinum	7/1/2017	\$3,493,694	\$1,720,953	\$1,772,741	51%	\$1,397,800	40%
WA Retail Association	7/1/2017	\$12,350,004	\$8,954,524	\$3,395,480	27%	\$7,520,995	61%
WA Retail Association	7/1/2016	\$12,663,162	\$11,603,044	\$1,060,118	8%	\$10,041,608	79%
WA Retail Association	7/1/2015	\$12,100,960	\$9,637,733	\$2,463,227	20%	\$7,335,454	61%
WA Retail Association – Automotive	7/1/2017	\$5,269,358	\$3,769,649	\$1,499,709	28%	\$3,186,241	60%
WA Retail Association – Automotive	7/1/2016	\$4,623,789	\$3,578,408	\$1,045,381	23%	\$3,045,288	66%
WA Retail Association – Automotive	7/1/2015	\$3,683,788	\$2,561,184	\$1,122,604	30%	\$1,755,921	48%
WA State Farm Bureau	7/1/2017	\$45,347,554	\$38,987,120	\$6,360,434	14%	\$33,416,789	74%
WA State Farm Bureau	7/1/2016	\$53,849,313	\$53,450,009	\$399,304	1%	\$35,302,372	66%
WA State Farm Bureau	7/1/2015	\$55,025,216	\$58,708,739	(\$3,683,523)	-7%	\$49,553,410	90%
501(C) Agencies Trust	10/1/2016	\$15,685,091	\$16,583,373	(\$898,282)	-6%	\$10,590,155	68%
501(C) Agencies Trust	10/1/2015	\$13,160,208	\$13,028,147	\$132,061	1%	\$8,292,884	63%
Association of WA Business – Facilities, Property Management	10/1/2016	\$13,811,205	\$12,510,527	\$1,300,678	9%	\$9,996,265	72%
Association of WA Business – Facilities, Property Management	10/1/2015	\$12,837,627	\$12,850,658	(\$13,031)	0%	\$9,662,930	75%
Association of WA Business – Hospitality	10/1/2016	\$8,058,313	\$7,186,760	\$871,553	11%	\$6,212,751	77%

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Association of WA Business – Hospitality	10/1/2015	\$7,735,904	\$7,549,782	\$186,122	2%	\$6,059,088	78%
Association of WA Business – Retail, Whlsl, Svcs	10/1/2016	\$20,054,917	\$20,291,184	(\$236,267)	-1%	\$17,191,574	86%
Association of WA Business – Retail, Whlsl, Svcs	10/1/2015	\$23,359,898	\$26,110,999	(\$2,751,101)	-12%	\$21,053,256	90%
Greater Vancouver Chamber of Commerce – Retail	10/1/2016	\$1,032,139	\$1,238,631	(\$206,492)	-20%	\$855,119	83%
Greater Vancouver Chamber of Commerce – Retail	10/1/2015	\$1,025,906	\$1,218,708	(\$192,802)	-19%	\$832,953	81%
Thurston County Chamber of Commerce	10/1/2016	\$1,434,443	\$1,335,005	\$99,438	7%	\$822,428	57%
Thurston County Chamber of Commerce	10/1/2015	\$1,290,289	\$1,435,443	(\$145,154)	-11%	\$770,449	60%
Towing & Recovery Association of WA	10/1/2016	\$1,401,202	\$1,611,222	(\$210,020)	-15%	\$1,620,088	116%
Towing & Recovery Association of WA	10/1/2015	\$1,643,391	\$1,713,530	(\$70,139)	-4%	\$945,706	58%