



**2015 Report on
Workers' Compensation Insurance**

**November 2, 2015
MSAR# 802**

Table of Contents

Executive Summary	3
Introduction.....	4
Overview.....	4
2015 Legislative Changes Impacting Workers’ Compensation.....	5
Workers’ Compensation Insurers	7
Premium Rates	9
Terrorism Risk Insurance Program.....	12
Conclusion	12
Exhibits	
Exhibit 1	Maryland Workers’ Compensation Share of Overall Property & Casualty Industry Written Premium 2002 through 2014
Exhibit 2	Comparison of Large Insurance Group Market Shares for 2003 through 2014
Exhibit 3	Maryland Workers’ Compensation Market Share by Insurer Group
Exhibit 4	Maryland Workers’ Compensation Insurance Groups Including Each Company within the Group
Exhibit 4a	Maryland Excess Workers’ Compensation Insurers Including Each Company Within the Group
Exhibit 5	Maryland Industry vs. CEIC Written Premium for 2003 through 2014 (in millions) (page 1) Maryland Market Share of Top 8 Carriers - with and without CEIC (Page 2)
Exhibit 6	Maryland Re-entrants and New Entrants

- Exhibit 7 Maryland Industry vs. CEIC Loss Ratios from 2003 through 2014
- Exhibit 8 Comparison of Changes in NCCI Maryland Pure Premium Loss Cost Filings with the Maryland Insurance Administration for the Years 1998 through 2016
- Exhibit 9 History of NCCI Maryland Pure Premium Loss Cost Changes by Industry Group for the Years 2003 through 2016
- Exhibit 10 Largest Payroll Classes by Industry Group for Maryland
- Exhibit 11 Changes in the Components of NCCI Maryland Pure Premium Loss Cost Filings from 2004 through 2016
- Exhibit 12 Cumulative Impact of NCCI Maryland Pure Premium Loss Cost Filings for the Years 1990 through 2016 (page 1)
Cumulative Impact of NCCI Maryland Pure Premium Loss Cost Changes by Industry Group from 1990 through 2016 (page 2)

Executive Summary

- Employers are required to purchase or self-insure for workers' compensation insurance. They may buy workers' compensation insurance from an insurer authorized to write workers' compensation insurance in the State or from Chesapeake Employers' Insurance Company ("CEIC")¹. Subject to regulatory approval, an employer may self-insure.²
- Ninety- nine insurance groups offer workers' compensation insurance to Maryland employers. Workers' compensation insurance is the third largest line in property and casualty insurance following auto insurance and homeowners insurance.
- The top eight workers' compensation insurance groups, including CEIC, wrote approximately 64.9 percent of the market in 2014 (Exhibit 3). CEIC is the largest writer, accounting for about 23.8 percent of the market in 2014. The second largest writer is Hartford Fire and Casualty Group, accounting for about 11.6 percent of the market in 2014.
- The National Council on Compensation Insurance, Inc. ("NCCI") files pure premium loss costs rates with the MIA on behalf of all insurers who write workers' compensation insurance in the State with the exception of CEIC. No insurer may use the NCCI's pure premium loss costs until those pure premium loss costs are approved by the MIA.
- NCCI filed decreases to the pure premium loss costs for calendar years 2007 through 2009 (ranging from a low of -5.4 percent for 2009 to a high of -1.7 percent for 2008), then increases for calendar years 2010 through 2014 (ranging from a high of 5.7 percent in 2011 to a low of 1.4 percent for 2012 and 2014) and a decrease of 2.7% for calendar year 2015. For 2015, the decrease of 2.7% was primarily due to a reduction in rate of growth of the experience, trend and benefit costs. For 2016, the NCCI filed a 5.3% decrease to the pure premium loss costs. The decrease is due primarily to improved claims experience, flat loss ratio trends and an increase in indemnity and medical benefits.
- Maryland's workers' compensation insurance market remains competitive.

¹ As of October 1, 2013, the Injured Workers' Insurance Fund ("IWIF") became the Chesapeake Employers' Insurance Company. For this report, all references will be to CEIC.

² In order to be self-insured, approval must be obtained from either the Workers' Compensation Commission or the Maryland Insurance Administration depending on the nature of the employer seeking to self-insure.

Introduction

Pursuant to §2-10A-03 of the State Government Article of the Annotated Code of Maryland, the Maryland Insurance Commissioner issues an Annual Report to the Joint Committee on Workers' Compensation Benefit and Insurance Oversight ("Committee")³ regarding the condition of workers' compensation benefits and workers' compensation insurance in Maryland, and the effect of Chapters 590 and 591 of the Laws of Maryland of 1987 on those benefits and that insurance.⁴

Overview

Since the early 1900s, every state has required employers to provide some form of protection for their employees who are injured while working. Workers' compensation laws are based on a no-fault system designed to compensate workers who sustain accidental injuries arising out of and in the course of their employment. The forms of compensation may include payment for medical services, rehabilitation services, lost or replacement income, and any permanent partial or permanent total disability the worker may sustain as a result of the work-related injury or occupational disease. When a worker dies as a result of a work-related injury or disease, the benefits also may include funeral expenses and survivor benefits. Employers may purchase workers' compensation insurance from an insurer authorized to write workers' compensation insurance in the State or from the CEIC. Subject to regulatory approval, an

³ The Workers' Compensation Commission ("WCC") also submits a report to the Committee pursuant to § 2-10A-03.

⁴ Among other things, Chapter 590 established competitive rating for workers' compensation insurance under certain circumstances. It also requires workers' compensation insurers to adhere to a uniform classification system and uniform experience rating plan; permits an insurer to develop subclassifications in certain cases; requires workers' compensation insurers to record and report certain workers' compensation experience; requires a rating organization to develop and file certain rules; prohibits insurers from agreeing with other insurers to adhere to certain rules; specifies the contents of an experience rating plan; and permits insurers to file rating plans providing for retrospective premium adjustments. Chapter 591 provides, among other things, that the allowable fees and other charges for medical treatment and services established by the WCC shall be reviewed by the WCC at least once every two years for completeness and reasonableness, and that WCC-adopted guidelines be revised accordingly.

employer may self-insure.

Workers' compensation insurance is a "long-tail" line of business, as claims may be open for long periods of time; benefits may be awarded in stages and in various combinations of disability determinations, and claims may be reopened at a later point in time resulting in the payment of additional benefits. All of these factors can make it difficult to accurately predict costs of workers' compensation claims.

Maryland's Workers' Compensation Commission's Medical Fee Guide is one tool Maryland has used to curtail medical cost increases and make it easier for workers' compensation insurers to predict cost of claims. In an effort to further decrease medical cost trends, some workers' compensation insurers have entered into contracts with Preferred Provider Organizations (PPOs). Providers contracting with a PPO may agree to accept a lower fee than that established by the Workers' Compensation Commission's Fee Guide. If an injured worker receives services from such a provider, the workers' compensation insurer pays the provider in accordance with the PPO contracted rate or the Workers' Compensation Commission's Medical Fee Guide, whichever is less. Furthermore, under the State's all-payer hospital rate setting system, workers' compensation insurers pay the same amount for hospital services as all other payers.

2015 Legislative Changes Impacting Workers' Compensation

HOUSE BILL 358 (Chapter 88) – Workers' Compensation Insurance-Cancellation and Nonrenewal – Notice

- Increases the number of days to at least 45 days before the date of cancellation or renewal within which an insurer is required to provide a specified notice to an employer before the insurer may cancel or refuse to renew the employer's workers' compensation insurance policy midterm/before its expiration for a reason other than nonpayment of premium.

- Specifies the notice must contain (1) the date the cancellation or nonrenewal takes effect and (2) the actual reason the insurer is proposing to cancel or refuse to renew the policy. The notice must also be filed with the Workers' Compensation Commission.

Effective Date: January 1, 2016

SENATE BILL 135 (Chapter 324) Workers' Compensation - Heart Disease and Hypertension Presumption - Anne Arundel County Detention Officers

- Extends to all Anne Arundel County detention officers an occupational disease presumption for heart disease or hypertension that is more severe than the individual's prior condition and that results in partial or total disability or death. Alters the definition of "public safety employee" to include Anne Arundel County detention officers, making these officers eligible for enhanced workers' compensation benefits. Provisions related to designation as a "public safety employee" must be construed to apply only prospectively and may not be applied or interpreted to have any effect on, or application to, any claims arising before the bill's effective date.

Effective Date: October 1, 2015

SENATE BILL 331 (Chapter 339) - Workers' Compensation-Baltimore County Deputy Sheriff

- Alters the definition of "public safety employee" to include a Baltimore County deputy sheriff *only* when the deputy sheriff sustains an accidental personal injury that arises out of and in the cause and scope of performing duties directly related to (1) courthouse security; (2) prisoner transportation; (3) service of warrants; (4) personnel management; or (5) other administrative duties. Designation as a "public safety employee" makes these officers eligible for enhanced workers' compensation benefits in those circumstances.

Effective Date: October 1, 2015

SENATE BILL 465 (Chapter 36) – Chesapeake Employers' Insurance Company

- Authorizes Chesapeake to establish, own, or control a subsidiary for any lawful purpose if the subsidiary: (1) is, or after acquisition will be, wholly owned by Chesapeake; (2) engages in a business activity that is ancillary to the workers' compensation insurance business; and (3) is operated for the purposes of benefiting Chesapeake.
- Requires that two of the board's nine members must be appointed by the Governor. The other seven members must be selected by policyholders under the procedures required by the board's bylaws. The Governor may only remove a member of the board for incompetence or misconduct if that member was appointed by the Governor; however, the policyholders may remove a member appointed by the policyholders at any time, with or without cause, by majority vote.

- Authorizes the Insurance Commissioner to remove a board member appointed by the policyholders for misconduct, incompetence, or malfeasance after notice and opportunity for a hearing. Board members are no longer required to take the oath required by the Maryland Constitution. The bill specifies the appointment dates and term limits of board members through 2029.

Outlines future changes as follows:

- Effective January 1, 2023, that Chesapeake is no longer exempt from Title 11 of the Insurance Article, which regulates insurance rates and ratemaking procedures and Chesapeake must join the rating organization chosen by the Insurance Commissioner and follow all reporting and ratemaking requirements in the same manner as all other workers' compensation insurers in the State.
- On or before October 1, 2016, and each following year through October 1, 2022, the rating organization, in consultation with Chesapeake, must submit a report to the Senate Finance Committee and the House Economic Matters Committee on the progress that Chesapeake has made in preparing to become a member of the rating organization.
- Effective January 1, 2022, the rating organization must create and maintain an exception in its occupation classification system to allow any authorized insurer in the State to use a single classification code for governmental occupations that are not already included in police, firefighter, and clerical classifications.
- Requires the Commissioner to review the State's self-insured workers' compensation program at least once every five years and submit a report to the State Treasurer.

Effective Date: October 1, 2015

Workers' Compensation Insurers

Ninety-nine insurance groups, including CEIC, offer workers' compensation insurance to Maryland employers. Together, these insurers had \$931,390,242 direct written premium in 2014. This represents 9.4% of the direct written premiums written by all property and casualty ("P&C") insurers, making workers' compensation insurance the third largest line in P&C insurance following auto insurance and homeowner's insurance. Exhibit 1 displays the workers' compensation share of total Property and Casualty industry ("Industry") written premium in the State for the period 2002 to 2014.

The top eight workers' compensation insurance groups, including CEIC, wrote 64.9% of the market in 2014. Table 1 below displays the market share for each of these insurance groups. CEIC is the largest writer of workers' compensation insurance in Maryland, with a market share of 23.8 percent in 2014.

Table 1: Market Share Largest Writers, 2013 and 2014		
Insurance Group	Percentage Market Share, 2014	Percentage Market Share, 2013
Chesapeake Employers Insurance Company	23.8	24.6
Hartford Fire and Casualty Group	11.6	12.5
Travelers Group	7.1	7.8
Erie Insurance Group	6.4	5.5
Zurich Insurance Group	4.4	3.5
American Insurance Group	4.3	3.5
Liberty Mutual Group	4.2	6.2
WR Berkley Corp Group	3.0	2.7

Exhibits 2 through 6 provide additional related data as follows:

- Exhibit 2 displays a comparison of the top eight workers' compensation insurance groups' market shares as referenced in Table 1. This exhibit shows market shares for these top eight workers' compensation writers for a twelve-year period from 2003 through 2014.
- Exhibit 3 displays a complete listing of the market shares for all Maryland workers' compensation insurer groups operating in Maryland. This information represents 2014 written premiums.
- Exhibit 4 displays the individual insurers associated with each workers' compensation insurer group.
- Exhibit 4a lists Maryland Excess Workers' Compensation Insurers. This coverage is designed for employers that self-insure up to a certain point, and then purchase additional coverage for risk beyond that point.
- Exhibit 5, page 1, compares CEIC's written premium to the Industry for the period 2002

through 2014.

- Exhibit 5, Page 2 illustrates that CEIC remains the largest workers' compensation insurer in Maryland. CEIC lost market share to other workers' compensation insurance groups in the insurance industry from 2005 through 2010, but reversed that trend in 2011 and gained an additional 1.3 % of the market in 2013.
- Exhibit 6 lists new entrants and re-entrants into the market for 2014. New entrants are companies with no written premium in 2012 and 2013. Re-entrants are those carriers that had premium in 2012, but no premium in 2013.

Premium Rates

Insurance premium rates can be regulated either through prior approval or through competitive rating (also known as "file and use"). Under prior approval, insurers must file their proposed rates with the MIA and may only begin to use those rates to determine the premium for a particular risk after the MIA has approved them. Under competitive rating, insurers file their proposed rates with the MIA and may begin to use those rates to determine the premium for a particular risk as soon as the MIA has received the filing.

In Maryland, workers' compensation insurance is a blend of prior approval and competitive rating. In this line, all insurers, with the exception of CEIC, are required to subscribe to the NCCI. NCCI is a licensed rating and advisory organization which files pure premium loss costs with the MIA. Pure premium loss costs reflect actual claim information submitted by insurers to the NCCI. Claim information includes lost wages and medical costs. The NCCI then aggregates this claim information for use in its pure premium loss costs filings. Pure premium loss costs do not, however, include any other costs associated with writing workers' compensation insurance, such as profit, commissions, taxes and the expenses associated

with providing the benefits to the injured worker (known as loss adjustment expenses). No insurer may use NCCI's pure premium loss costs until those costs have been approved by the MIA. The rates usually are effective beginning January 1 of each year.

Once the MIA has approved the NCCI's pure premium loss costs, insurers submit independent rate filings. These filings adopt the NCCI pure premium loss costs and then include the insurer's expense multipliers. The expense multiplier consists of the following elements from an insurer's expense and profit information: (1) commission; (2) general expense; (3) taxes, licenses and fees; and (4) profit. In addition, since the NCCI does not include loss adjustment expense in its pure premium loss cost filings, companies modify their expense multiplier to include a component for loss adjustment expense. The insurer's rates are derived by multiplying NCCI's pure premium loss costs by the insurer's calculated expense multiplier. These rate filings are made under competitive rating, which means that insurers may begin to charge premiums based on the specific expense multiplier as soon as it has been filed with the MIA.

CEIC is not required to join NCCI or adhere to the policy forms filed by NCCI. However, CEIC's ratemaking practices are reviewed by the MIA at least once every five years through the financial examination process.

A common measure to determine how much of the premium dollar is used to cover benefits is the loss ratio. A loss ratio of 70 percent, for example, means the insurer spent 70 cents of each dollar collected through direct written premium on benefits. As a group, workers' compensation insurers had a collective loss ratio of 69.2 percent. CEIC's loss ratio was 76.4% in 2013, and 87.9% in 2014. From the period of 2003 to 2014, CEIC's loss ratios generally have been higher than the rest of the Industry. (See Exhibit 7 for a comparison of CEIC's loss ratios to those of the Industry for the period 2003 to 2014).

Exhibits 8 through 12 illustrate various aspects of the history of NCCI pure premium loss

costs filings in the state of Maryland as follows:

- Exhibit 8 shows NCCI's Maryland statewide pure premium loss costs changes from 1998 through 2015 (the years represent the effective dates of each pure premium loss costs filing).
- Exhibit 9 displays Maryland's history of changes in pure premium loss costs by each industry group.
- Exhibit 10 displays, based on statewide payroll for the listed classifications, changes in the pure premium loss costs for businesses within each classification listed.
- Exhibit 11 displays the history of the component changes within each NCCI pure premium loss costs filing. This information is not available prior to 2004.
- Exhibit 12, Page 1 represents the cumulative impact of all NCCI statewide pure premium loss costs filings since 1990. Exhibit 12, Page 2 shows this cumulative impact on an industry group basis.

The NCCI filed its pure premium loss costs for Maryland with the MIA on July 28, 2015. The filing was approved by the MIA on September 3, 2015 with an effective date of January 1, 2016. The overall approved change for this filing is a decrease of 5.3 percent. This decrease is based on an improved claims experience, flat loss ratio trends, and an increase in indemnity and medical benefits.

A decrease in pure premium loss costs does not mean all employers will see a premium decrease. The premium an employer is charged depends on the employer's classification and other factors. Some employers may receive premium decreases while others may see premium increases.

Terrorism Risk Insurance Program

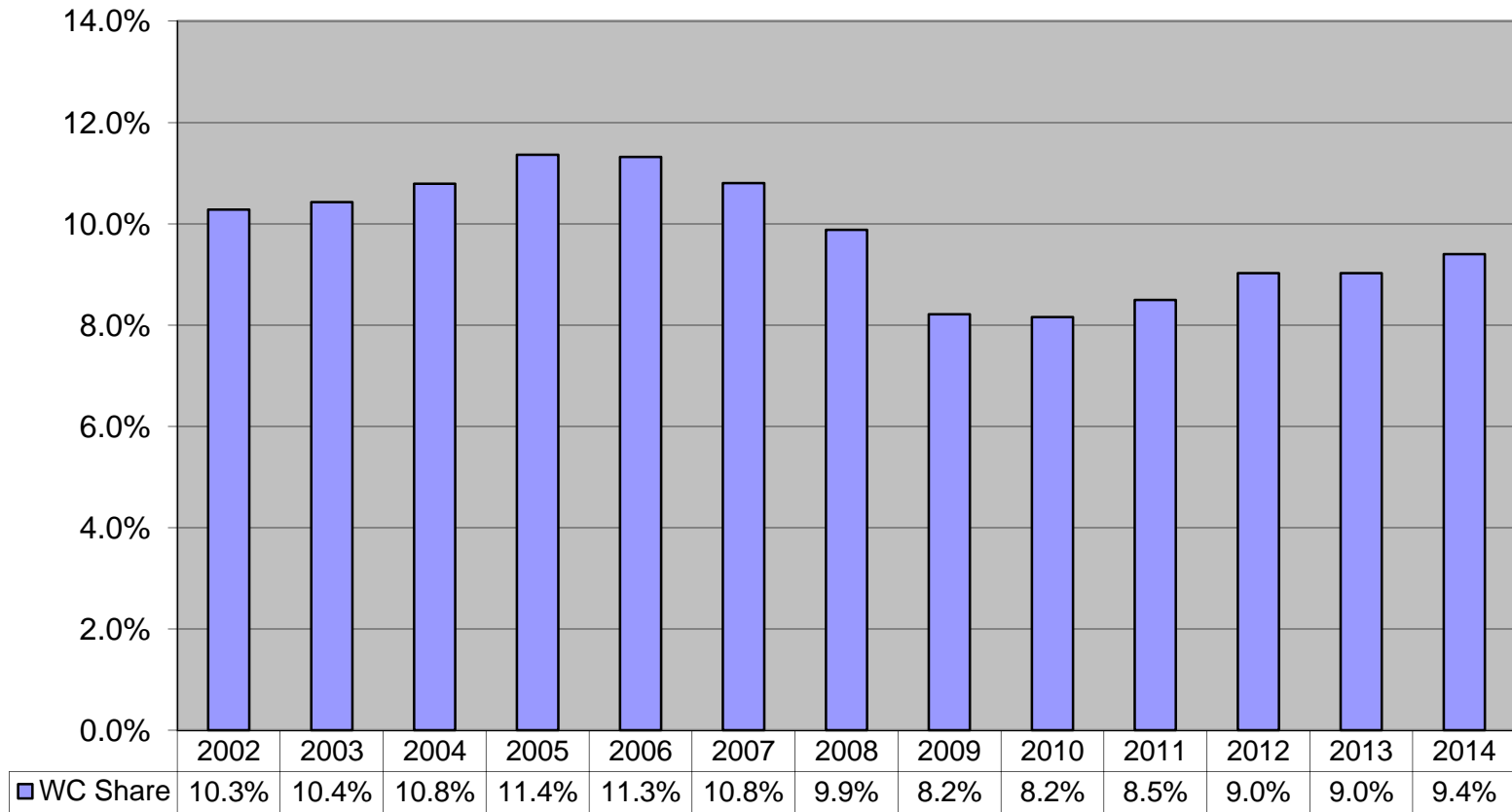
In 2002, Congress enacted the Terrorism Risk Insurance Act ("TRIA"), creating a federal

reinsurance program to assist insurance companies in paying for claims relating to acts of terrorism. The program was intended to be a temporary measure to allow time for insurers to develop solutions and products to insure against acts of terrorism. TRIA was set to expire in 2005, but was extended until 2007. In December of 2007, it was extended for another seven years until December 31, 2014. NCCI filed the loss costs with the MIA on July 24, 2014 to ensure time for a proper review and for insurers to adopt the filing and/or make changes to the loss costs multipliers they have on file. On January 12, the President signed into law TRIA of 2015, which amends the expiration date of TRIA to December 31, 2020. Given this extension, NCCI will not be making additional filings as a result of an increased exposure.

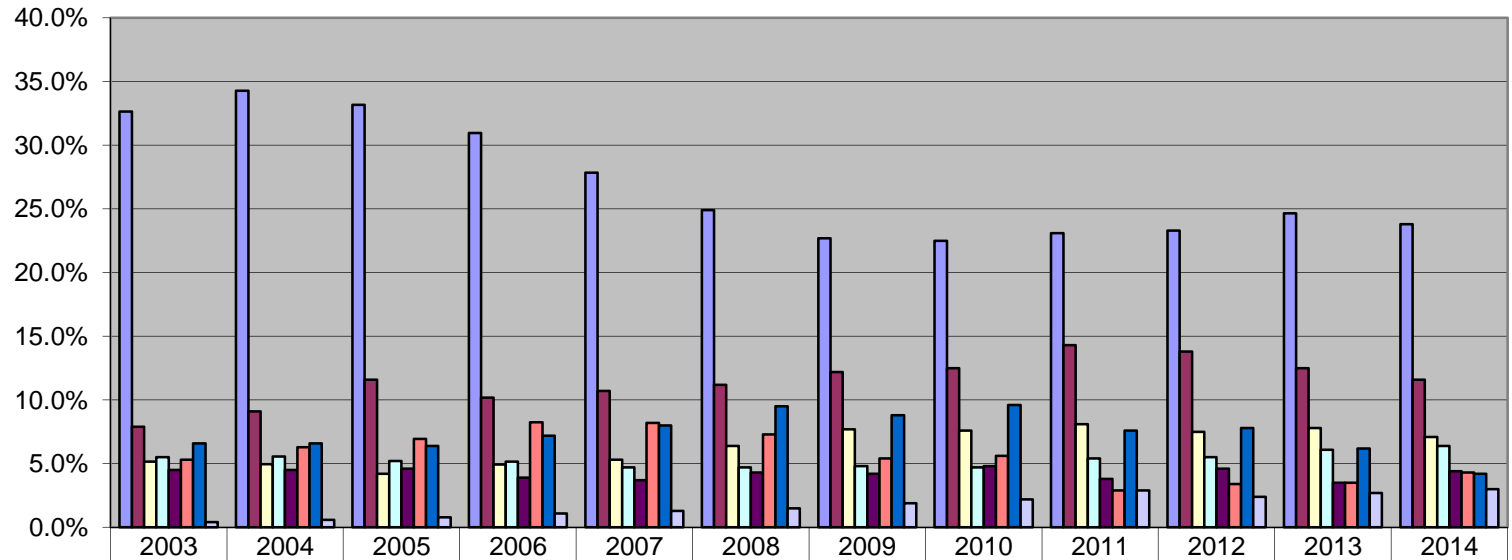
Conclusion

Ninety nine insurance groups reported workers' compensation insurance premium earned in Maryland. This line of insurance remains competitive. The NCCI filed its pure premium loss costs for Maryland with the MIA on July 28, 2015. The filing was approved by the MIA on September 3, 2015 with an effective date of January 1, 2016. The overall approved change for this filing is a decrease of 5.3 percent. This decrease is based on an improved claims experience, flat loss ratio trends, and an increase in indemnity and medical benefits.

Maryland Workers' Compensation Share of Overall Property & Casualty Industry Written Premium



Comparison of Large Insurance Group Market Shares in Maryland for 2003 through 2014



■ CEIC	32.6%	34.3%	33.2%	31.0%	27.8%	24.9%	22.7%	22.5%	23.1%	23.3%	24.6%	23.8%
■ Hartford Group	7.9%	9.1%	11.6%	10.2%	10.7%	11.2%	12.2%	12.5%	14.3%	13.8%	12.5%	11.6%
□ Travelers Group	5.2%	5.0%	4.2%	4.9%	5.3%	6.4%	7.7%	7.6%	8.1%	7.5%	7.8%	7.1%
□ Erie Insurance Group	5.5%	5.6%	5.2%	5.2%	4.7%	4.7%	4.8%	4.7%	5.4%	5.5%	6.1%	6.4%
■ Zurich Group	4.5%	4.5%	4.6%	3.9%	3.7%	4.3%	4.2%	4.8%	3.8%	4.6%	3.5%	4.4%
■ American International Group	5.3%	6.3%	6.9%	8.3%	8.2%	7.3%	5.4%	5.6%	2.9%	3.4%	3.5%	4.3%
■ Liberty Mutual Group	6.6%	6.6%	6.4%	7.2%	8.0%	9.5%	8.8%	9.6%	7.6%	7.8%	6.2%	4.2%
□ WR Berkley Group	0.4%	0.6%	0.8%	1.1%	1.3%	1.5%	1.9%	2.2%	2.9%	2.4%	2.7%	3.0%

Maryland Workers' Compensation Market Share by Insurer Group

2014 Rank	2014 Group Code	Group Name	2014 Written Premium	2014 Group Market Share	2014 Cumulative Group Market Share
1	0	CHESAPEAKE EMPLOYERS INS CO	221,398,826	23.8%	23.8%
2	91	HARTFORD FIRE & CAS GRP	108,316,093	11.6%	35.4%
3	3548	TRAVELERS GRP	66,288,698	7.1%	42.5%
4	213	ERIE INS GRP	59,486,638	6.4%	48.9%
5	212	ZURICH INS GRP	40,904,420	4.4%	53.3%
6	12	AMERICAN INTL GRP	40,325,473	4.3%	57.6%
7	111	LIBERTY MUT GRP	39,389,592	4.2%	61.9%
8	98	WR BERKLEY CORP GRP	28,277,616	3.0%	64.9%
9	150	OLD REPUBLIC GRP	21,020,947	2.3%	67.1%
10	242	SELECTIVE INS GRP	20,359,266	2.2%	69.3%
11	140	NATIONWIDE CORP GRP	17,681,201	1.9%	71.2%
12	31	BERKSHIRE HATHAWAY GRP	17,608,189	1.9%	73.1%
13	2538	AMTRUST NGH GRP	17,537,329	1.9%	75.0%
14	38	CHUBB INC GRP	16,240,509	1.7%	76.7%
15	218	CNA INS GRP	13,864,100	1.5%	78.2%
16	572	BCBS OF MI GRP	13,291,108	1.4%	79.7%
17	626	ACE LTD GRP	12,083,645	1.3%	81.0%
18	4507	BUILDERS GRP	11,805,685	1.3%	82.2%
19	244	CINCINNATI FIN GRP	11,665,767	1.3%	83.5%
20	447	HARFORD GRP	10,658,058	1.1%	84.6%
21	175	STATE AUTO MUT GRP	9,783,389	1.1%	85.7%
22	250	DONEGAL GRP	8,196,006	0.9%	86.6%
23	680	AMERISAFE GRP	7,690,264	0.8%	87.4%
24	176	STATE FARM GRP	7,064,515	0.8%	88.1%
25	1279	ARCH INS GRP	6,744,430	0.7%	88.9%
26	88	THE HANOVER INS GRP	6,702,153	0.7%	89.6%
27	457	ARGONAUT GRP	6,133,672	0.7%	90.2%
28	2698	PROASSURANCE CORP GRP	6,072,590	0.7%	90.9%
29	271	PENNSYLVANIA NATL INS GRP	5,749,168	0.6%	91.5%
30	3363	EMPLOYERS HOLDINGS GRP	5,276,187	0.6%	92.1%

Maryland Workers' Compensation Market Share by Insurer Group

2014 Rank	2014 Group Code	Group Name	2014 Written Premium	2014 Group Market Share	2014 Cumulative Group Market Share
31	84	AMERICAN FINANCIAL GRP	4,516,693	0.5%	92.6%
32	796	QBE INS GRP	4,373,378	0.5%	93.0%
33	1285	XL AMER GRP	3,695,861	0.4%	93.4%
34	408	AMERICAN NATL FIN GRP	3,496,306	0.4%	93.8%
35	867	BALDWIN & LYONS GRP	3,028,730	0.3%	94.1%
36	7	FEDERATED MUT GRP	2,962,101	0.3%	94.4%
37	661	BCBS OF SC GRP	2,827,624	0.3%	94.8%
38	0	BRETHREN MUT INS CO	2,773,530	0.3%	95.1%
39	0	GUARANTEE INS CO	2,650,925	0.3%	95.3%
40	124	AMERISURE CO GRP	2,599,721	0.3%	95.6%
41	748	MEADOWBROOK INS GRP	2,582,516	0.3%	95.9%
42	169	SENTRY INS GRP	2,415,786	0.3%	96.2%
43	1120	EVEREST REINS HOLDINGS GRP	2,122,887	0.2%	96.4%
44	201	UTICA GRP	2,089,423	0.2%	96.6%
45	69	FARMERS INS GRP	2,037,696	0.2%	96.8%
46	640	MUTUAL BENEFIT GRP	2,012,577	0.2%	97.0%
47	228	WESTFIELD GRP	1,961,338	0.2%	97.2%
48	158	FAIRFAX FIN GRP	1,873,242	0.2%	97.4%
49	3098	TOKIO MARINE HOLDINGS INC GRP	1,803,314	0.2%	97.6%
50	311	MAIN STREET AMER GRP	1,731,455	0.2%	97.8%
51	1332	MAINE EMPLOYERS MUT INS GRP	1,683,346	0.2%	98.0%
52	0	BROTHERHOOD MUT INS CO	1,666,928	0.2%	98.2%
53	4715	MS & AD INS GRP	1,399,691	0.2%	98.3%
54	517	HANNOVER GRP	1,374,775	0.1%	98.5%
55	4670	STARR GRP	1,316,972	0.1%	98.6%
56	474	FCCI MUT INS GRP	1,311,117	0.1%	98.8%
57	1129	WHITE MOUNTAINS GRP	1,199,898	0.1%	98.9%
58	57	ELECTRIC INS GRP	1,151,681	0.1%	99.0%
59	0	CHURCH MUT INS CO	1,134,233	0.1%	99.1%
60	761	ALLIANZ INS GRP	876,596	0.1%	99.2%

Maryland Workers' Compensation Market Share by Insurer Group

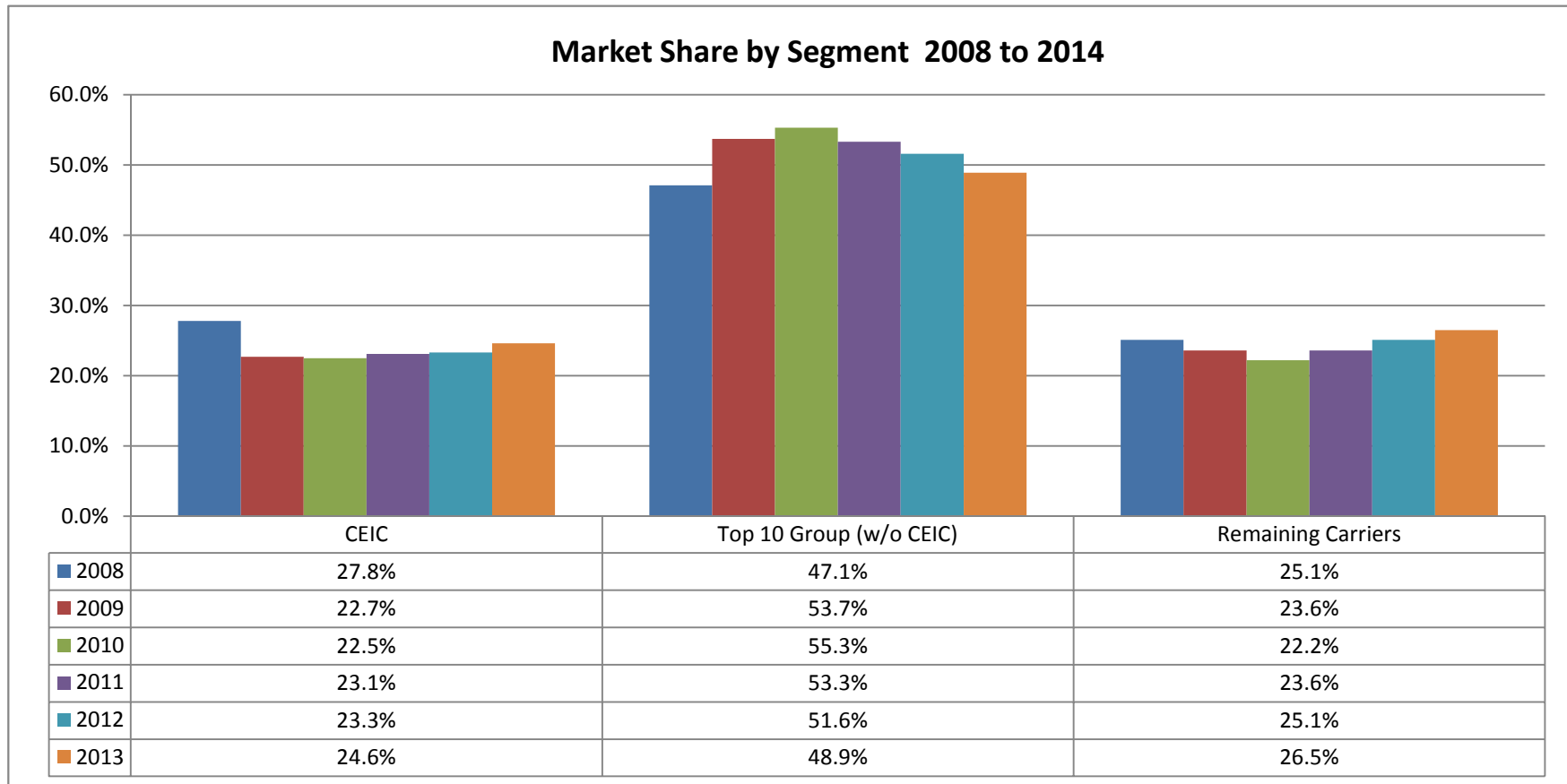
2014 Rank	2014 Group Code	Group Name	2014 Written Premium	2014 Group Market Share	2014 Cumulative Group Market Share
61	62	EMC INS CO GRP	758,655	0.1%	99.3%
62	812	HIGHMARK GRP	634,591	0.1%	99.4%
63	0	SOUTHERN STATES INS EXCH	565,471	0.1%	99.4%
64	349	FLORISTS MUT GRP	557,780	0.1%	99.5%
65	4725	ENSTAR GRP	464,824	0.0%	99.6%
66	785	MARKEL CORP GRP	422,084	0.0%	99.6%
67	3219	SOMPO JAPAN NIPPONKOA HOLDINGS INC GRP	416,956	0.0%	99.6%
68	594	AMERICAN CONTRACTORS INS GRP	373,654	0.0%	99.7%
69	303	GUIDEONE INS GRP	364,136	0.0%	99.7%
70	256	PROSIGHT GRP	354,921	0.0%	99.8%
71	4381	HOUSTON INTL INS GRP	237,373	0.0%	99.8%
72	0	CHEROKEE INS CO	235,727	0.0%	99.8%
73	361	MUNICH RE GRP	202,961	0.0%	99.8%
74	0	T H E INS CO	190,881	0.0%	99.9%
75	1302	BUILDERS INS GRP	164,292	0.0%	99.9%
76	0	LION INS CO	163,016	0.0%	99.9%
77	0	FRANK WINSTON CRUM INS CO	152,369	0.0%	99.9%
78	775	PHARMACISTS MUT GRP	146,994	0.0%	99.9%
79	0	BENCHMARK INS CO	146,028	0.0%	99.9%
80	0	LUMBERMENS UNDERWRITING ALLIANCE	119,690	0.0%	100.0%
81	225	IAT REINS CO GRP	108,542	0.0%	100.0%
82	0	ADVANTAGE WORKERS COMP INS CO	103,998	0.0%	100.0%
83	853	PUBLIC SERV GRP	102,575	0.0%	100.0%
84	783	RLI INS GRP	99,127	0.0%	100.0%
85	922	AMERICAN ASSETS GRP	82,564	0.0%	100.0%
86	222	GREATER NY GRP	77,761	0.0%	100.0%
87	4829	TREBUCHET INS GRP	77,482	0.0%	100.0%
88	553	ARROWPOINT CAPITAL GRP	67,696	0.0%	100.0%
89	0	SAMSUNG FIRE & MARINE INS CO LTD	29,760	0.0%	100.0%
90	0	FEDERATED RURAL ELECTRIC INS EXCH	16,048	0.0%	100.0%

Maryland Workers' Compensation Market Share by Insurer Group

2014 Rank	2014 Group Code	Group Name	2014 Written Premium	2014 Group Market Share	2014 Cumulative Group Market Share
91	0	WORK FIRST CAS CO	7,077	0.0%	100.0%
92	93	STATE NATL GRP	4,372	0.0%	100.0%
93	0	PETROLEUM CAS CO	315	0.0%	100.0%
94	0	NATIONAL AMER INS CO	262	0.0%	100.0%
95	3494	JAMES RIVER GRP	208	0.0%	100.0%
96	1154	COVERYS GRP	-156	0.0%	100.0%
97	4795	ATLAS FINANCIAL HOLDINGS GRP	-6,300	0.0%	100.0%
98	3489	DELEK GRP	-9,247	0.0%	100.0%
99	4746	CATALINA HOLDINGS GRP	-330,119	0.0%	100.0%

931,390,242

Maryland Workers' Compensation Market Share by Insurer Group



Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
1	0	CHESAPEAKE EMPLOYERS INS	221,398,826	CHESAPEAKE EMPLOYERS INS CO	221,398,826
2	91	HARTFORD FIRE & CAS GRP	108,316,093	TWIN CITY FIRE INS CO CO	21,176,563
				TRUMBULL INS CO	17,441,971
				HARTFORD UNDERWRITERS INS CO	15,578,663
				HARTFORD INS CO OF THE MIDWEST	13,754,064
				SENTINEL INS CO LTD	12,360,657
				HARTFORD ACCIDENT & IND CO	8,666,512
				PROPERTY & CAS INS CO OF HARTFORD	7,042,586
				HARTFORD FIRE IN CO	6,504,075
				HARTFORD CAS INS CO	5,791,002
3	3548	TRAVELERS GRP	66,288,698	TRAVELERS IND CO	14,458,963
				CHARTER OAK FIRE INS CO	9,921,254
				TRAVELERS CAS INS CO OF AMER	7,845,266
				STANDARD FIRE INS CO	7,542,147
				FARMINGTON CAS CO	6,879,276
				PHOENIX INS CO	6,062,642
				TRAVELERS CAS & SURETY CO	4,165,830
				TRAVELERS IND CO OF CT	3,254,707
				TRAVELERS PROP CAS CO OF AMER	2,943,843
				TRAVELERS IND CO OF AMER	2,617,796
				FIDELITY & GUAR INS UNDERWRITERS INC	437,199
				ST PAUL FIRE & MARINE INS CO	206,960
				DISCOVER PROP & CAS INS CO	7,205
				UNITED STATES FIDELITY & GUAR CO	-24,953
				FIDELITY & GUAR INS CO	-29,437

Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
4	213	ERIE INS GRP	59,486,638	ERIE INS EXCH	25,095,603
				FLAGSHIP CITY INS CO	20,307,465
				ERIE INS CO OF NY	9,389,020
				ERIE INS CO	3,899,342
				ERIE INS PROP & CAS CO	795,208
5	212	ZURICH INS GRP	40,904,420	ZURICH AMER INS CO	23,369,956
				AMERICAN ZURICH INS CO	16,551,487
				ZURICH AMER INS CO OF IL	570,401
				AMERICAN GUAR & LIAB INS	431,347
				ASSURANCE CO OF AMER	49,673
				MARYLAND CAS CO	-6,152
				NORTHERN INS CO OF NY	-62,292
6	12	AMERICAN INTL GRP	40,325,473	NEW HAMPSHIRE INS CO	16,561,472
				INSURANCE CO OF THE STATE OF PA	6,324,122
				NATIONAL UNION FIRE INS CO OF PITTS	6,294,174
				COMMERCE & INDUSTRY INS CO	4,200,301
				GRANITE STATE INS CO	3,138,304
				AIG ASSUR CO	2,162,900
				AMERICAN HOME ASSUR CO	733,035
				ILLINOIS NATL INS CO	551,789
				AIG PROP CAS CO	336,716
				AIU INS CO	22,660

Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
7	111	LIBERTY MUT GRP	39,389,592	LIBERTY INS CORP	11,697,311
				LIBERTY MUT FIRE INS CO	5,229,538
				AMERICAN FIRE & CAS CO	3,232,106
				NETHERLANDS INS CO THE	2,972,015
				FIRST LIBERTY INS CORP	2,839,584
				OHIO SECURITY INS CO	2,514,691
				PEERLESS INS CO	2,269,571
				LM INS CORP	2,265,273
				EXCELSIOR INS CO	1,947,982
				EMPLOYERS INS OF WAUSAU	1,670,421
				MONTGOMERY MUT INS CO	959,420
				WEST AMER INS CO	630,434
				OHIO CAS INS CO	624,489
				PEERLESS IND INS CO	134,477
				LIBERTY MUT INS CO	93,526
				AMERICAN ECONOMY INS CO	87,671
				AMERICAN STATES INS CO	79,193
				WAUSAU UNDERWRITERS INS CO	61,032
				GENERAL INS CO OF AMER	41,908
				WAUSAU BUSINESS INS CO	23,714
FIRST NATL INS CO OF AMER	15,236				
8	98	WR BERKLEY CORP GRP	28,277,616	STARNET INS CO	10,427,507
				KEY RISK INS CO	4,321,253
				FIREMENS INS CO OF WASHINGTON DC	3,903,208
				GREAT DIVIDE INS CO	2,570,669
				CONTINENTAL WESTERN INS CO	2,495,284
				CAROLINA CAS INS CO	1,924,350
				UNION INS CO	1,408,162
				ACADIA INS CO	632,645
				BERKLEY NATL INS CO	307,898
				AMERICAN MINING INS CO	219,946
				BERKLEY REGIONAL INS CO	46,859
				MIDWEST EMPLOYERS CAS CO	10,447
				TRI STATE INS CO OF MN	10,223
RIVERPORT INS CO	-835				

Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
9	150	OLD REPUBLIC GRP	21,020,947	PENNSYLVANIA MANUFACTURERS ASSOC IN	10,148,544
				OLD REPUBLIC INS CO	3,006,711
				MANUFACTURERS ALLIANCE INS CO	2,554,412
				OLD REPUBLIC GEN INS CORP	2,392,010
				GREAT WEST CAS CO	1,390,749
				PENNSYLVANIA MANUFACTURERS IND CO	787,398
				BITCO GEN INS CORP	469,193
				BITCO NATL INS CO	271,930
10	242	SELECTIVE INS GRP	20,359,266	SELECTIVE INS CO OF AMER	7,089,871
				SELECTIVE WAY INS CO	6,880,988
				SELECTIVE INS CO OF THE SOUTHEAST	4,113,916
				SELECTIVE INS CO OF SC	2,274,491
11	140	NATIONWIDE CORP GRP	17,681,201	NATIONWIDE PROP & CAS INS CO	3,949,313
				NATIONWIDE MUT FIRE INS CO	3,944,455
				NATIONWIDE MUT INS CO	2,331,284
				HARLEYSVILLE WORCESTER INS CO	1,894,023
				AMCO INS CO	1,379,321
				NATIONWIDE AGRIBUSINESS INS CO	1,017,527
				DEPOSITORS INS CO	891,947
				HARLEYSVILLE INS CO	690,421
				ALLIED PROP & CAS INS CO	548,284
				HARLEYSVILLE PREFERRED INS CO	512,976
				NATIONAL CAS CO	493,825
FARMLAND MUT INS CO	27,825				
12	31	BERKSHIRE HATHAWAY GRP	17,608,189	CONTINENTAL IND CO	6,016,412
				BERKSHIRE HATHAWAY HOMESTATE INS CO	5,459,883
				NORGUARD INS CO	3,258,242
				AMGUARD INS CO	2,591,956
				EASTGUARD INS CO	248,705
				NATIONAL LIAB & FIRE INS CO	32,991

Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
13	2538	AMTRUST NGH GRP	17,537,329	TECHNOLOGY INS CO INC	8,771,428
				WESCO INS CO	6,855,763
				SECURITY NATL INS CO	1,373,620
				FIRST NONPROFIT INS CO	548,601
				TOWER INS CO OF NY	9,944
				PRESERVER INS CO	-679
				TOWER NATL INS CO	-21,348
14	38	CHUBB INC GRP	16,240,509	FEDERAL INS CO	8,461,437
				CHUBB IND INS CO	3,345,591
				PACIFIC IND CO	2,096,948
				GREAT NORTHERN INS CO	905,970
				VIGILANT INS CO	845,294
				CHUBB NATL INS CO	585,269
15	218	CNA INS GRP	13,864,100	CONTINENTAL CAS CO	4,043,016
				AMERICAN CAS CO OF READING PA	2,695,582
				TRANSPORTATION INS CO	2,521,215
				NATIONAL FIRE INS CO OF HARTFORD	2,346,567
				VALLEY FORGE INS CO	1,747,656
				CONTINENTAL INS CO	510,064
16	572	BCBS OF MI GRP	13,291,108	ACCIDENT FUND INS CO OF AMER	7,056,533
				ACCIDENT FUND GEN INS CO	4,242,202
				ACCIDENT FUND NATL INS CO	1,899,004
				UNITED WI INS CO	93,369
17	626	ACE LTD GRP	12,083,645	INDEMNITY INS CO OF NORTH AMER	6,771,430
				ACE AMER INS CO	4,955,959
				PENN MILLERS INS CO	169,049
				BANKERS STANDARD INS CO	148,795
				ACE PROP & CAS INS CO	20,502
				ACE FIRE UNDERWRITERS INS CO	13,523
				PACIFIC EMPLOYERS INS CO	4,387

Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
18	4507	BUILDERS GRP	11,805,685	BUILDERS MUT INS CO BUILDERS PREMIER INS CO	10,807,868 997,817
19	244	CINCINNATI FIN GRP	11,665,767	CINCINNATI CAS CO THE CINCINNATI IND CO CINCINNATI INS CO	5,114,768 3,762,179 2,788,820
20	447	HARFORD GRP	10,658,058	HARFORD MUT INS CO FIRSTLINE NATL INS CO	10,313,964 344,094
21	175	STATE AUTO MUT GRP	9,783,389	AMERICAN COMPENSATION INS CO MERIDIAN SECURITY INS CO STATE AUTO PROP & CAS INS CO STATE AUTOMOBILE MUT INS CO PLAZA INS CO	5,394,210 1,477,136 1,421,899 1,399,029 91,115
22	250	DONEGAL GRP	8,196,006	PENINSULA IND CO ATLANTIC STATES INS CO DONEGAL MUT INS CO PENINSULA INS CO	3,157,388 3,114,810 1,452,022 471,786
23	680	AMERISAFE GRP	7,690,264	AMERICAN INTERSTATE INS CO	7,690,264
24	176	STATE FARM GRP	7,064,515	STATE FARM FIRE & CAS CO	7,064,515
25	1279	ARCH INS GRP	6,744,430	ARCH INS CO	6,744,430
26	88	THE HANOVER INS GRP	6,702,153	MASSACHUSETTS BAY INS CO HANOVER INS CO HANOVER AMER INS CO ALLMERICA FIN BENEFIT INS CO NOVA CAS CO ALLMERICA FIN ALLIANCE INS CO CITIZENS INS CO OF AMER	2,424,961 1,641,971 1,201,763 1,075,700 225,746 132,591 -579

Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
27	457	ARGONAUT GRP	6,133,672	ROCKWOOD CAS INS CO	3,300,350
				ARGONAUT INS CO	1,335,337
				COLONY SPECIALTY INS CO	946,759
				ARGONAUT MIDWEST INS CO	551,226
28	2698	PROASSURANCE CORP GRP	6,072,590	EASTERN ALLIANCE INS CO	3,806,477
				ALLIED EASTERN IND CO	1,866,815
				EASTERN ADVANTAGE ASSUR CO	399,298
29	271	PENNSYLVANIA NATL INS GRP	5,749,168	PENN NATL SECURITY INS CO	3,201,359
				PENNSYLVANIA NATL MUT CAS INS CO	2,547,809
30	3363	EMPLOYERS HOLDINGS GRP	5,276,187	EMPLOYERS PREFERRED INS CO	3,745,131
				EMPLOYERS ASSUR CO	1,531,056
31	84	AMERICAN FINANCIAL GRP	4,516,693	VANLINER INS CO	1,999,732
				GREAT AMER ALLIANCE INS CO	1,060,719
				NATIONAL INTERSTATE INS CO	772,086
				GREAT AMER INS CO OF NY	649,775
				GREAT AMER INS CO	27,119
				GREAT AMER ASSUR CO	7,262
32	796	QBE INS GRP	4,373,378	QBE INS CORP	1,943,663
				PRAETORIAN INS CO	1,663,243
				STONINGTON INS CO	538,141
				NORTH POINTE INS CO	172,427
				GENERAL CAS CO OF WI	50,510
				REGENT INS CO	5,394
33	1285	XL AMER GRP	3,695,861	XL SPECIALTY INS CO	2,672,189
				XL INS AMER INC	729,284
				GREENWICH INS CO	294,388
34	408	AMERICAN NATL FIN GRP	3,496,306	UNITED FARM FAMILY INS CO	3,496,306

Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
35	867	BALDWIN & LYONS GRP	3,028,730	PROTECTIVE INS CO	3,028,730
36	7	FEDERATED MUT GRP	2,962,101	FEDERATED MUT INS CO FEDERATED SERV INS CO	2,704,568 257,533
37	661	BCBS OF SC GRP	2,827,624	COMPANION PROP & CAS INS CO COMPANION COMMERCIAL INS CO	1,959,164 868,460
38	0	BRETHREN MUT INS CO	2,773,530	BRETHREN MUT INS CO	2,773,530
39	0	GUARANTEE INS CO	2,650,925	GUARANTEE INS CO	2,650,925
40	124	AMERISURE CO GRP	2,599,721	AMERISURE MUT INS CO AMERISURE INS CO AMERISURE PARTNERS INS CO	1,701,202 731,929 166,590
41	748	MEADOWBROOK INS GRP	2,582,516	STAR INS CO	2,582,516
42	169	SENTRY INS GRP	2,415,786	SENTRY INS A MUT CO SENTRY SELECT INS CO MIDDLESEX INS CO	1,605,764 747,071 62,951
43	1120	EVEREST REINS HOLDINGS GRP	2,122,887	EVEREST NATL INS CO	2,122,887
44	201	UTICA GRP	2,089,423	REPUBLIC FRANKLIN INS CO UTICA MUT INS CO GRAPHIC ARTS MUT INS CO	865,516 777,071 446,836
45	69	FARMERS INS GRP	2,037,696	FOREMOST INS CO GRAND RAPIDS MI FOREMOST SIGNATURE INS CO FOREMOST PROP & CAS INS CO TRUCK INS EXCH MID CENTURY INS CO FARMERS INS EXCH	1,474,102 180,918 178,804 128,986 67,101 7,785

Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
46	640	MUTUAL BENEFIT GRP	2,012,577	MUTUAL BENEFIT INS CO SELECT RISK INS CO	1,613,483 399,094
47	228	WESTFIELD GRP	1,961,338	WESTFIELD INS CO WESTFIELD NATL INS CO AMERICAN SELECT INS CO	1,409,311 458,739 93,288
48	158	FAIRFAX FIN GRP	1,873,242	UNITED STATES FIRE INS CO ZENITH INS CO NORTH RIVER INS CO CRUM & FORSTER IND CO SENECA INS CO INC	876,260 552,788 313,137 70,861 60,196
49	3098	TOKIO MARINE HOLDINGS INC C	1,803,314	SAFETY NATL CAS CORP TOKIO MARINE AMER INS CO TNUS INS CO TRANS PACIFIC INS CO SAFETY FIRST INS CO	1,262,349 329,868 116,186 81,327 13,584
50	311	MAIN STREET AMER GRP	1,731,455	NGM INS CO	1,731,455
51	1332	MAINE EMPLOYERS MUT INS GF	1,683,346	MEMIC IND CO MAINE EMPLOYERS MUT INS CO	1,683,252 94
52	0	BROTHERHOOD MUT INS CO	1,666,928	BROTHERHOOD MUT INS CO	1,666,928
53	4715	MS & AD INS GRP	1,399,691	mitsui sumitomo ins co of amer mitsui sumitomo ins usa inc	1,385,397 14,294
54	517	HANNOVER GRP	1,374,775	HDI GERLING AMER INS CO	1,374,775
55	4670	STARR GRP	1,316,972	STARR IND & LIAB CO	1,316,972

Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
56	474	FCCI MUT INS GRP	1,311,117	FCCI INS CO NATIONAL TRUST INS CO MONROE GUAR INS CO	794,033 498,607 18,477
57	1129	WHITE MOUNTAINS GRP	1,199,898	ATLANTIC SPECIALTY INS CO OBI NATL INS CO	1,179,469 20,429
58	57	ELECTRIC INS GRP	1,151,681	ELECTRIC INS CO	1,151,681
59	0	CHURCH MUT INS CO	1,134,233	CHURCH MUT INS CO	1,134,233
60	761	ALLIANZ INS GRP	876,596	ASSOCIATED IND CORP NATIONAL SURETY CORP AMERICAN INS CO FIREMANS FUND INS CO AMERICAN AUTOMOBILE INS CO	422,930 190,715 157,454 75,123 30,374
61	62	EMC INS CO GRP	758,655	EMCASCO INS CO EMPLOYERS MUT CAS CO	618,570 140,085
62	812	HIGHMARK GRP	634,591	HIGHMARK CAS INS CO	634,591
63	0	SOUTHERN STATES INS EXCH	565,471	SOUTHERN STATES INS EXCH	565,471
64	349	FLORISTS MUT GRP	557,780	FLORISTS MUT INS CO	557,780
65	4725	ENSTAR GRP	464,824	SEABRIGHT INS CO	464,824
66	785	MARKEL CORP GRP	422,084	MARKEL INS CO	422,084
67	3219	SOMPO JAPAN NIPPONKOA HOL	416,956	SOMPO JAPAN INS CO OF AMER	416,956
68	594	AMERICAN CONTRACTORS INS	373,654	ACIG INS CO	373,654

Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
69	303	GUIDEONE INS GRP	364,136	GUIDEONE MUT INS CO GUIDEONE SPECIALTY MUT INS CO	299,217 64,919
70	256	PROSIGHT GRP	354,921	NEW YORK MARINE & GEN INS CO	354,921
71	4381	HOUSTON INTL INS GRP	237,373	IMPERIUM INS CO	237,373
72	0	CHEROKEE INS CO	235,727	CHEROKEE INS CO	235,727
73	361	MUNICH RE GRP	202,961	AMERICAN ALT INS CORP AMERICAN FAMILY HOME INS CO AMERICAN MODERN HOME INS CO	128,207 58,885 15,869
74	0	T H E INS CO	190,881	T H E INS CO	190,881
75	1302	BUILDERS INS GRP	164,292	ASSOCIATION INS CO VININGS INS CO	160,656 3,636
76	0	LION INS CO	163,016	LION INS CO	163,016
77	0	FRANK WINSTON CRUM INS CO	152,369	FRANK WINSTON CRUM INS CO	152,369
78	775	PHARMACISTS MUT GRP	146,994	PHARMACISTS MUT INS CO	146,994
79	0	BENCHMARK INS CO	146,028	BENCHMARK INS CO	146,028
80	0	LUMBERMENS UNDERWRITING	119,690	LUMBERMENS UNDERWRITING ALLIANCE	119,690
81	225	IAT REINS CO GRP	108,542	TRANSGUARD INS CO OF AMER INC	108,542
82	0	ADVANTAGE WORKERS COMP II	103,998	ADVANTAGE WORKERS COMP INS CO	103,998

Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
83	853	PUBLIC SERV GRP	102,575	PUBLIC SERV INS CO	102,575
84	783	RLI INS GRP	99,127	RLI INS CO	99,127
85	922	AMERICAN ASSETS GRP	82,564	INSURANCE CO OF THE WEST	82,564
86	222	GREATER NY GRP	77,761	GREATER NY MUT INS CO	77,761
87	4829	TREBUCHET INS GRP	77,482	BEDIVERE INS CO	48,018
				EMPLOYERS FIRE INS CO	43,477
				ONEBEACON AMER INS CO	-14,013
88	553	ARROWPOINT CAPITAL GRP	67,696	ARROWOOD IND CO	67,696
89	0	SAMSUNG FIRE & MARINE INS C	29,760	SAMSUNG FIRE & MARINE INS CO LTD	29,760
90	0	FEDERATED RURAL ELECTRIC I	16,048	FEDERATED RURAL ELECTRIC INS EXCH	16,048
91	0	WORK FIRST CAS CO	7,077	WORK FIRST CAS CO	7,077
92	93	STATE NATL GRP	4,372	STATE NATL INS CO INC	4,372

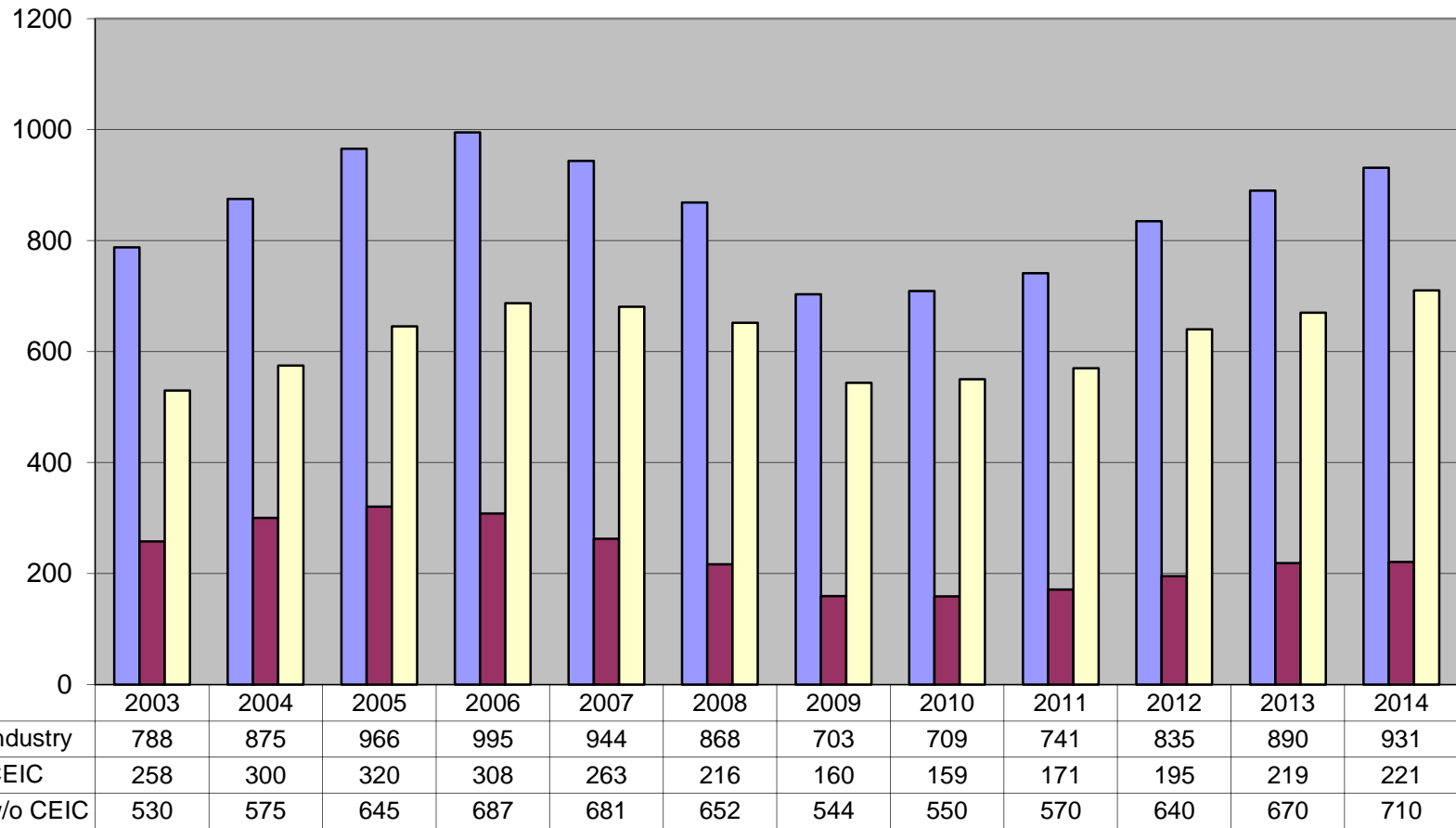
Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2014 Rank	Group Code	Company Name	2014 Group Premium	Company Name	2014 Company Premium
93	0	PETROLEUM CAS CO	315	PETROLEUM CAS CO	315
94	0	NATIONAL AMER INS CO	262	NATIONAL AMER INS CO	262
95	3494	JAMES RIVER GRP	208	FALLS LAKE NATL INS CO	208
96	1154	COVERYS GRP	-156	PREFERRED PROFESSIONAL INS CO	-156
97	4795	ATLAS FINANCIAL HOLDINGS GF	-6,300	GATEWAY INS CO	-6,300
98	3489	DELEK GRP	-9,247	SOUTHERN INS CO	-9,247
99	4746	CATALINA HOLDINGS GRP	-330,119	SPARTA INS CO	-330,119

Maryland Excess Workers' Compensation Insurers Including Each Company Within the Group

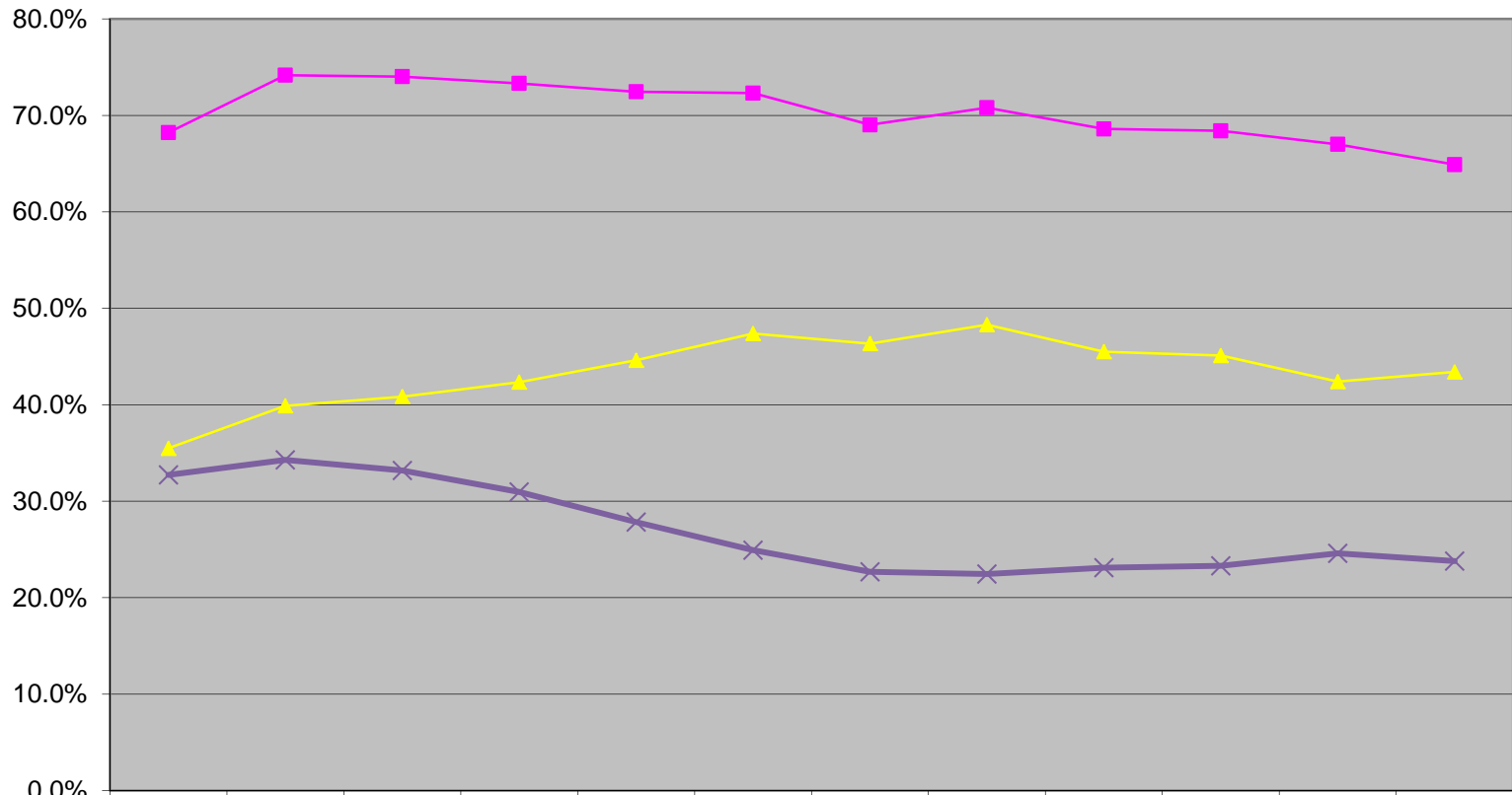
2014 Rank	Group Code	Insurer Group Name	2014 Group Premium	Company Name	2014 Written Premium
1	3098	TOKIO MARINE HOLDINGS INC GRP	7,763,930	SAFETY NATL CAS CORP	7,763,930
2	1279	ARCH INS GRP	811,411	ARCH INS CO	811,411
3	212	ZURICH INS GRP	783,824	ZURICH AMER INS CO	783,824
4	93	STATE NATL GRP	532,243	STATE NATL INS CO INC	532,243
5	12	AMERICAN INTL GRP	520,222	NATIONAL UNION FIRE INS CO OF PITT	520,222
6	626	ACE LTD GRP	426,816	ACE AMER INS CO	426,816
7	256	PROSIGHT GRP	387,627	NEW YORK MARINE & GEN INS CO	387,627
8	111	LIBERTY MUT GRP	244,310	LM INS CORP	244,310
9	3548	TRAVELERS GRP	202,079	TRAVELERS PROP CAS CO OF AMER	202,079
10	91	HARTFORD FIRE & CAS GRP	186,900	HARTFORD CAS INS CO	186,900
11	1285	XL AMER GRP	80,897	XL SPECIALTY INS CO	80,897
12	150	OLD REPUBLIC GRP	56,237	OLD REPUBLIC INS CO	56,237
13	748	MEADOWBROOK INS GRP	23,454	STAR INS CO	23,454
14	38	CHUBB INC GRP	9,818	GREAT NORTHERN INS CO	5,420
				FEDERAL INS CO	4,379
				PACIFIC IND CO	19
15	1208	GRAY INS GRP	5,447	GRAY INS CO	5,447
INDUSTRY TOTALS			12,035,215		

Maryland Industry vs CEIC Written Premium for 2003 through 2014 (in millions)



Industry information includes CEIC. Numbers may not add up exactly due to rounding.

Maryland Market Share of Top 8 Carriers - with and without CEIC



	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
■ Top 8	68.2%	74.2%	74.0%	73.3%	72.5%	72.3%	69.0%	70.8%	68.6%	68.4%	67.0%	64.9%
▲ Top 8 (w/o CEIC)	35.5%	39.9%	40.8%	42.3%	44.6%	47.4%	46.3%	48.3%	45.5%	45.1%	42.4%	43.4%
✕ CEIC	32.7%	34.3%	33.2%	31.0%	27.8%	24.9%	22.7%	22.5%	23.1%	23.3%	24.6%	23.8%

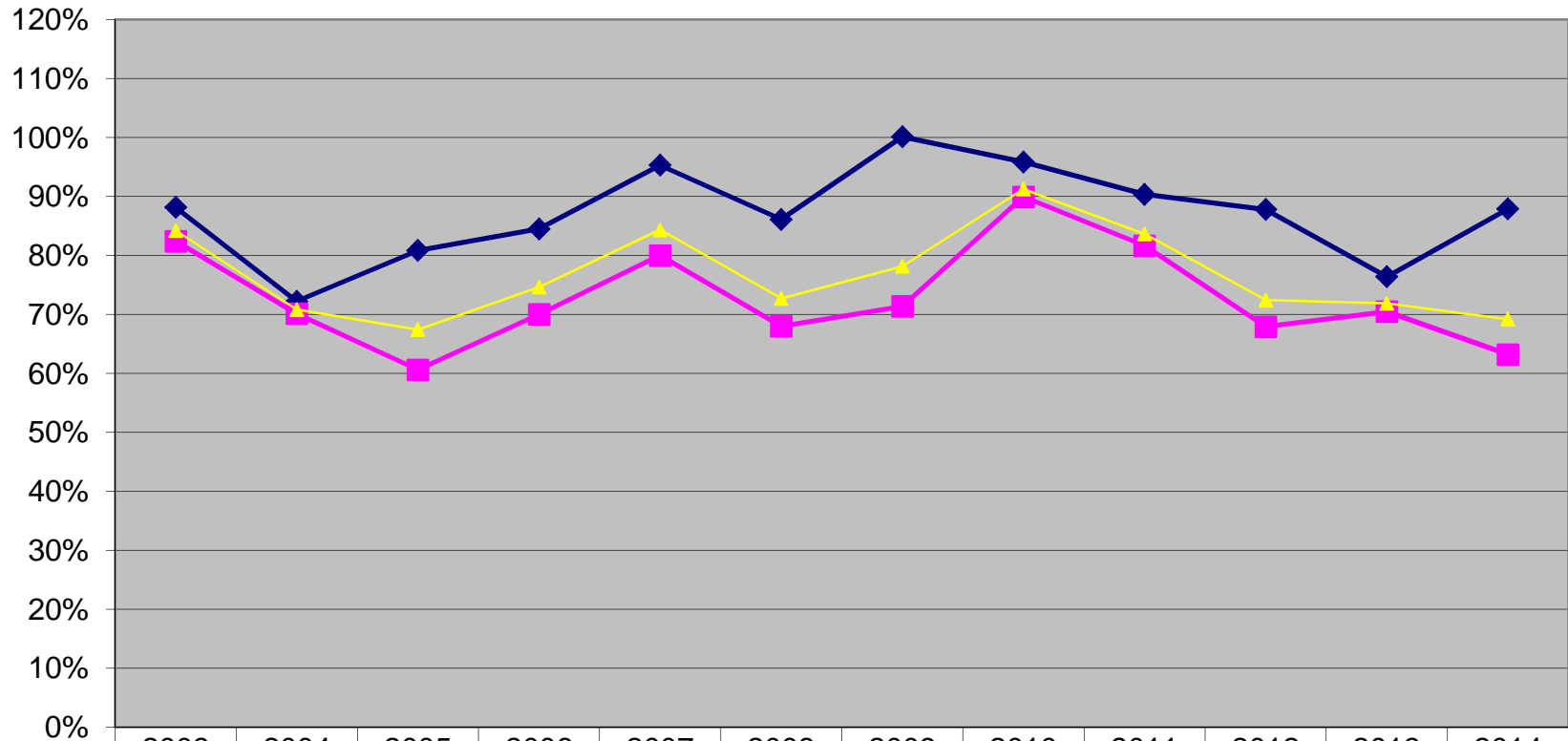
Maryland

RE-ENTRANTS			
2014 Group Code	2014 Company Code	2014 Company Name	2014 Premium
12	19380	AMERICAN HOME ASSUR CO	733,035
12	19402	AIG PROP CAS CO	336,716
0	41394	BENCHMARK INS CO	146,028
175	30945	PLAZA INS CO	91,115
98	23612	MIDWEST EMPLOYERS CAS CO	10,447
2538	44300	TOWER INS CO OF NY	9,944
626	22748	PACIFIC EMPLOYERS INS CO	4,387
0	12297	PETROLEUM CAS CO	315



NEW ENTRANTS			
2014 Group Code	2014 Company Code	2014 Company Name	2014 Premium
124	11050	AMERISURE PARTNERS INS CO	166,590
88	10212	ALLMERICA FIN ALLIANCE INS CO	132,591
361	23450	AMERICAN FAMILY HOME INS CO	58,885
31	20052	NATIONAL LIAB & FIRE INS CO	32,991
12	19399	AIU INS CO	22,660
361	23469	AMERICAN MODERN HOME INS CO	15,869
3548	36463	DISCOVER PROP & CAS INS CO	7,205
93	12831	STATE NATL INS CO INC	4,372
3494	31925	FALLS LAKE NATL INS CO	208
1332	11149	MAINE EMPLOYERS MUT INS CO	94

Maryland Industry vs CEIC Loss Ratios from 2003 through 2014

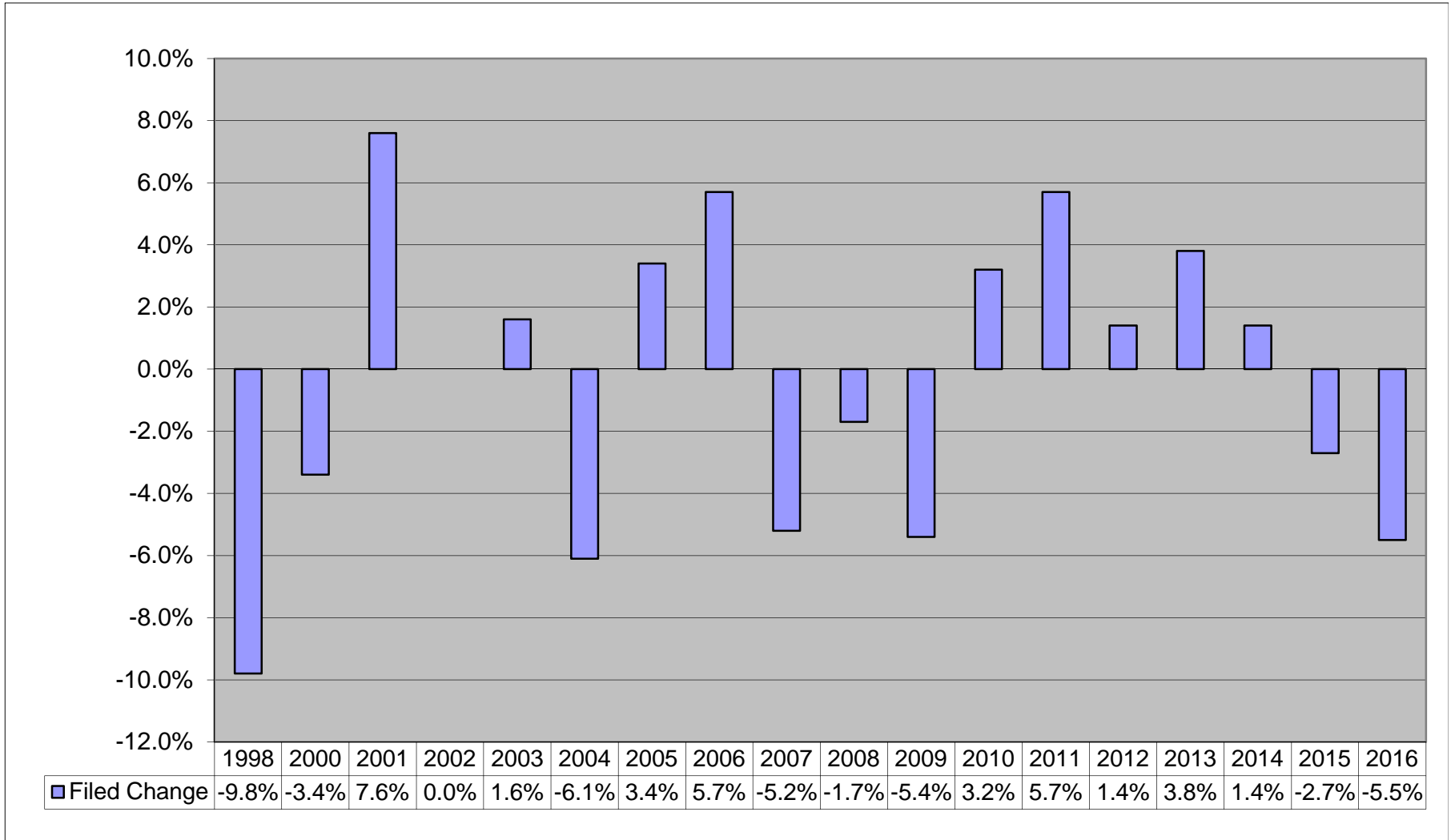


◆ CEIC	88.2%	72.2%	80.9%	84.5%	95.3%	86.1%	100.1%	95.9%	90.4%	87.8%	76.4%	87.9%
■ w/o CEIC	82.4%	70.1%	60.6%	70.0%	80.0%	68.0%	71.4%	89.9%	81.7%	67.9%	70.5%	63.2%
▲ Industry	84.2%	70.8%	67.4%	74.6%	84.4%	72.7%	78.2%	91.3%	83.7%	72.4%	71.9%	69.2%

Industry information includes CEIC.

Source - NAIC Line of Business Summary Report, which is compiled from information contained in the State Pages of the Insurers' Annual Statements. Loss Ratio equals Direct Incurred Losses divided by Direct Premiums Earned. Loss Adjustment Expenses are excluded.

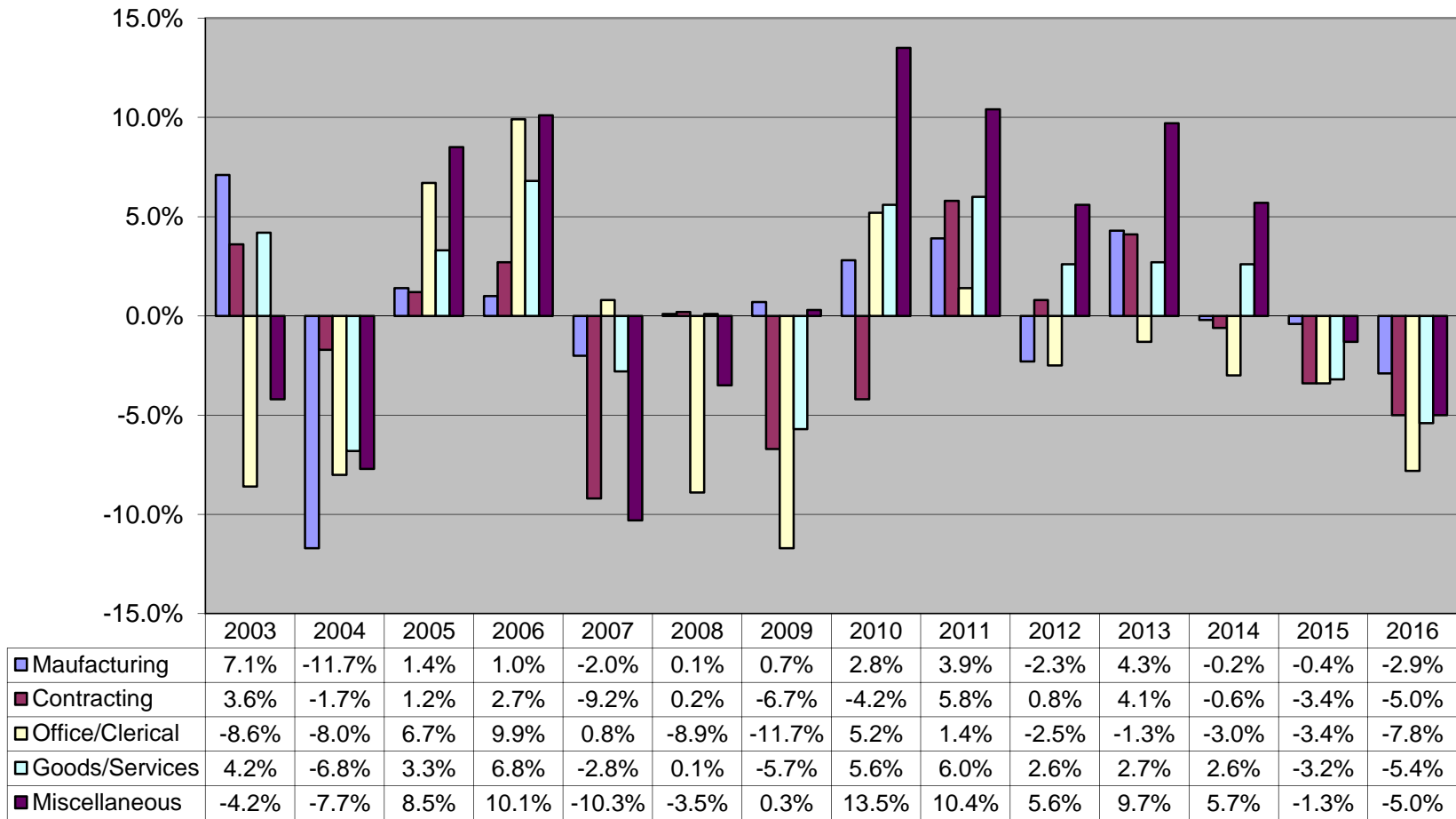
Comparison of Changes in NCCI Maryland Pure Premium Loss Cost Filings with the MIA for the Years 1998 through 2016



NOTES

1. No Pure Premium Loss Cost filings were submitted for 1999 and 2002
2. NCCI filed a Law Only revision effective 1/1/2002 with an impact of 1.3%

History of NCCI Maryland Pure Premium Loss Costs Changes by Industry Group for the Years 2003 through 2016



**Largest Payroll Classes by Industry Group for Maryland
(payroll information only available through 1st quarter 2013)**

Largest Manufacturing Classes	Latest Available Payroll	1/1/2016 Loss Cost	Change from 2005 to 2015	Change from 2014 to 2015	% of Statewide Payroll	% Change in Payroll from 2012 to 2013
TELEVISION, RADIO, TELEPHONE OR TELECOMMUNICATION DEVICE MFG NOC	211,817,112	0.73	37.7%	0.0%	0.27%	-8.2%
FOOD PRODUCTS MFG. NOC	172,317,182	2.08	11.8%	0.0%	0.22%	10.4%
INSTRUMENT MFG NOC	143,188,457	0.95	53.2%	-15.9%	0.18%	47.5%
PRINTING	135,837,737	1.89	17.4%	-0.5%	0.17%	-7.7%
SILK THREAD OR YARN MFG	135,220,466	1.72	59.3%	-12.7%	0.17%	188.6%
BAKERY & DRIVERS, ROUTE SUPERVISORS	131,333,052	4.97	110.6%	11.7%	0.17%	-2.6%
MACHINE SHOP NOC	126,003,265	2.10	-11.0%	-13.9%	0.16%	5.6%
DRUG, MEDICINE OR PHARMACEUTICAL PREPARATION, COMPOUNDING, OR B	118,232,182	0.82	-24.8%	2.5%	0.15%	-2.1%
AIRPLANE MFG	116,225,042	0.90	-15.1%	-13.5%	0.15%	-45.9%
PLASTICS MANUFACTURING: MOLDED PRODUCTS NOC	99,676,482	1.76	-21.8%	2.9%	0.13%	1.5%
SHEET METAL PRODUCTS MFG. - SHOP ONLY	96,821,873	2.34	1.3%	-7.1%	0.12%	1.7%
CHEMICAL MANUFACTURING NOC-ALL OPERATIONS & DRIVERS	69,282,624	2.53	158.2%	-2.7%	0.09%	8.2%
BOTTLING-ALL OPERATIONS & ROUTE SUPERVISORS, DRIVERS	66,302,641	3.75	-27.6%	-3.4%	0.08%	-2.8%
AUTOMOBILE ENGINE MFG	63,164,975	1.82	106.8%	-2.2%	0.08%	-5.2%
COMPUTING, RECORDING OR OFFICE MACHINE MFG NOC	62,162,296	0.75	-21.1%	-13.8%	0.08%	-62.5%
LAUNDRY NOC & ROUTE SUPERVISORS, DRIVERS	55,824,610	3.74	37.0%	-2.6%	0.07%	-4.2%
ELECTRICAL APPARATUS MFG NOC	54,890,595	1.47	-24.6%	-10.4%	0.07%	-21.0%
ICE CREAM MFG & DRIVERS	54,377,692	1.71	-37.1%	0.0%	0.07%	-13.3%
PRECISION MACHINED PARTS MFG NOC	53,651,044	1.46	24.8%	5.8%	0.07%	-4.0%
SERUM, ANTI-TOXIN OR VIRUS MFG & DRIVERS	53,620,232	0.40	-2.4%	-13.0%	0.07%	-25.0%
PAPER MFG	49,962,642	4.14	-3.9%	-1.4%	0.06%	0.7%
AIRCRAFT ENGINE MFG	44,365,062	1.11	-35.1%	-9.0%	0.06%	-3.5%
EXPLOSIVES OR AMMUNITION MFG: NOC & DRIVERS	44,121,179	2.38	-0.8%	1.3%	0.06%	-17.2%
FURNITURE MANUFACTURING AND CABINET SHOP - WOOD - NOC	42,797,325	2.77	3.0%	-1.8%	0.05%	1.8%
DRUG, MEDICINE OR PHARMACEUTICAL PREPARATION MFG & INCLUDES MFG	42,553,832	0.69	-16.9%	-2.8%	0.05%	10.5%
CLOTH, CANVAS AND RELATED PRODUCTS MFG. NOC	41,172,749	1.92	11.0%	-5.0%	0.05%	-33.2%
PHARMACEUTICAL OR SURGICAL GOODS MFG NOC	40,540,696	0.72	-4.0%	-8.9%	0.05%	-23.3%
CARPENTRY-SHOP ONLY-& DRIVERS	35,604,023	3.81	2.4%	20.2%	0.04%	14.9%
CREAMERY & ROUTE SUPERVISORS, DRIVERS	32,600,783	4.35	15.7%	-6.5%	0.04%	14.3%
LAUNDRY AND DRY CLEANING STORE-RETAIL-& ROUTE SUPERVISORS, DRIVE	32,311,289	1.51	1.3%	4.1%	0.04%	1.3%
CONSTRUCTION OR AGRICULTURAL MACHINERY MFG	28,533,135	2.24	-3.9%	-25.3%	0.04%	28.2%
SUGAR MANUFACTURING OR REFINING FROM SUGAR CANE OR SUGAR BEETS	26,852,188	3.99	29.5%	-6.1%	0.03%	0.0%
CEMENT MFG	25,906,373	3.23	33.5%	-11.7%	0.03%	-8.6%
PAINT MFG	25,557,506	1.38	-12.1%	-6.8%	0.03%	-0.8%
CORRUGATED OR FIBER BOARD CONTAINER MFG	24,262,937	2.60	-40.5%	-6.8%	0.03%	-0.3%
CONCRETE PRODUCTS MFG & DRIVERS	24,147,217	6.86	-4.2%	-1.3%	0.03%	16.1%

**Largest Payroll Classes by Industry Group for Maryland
(payroll information only available through 1st quarter 2013)**

Largest Manufacturing Classes	Latest Available Payroll	1/1/2016 Loss Cost	Change from 2005 to 2015	Change from 2014 to 2015	% of Statewide Payroll	% Change in Payroll from 2012 to 2013
ELECTRIC POWER OR TRANSMISSION EQUIPMENT MFG	23,904,781	2.42	26.7%	-5.1%	0.03%	-6.7%
OXYGEN OR HYDROGEN MFG & DRIVERS	22,852,484	2.97	65.9%	-5.7%	0.03%	-6.1%
SOAP OR SYNTHETIC DETERGENT MFG	22,197,875	1.93	22.9%	-2.0%	0.03%	-2.8%
FURNITURE MANUFACTURING AND CABINET SHOP - ASSEMBLY BY HAND - WC	21,417,168	1.86	2.2%	0.0%	0.03%	-4.9%
WIRE GOODS MFG NOC	21,404,208	3.04	21.1%	-8.7%	0.03%	44.5%
FABRIC COATING OR IMPREGNATING NOC	21,239,054	1.87	-25.5%	2.7%	0.03%	11.3%
PLASTICS MFG: FABRICATED PRODUCTS NOC	20,608,367	2.63	6.0%	4.8%	0.03%	-2.3%
HOUSE FURNISHINGS INSTALLATION NOC & UPHOLSTERING	19,812,234	3.67	22.7%	5.8%	0.02%	7.0%
IRON OR STEEL: FABRICATION: IRON WORKS-SHOP-ORNAMENTAL-& DRIVERS	19,189,673	5.92	6.7%	-6.0%	0.02%	10.7%
NEWSPAPER PUBLISHING	19,105,032	3.52	63.0%	12.5%	0.02%	-22.5%
POTATO CHIP, POPCORN & SNACK CHIP MFG. NOC	17,853,268	1.00	(3)	-14.5%	0.02%	13.7%
MEAT PRODUCTS MFG NOC	17,320,245	3.18	-0.6%	-5.6%	0.02%	-15.9%
CAN MFG	16,903,410	1.47	-44.9%	-17.4%	0.02%	12.2%
OPTICAL GOODS MFG. NOC	15,797,660	0.55	(3)	1.9%	0.02%	31.3%
VALVE MFG	14,640,035	1.31	-24.3%	-9.7%	0.02%	0.2%
PAINTING: SHOP ONLY & DRIVERS	14,636,932	2.17	-3.6%	-6.5%	0.02%	16.5%
METAL STAMPED GOODS MFG NOC	14,508,655	2.84	-8.1%	-0.7%	0.02%	7.6%
IRON OR STEEL: FABRICATION: IRON OR STEEL WORKS-SHOP-STRUCTURAL-8	13,713,303	7.19	-8.5%	-9.8%	0.02%	-4.1%
BUILDING OR ROOFING PAPER OR FELT PREPARATION-NO INSTALLATION	13,161,655	1.61	-46.2%	-27.8%	0.02%	24.6%
KNIT GOODS MFG NOC	13,055,450	1.15	-12.2%	0.9%	0.02%	15.2%
PUMP MFG	12,597,646	1.56	0.6%	-1.3%	0.02%	1.9%
ASPHALT WORKS OPERATED BY PAVING CONTRACTORS - PERMANENT LOCAL	12,438,614	6.88	-20.9%	4.7%	0.02%	13.2%
GEAR MFG OR GRINDING	12,015,213	1.92	-17.9%	-10.3%	0.02%	42.5%
DENTAL LABORATORY	11,851,182	0.54	25.6%	1.9%	0.01%	1.7%
SPIRITUOUS LIQUOR BOTTLING	11,780,259	5.26	48.6%	-3.5%	0.01%	-33.4%
CHEMICAL BLENDING AND MIXING NOC-ALL OPERATIONS & DRIVERS	11,411,333	1.64	62.4%	-7.9%	0.01%	-1.0%
ASPHALT OR TAR DISTILLING OR REFINING & DRIVERS	10,609,835	1.82	38.9%	-3.2%	0.01%	-5.3%
MATTRESS OR BOX SPRING MFG	10,276,367	2.65	-36.0%	-10.2%	0.01%	2.5%
PLASTER BOARD OR PLASTER BLOCK MFG & DRIVERS	9,929,958	1.52	-19.1%	5.6%	0.01%	0.5%
BATTERY MFG-STORAGE	9,915,571	1.47	26.7%	-13.5%	0.01%	19.9%
GLASS MERCHANT	9,295,062	3.53	-10.2%	-11.3%	0.01%	0.1%
PAPER GOODS MFG NOC	8,672,506	2.00	60.0%	-5.2%	0.01%	-12.9%
STONE CUTTING OR POLISHING NOC & DRIVERS	8,358,631	9.06	71.6%	8.2%	0.01%	2.5%
MILK PRODUCTS MFG NOC	8,240,956	2.60	-40.8%	-22.2%	0.01%	6.7%
OIL REFINING-PETROLEUM-& DRIVERS	8,136,819	4.60	95.7%	15.3%	0.01%	20.0%
ELECTRIC BULB MFG	7,961,878	1.15	(3)	9.5%	0.01%	4.5%

**Largest Payroll Classes by Industry Group for Maryland
(payroll information only available through 1st quarter 2013)**

Largest Manufacturing Classes	Latest Available Payroll	1/1/2016 Loss Cost	Change from 2005 to 2015	Change from 2014 to 2015	% of Statewide Payroll	% Change in Payroll from 2012 to 2013
RUBBER GOODS MFG NOC	7,862,667	2.85	-36.7%	-0.7%	0.01%	-1.3%
UPHOLSTERING	7,760,451	1.55	46.2%	-4.9%	0.01%	-1.0%
CANNERY NOC	7,087,124	2.75	40.3%	5.8%	0.01%	7.6%
BOOKBINDING	6,996,126	1.93	-0.5%	11.6%	0.01%	-13.5%
CANDY, CHOCOLATE AND CONFECTION MFG	6,845,215	2.30	-15.1%	-7.3%	0.01%	1.8%
PLASTICS MFG: SHEETS, RODS, OR TUBES	6,746,527	3.30	37.5%	-11.1%	0.01%	58.9%
HARDWARE MFG NOC	6,609,276	1.84	-46.0%	-24.6%	0.01%	-74.0%
AUTOMOBILE, BUS, TRUCK OR TRAILER BODY MFG: NOC	6,439,766	4.15	-1.0%	-5.7%	0.01%	3.5%
CABLE MFG-INSULATED ELECTRICAL	6,436,579	1.91	36.4%	21.7%	0.01%	-11.0%
CLEANING OR DYEING & ROUTE SUPERVISORS, DRIVERS	6,328,899	1.65	87.5%	-12.7%	0.01%	5.5%
POTTERY MFG: PORCELAIN WARE-MECHANICAL PRESS FORMING	6,302,698	3.26	0.3%	21.6%	0.01%	219.4%
BAG MFG. - PLASTIC OR PAPER	5,586,584	1.71	-8.1%	-9.5%	0.01%	6.9%
GRAIN OR FEED MILLING	4,951,429	5.63	8.3%	-2.9%	0.01%	5.6%
FRUIT JUICE MFG & DRIVERS	4,849,591	2.52	12.0%	-24.1%	0.01%	-1.6%
SIGN MFG-METAL	4,730,268	5.61	-8.0%	2.7%	0.01%	-12.0%
STATIONERY MFG	4,707,142	2.36	34.1%	-2.1%	0.01%	-7.5%
PICKLE MFG	4,504,697	2.35	32.8%	-5.2%	0.01%	1.9%
INK MFG	4,354,840	1.51	-1.3%	-5.0%	0.01%	-24.2%
FERTILIZER MFG & DRIVERS	3,981,746	3.14	-14.7%	-9.2%	0.01%	16.6%
BOOT OR SHOE MFG-RUBBER	3,930,213	2.48	87.9%	2.5%	0.00%	28.6%
MOTION PICTURE: DEVELOPMENT OF NEGATIVES, PRINTING AND ALL SUBSEC	3,926,244	0.72	-38.5%	-1.4%	0.00%	-19.3%
BOX OR BOX SHOOK MFG	3,776,410	4.25	9.0%	-3.2%	0.00%	-15.5%
BREWERY & DRIVERS	3,727,216	1.89	-23.5%	-16.7%	0.00%	24.2%
BRICK OR CLAY PRODUCTS MFG. NOC & DRIVERS	3,693,442	3.60	3.2%	-5.8%	0.00%	4.0%
YARN OR THREAD MFG-COTTON	3,661,712	1.49	-2.6%	-3.9%	0.00%	-0.3%
ICE MFG. OR DISTRIBUTION & DRIVERS	3,516,858	6.60	87.5%	3.8%	0.00%	-15.2%
PLANING OR MOLDING MILL	3,435,625	2.98	-47.1%	-9.7%	0.00%	6.0%
EMBROIDERY MFG	3,361,732	1.32	-21.4%	-9.0%	0.00%	-7.0%
ELECTRIC OR GAS LIGHTING FIXTURES MFG	3,217,378	2.96	60.9%	10.9%	0.00%	7.8%
ORE MILLING & DRIVERS	2,957,349	2.33	37.9%	-8.6%	0.00%	38.0%
PIPE OR TUBE MFG-IRON OR STEEL-& DRIVERS	2,765,496	2.69	-26.3%	-13.5%	0.00%	6.5%
SAW MILL	2,762,294	7.52	37.5%	-1.6%	0.00%	-7.9%
DRESSMAKING OR TAILORING-CUSTOM EXCLUSIVELY	2,726,406	1.12	-9.7%	-6.7%	0.00%	-8.8%
RENDERING WORKS NOC & DRIVERS	2,707,567	6.85	4.6%	-5.1%	0.00%	4.4%
JEWELRY MFG	2,625,485	1.10	-29.0%	-3.5%	0.00%	44.7%
ENGRAVING	2,613,602	1.73	50.4%	-6.0%	0.00%	6.0%

**Largest Payroll Classes by Industry Group for Maryland
(payroll information only available through 1st quarter 2013)**

Largest Contracting Classes	Latest Available Payroll	1/1/2016 Loss Cost	Change from 2005 to 2015	Change from 2014 to 2015	% of Statewide Payroll	% Change in Payroll from 2012 to 2013
CONTRACTOR--PROJECT MANAGER, CONSTRUCTION EXECUTIVE, CONSTRUC	603,730,567	0.96	-52.5%	-11.9%	0.76%	5.1%
ELECTRICAL WIRING-WITHIN BUILDINGS & DRIVERS	464,203,765	2.92	-39.7%	-8.8%	0.59%	0.8%
PLUMBING NOC & DRIVERS	341,850,539	4.37	-11.4%	-4.2%	0.43%	-3.8%
HEATING, VENTILATION, AIR-CONDITIONING AND REFRIGERATIONSYSTEMS-IN	285,972,930	3.98	-40.1%	-11.6%	0.36%	1.6%
BURGLAR AND FIRE ALARM INSTALLATION OR REPAIR & DRIVERS	187,799,856	1.50	-31.8%	-18.5%	0.24%	0.4%
MACHINERY OR EQUIPMENT ERECTION OR REPAIR NOC & DRIVERS	187,011,271	4.00	-17.2%	-17.5%	0.24%	0.3%
CONCRETE OR CEMENT WORK-FLOORS, DRIVEWAYS, YARDS OR SIDEWALKS	180,355,633	4.74	3.0%	8.7%	0.23%	-4.8%
CARPENTRY NOC	164,202,817	5.28	-22.2%	-9.9%	0.21%	17.5%
LANDSCAPE GARDENING & DRIVERS	150,486,950	5.90	52.5%	0.7%	0.19%	-13.8%
CARPENTRY-DETACHED ONE OR TWO FAMILY DWELLINGS	143,683,867	7.41	-1.9%	-10.9%	0.18%	1.0%
EXCAVATION & DRIVERS	133,394,566	4.60	11.9%	-4.0%	0.17%	-5.6%
PAINTING NOC & SHOP OPERATIONS, DRIVERS	112,871,180	4.61	-11.7%	-10.0%	0.14%	-2.0%
ELEVATOR ERECTION OR REPAIR	85,896,906	2.33	-46.6%	5.9%	0.11%	13.6%
CARPENTRY-INSTALLATION OF CABINET WORK OR INTERIOR TRIM	83,422,444	6.68	26.3%	-6.0%	0.11%	-4.6%
WALLBOARD, SHEETROCK, DRYWALL, PLASTERBOARD, OR CEMENT BOARD II	79,271,716	7.06	15.5%	19.9%	0.10%	16.0%
MASONRY NOC	77,166,305	7.10	-4.3%	1.0%	0.10%	-1.4%
CONSTRUCTION OR ERECTION PERMANENT YARD	72,886,087	6.05	21.7%	19.8%	0.09%	-3.9%
CONCRETE CONSTRUCTION NOC	72,791,847	8.02	9.9%	5.4%	0.09%	10.8%
GAS MAIN OR CONNECTION CONSTRUCTION & DRIVERS	60,337,581	4.66	-6.2%	2.6%	0.08%	6.7%
ELECTRIC LIGHT OR POWER LINE CONSTRUCTION & DRIVERS	58,508,685	5.93	-67.4%	-6.9%	0.07%	6.3%
FURNITURE OR FIXTURES INSTALLATION-PORTABLE-NOC	50,563,423	6.30	40.9%	13.5%	0.06%	-5.7%
STREET OR ROAD CONSTRUCTION: PAVING OR REPAVING & DRIVERS	49,066,905	5.33	-22.1%	0.9%	0.06%	-23.9%
SHEET METAL WORK - INSTALLATION & DRIVERS	47,062,218	4.66	(1)	-6.4%	0.06%	-3.5%
SEWER CONSTRUCTION-ALL OPERATIONS & DRIVERS	45,574,357	4.56	23.6%	3.6%	0.06%	5.4%
AUTOMATIC SPRINKLER INSTALLATION & DRIVERS	38,517,121	4.52	-18.6%	-3.0%	0.05%	3.2%
CONDUIT CONSTRUCTION-FOR CABLES OR WIRES-& DRIVERS	35,134,142	4.83	-0.2%	-11.5%	0.04%	8.5%
CERAMIC TILE, INDOOR STONE, MARBLE, OR MOSAIC WORK	34,654,787	5.06	7.2%	-6.1%	0.04%	2.6%
DOOR AND WINDOW INSTALLATION - ALL TYPES - RESIDENTIAL AND COMMER	32,960,576	5.50	-32.2%	-8.6%	0.04%	9.2%
FLOOR COVERING INSTALLATION--RESILIENT FLOORING -- CARPET AND LAMIN	31,735,913	4.49	-6.8%	-4.3%	0.04%	9.8%
ROOFING-ALL KINDS & DRIVERS	28,995,206	13.94	-28.4%	-14.1%	0.04%	-4.6%
INSULATION WORK NOC & DRIVERS	27,541,230	5.56	-8.9%	-17.9%	0.03%	-0.8%
GLAZIER-AWAY FROM SHOP & DRIVERS	26,454,122	8.37	-15.1%	-5.4%	0.03%	8.3%
CONCRETE CONSTRUCTION IN CONNECTION WITH BRIDGES OR CULVERTS	23,332,408	5.89	-27.9%	-3.0%	0.03%	28.1%
STREET OR ROAD CONSTRUCTION: SUBSURFACE WORK & DRIVERS	15,834,727	3.35	-36.1%	-8.0%	0.02%	-23.7%
BOILER INSTALLATION OR REPAIR-STEAM	14,120,616	4.11	-61.0%	-10.1%	0.02%	9.2%
CONCRETE WORK-INCIDENTAL TO THE CONSTRUCTION OF PRIVATE RESIDEN	13,758,608	5.32	5.6%	6.2%	0.02%	-9.8%

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Largest Contracting Classes	Latest Available Payroll	1/1/2016 Loss Cost	Change from 2005 to 2015	Change from 2014 to 2015	% of Statewide Payroll	% Change in Payroll from 2012 to 2013
FENCE INSTALLATION AND REPAIR - METAL, VINYL, WOOD, OR PREFABRICATE	13,594,326	6.97	11.9%	-4.4%	0.02%	11.3%
MOBILE CRANE AND HOISTING SERVICE CONTRACTORS-NOC-ALL OPERATION	13,251,444	7.41	-10.8%	-23.2%	0.02%	-12.0%
DRILLING NOC & DRIVERS	12,859,903	9.14	12.7%	-13.5%	0.02%	-5.0%
IRON OR STEEL: ERECTION NOC	12,312,342	7.26	-39.7%	15.2%	0.02%	3.7%
CLEANER - DEBRIS REMOVAL - CONSTRUCTION	9,925,297	3.62	-11.9%	-3.7%	0.01%	-23.5%
SWIMMING POOL CONSTRUCTION-NOT IRON OR STEEL- & DRIVERS	7,973,672	5.35	-20.0%	-21.3%	0.01%	11.3%
PAINTING: METAL STRUCTURES-OVER TWO STORIES IN HEIGHT-& DRIVERS	6,585,902	14.54	-52.5%	-8.0%	0.01%	37.2%
SIGN INSTALLATION, MAINTENANCE, REPAIR OR REMOVAL & DRIVERS	6,407,497	9.83	8.7%	6.2%	0.01%	-5.6%
IRRIGATION OR DRAINAGE SYSTEM CONSTRUCTION & DRIVERS	5,806,894	3.46	-19.9%	-1.1%	0.01%	-13.3%
WELDING OR CUTTING NOC & DRIVERS	5,744,336	4.40	-37.6%	-1.1%	0.01%	-2.9%
FARM MACHINERY OPERATION-BY CONTRACTOR-& DRIVERS	4,974,713	4.86	-1.6%	-6.9%	0.01%	4.9%
IRON OR STEEL: ERECTION-FRAME STRUCTURES	4,166,500	13.41	-51.9%	-22.8%	0.01%	-25.4%
ASBESTOS CONTRACTOR-NOC & DRIVERS	4,025,064	16.78	76.1%	-12.7%	0.01%	-3.0%
PILE DRIVING	3,930,436	8.98	31.7%	-3.5%	0.00%	63.5%
PAPERHANGING & DRIVERS	3,811,920	1.54	-14.0%	-12.0%	0.00%	4.4%
RAILROAD CONSTRUCTION: LAYING OR RELAYING OF TRACKS OR MAINTENAN	2,649,528	3.57	-51.0%	-15.8%	0.00%	-9.2%
OIL OR GAS PIPELINE CONSTRUCTION & DRIVERS	2,498,293	4.99	-30.5%	-20.3%	0.00%	-57.6%
ASBESTOS CONTRACTOR-PIPE AND BOILER WORK EXCLUSIVELY & DRIVERS	2,103,752	6.12	-32.8%	19.8%	0.00%	15.6%
CEILING INSTALLATION-SUSPENDED ACOUSTICAL GRID TYPE	1,947,451	6.45	-10.4%	19.9%	0.00%	7.5%
SHAFT SINKING-ALL OPERATIONS	1,908,644	3.57	-30.4%	-16.2%	0.00%	56.9%
IRON OR STEEL: ERECTION-FRAME STRUCTURES NOT OVER TWO STORIES IN	1,568,204	34.65	20.9%	2.2%	0.00%	405.4%
BUILDING RAISING OR MOVING	644,091	14.91	-24.5%	-10.3%	0.00%	12.2%
PLASTERING NOC & DRIVERS	620,814	5.52	-58.7%	16.7%	0.00%	-12.3%
MANUFACTURED, MODULAR, OR PREFABRICATED HOME SETUP, HOOKUP, OR	267,275	3.54	(3)	19.6%	0.00%	721.8%
HOTHOUSE ERECTION-ALL OPERATIONS	105,320	4.36	-35.4%	11.5%	0.00%	1.4%
JETTY OR BREAKWATER CONSTRUCTION-ALL OPERATIONS TO COMPLETION ;	78,006	3.31	-39.5%	-9.1%	0.00%	262.7%
OIL STILL ERECTION OR REPAIR	72,327	1.35	-41.3%	-20.1%	0.00%	-59.0%
OIL OR GAS - LEASE WORK NOC - BY SPECIALIST CONTRACTOR & DRIVERS	60,000	5.45	13.5%	-9.5%	0.00%	33.9%
OIL OR GAS WELL: CEMENTING & DRIVERS	38,656	3.28	-35.4%	-9.1%	0.00%	(A1)
SALVAGE OPERATION-NO WRECKING OR ANY STRUCTURAL OPERATIONS	18,448	12.98	57.0%	16.7%	0.00%	-59.8%
TUNNELING-PNEUMATIC-ALL OPERATIONS	14,069	7.65	-23.0%	3.2%	0.00%	(A1)
OIL OR GAS WELL: DRILLING OR REDRILLING & DRIVERS	13,423	5.96	-41.5%	-7.6%	0.00%	(A1)
LATHING & DRIVERS	3,629	3.24	-26.9%	-8.7%	0.00%	-96.0%

**Largest Payroll Classes by Industry Group for Maryland
(payroll information only available through 1st quarter 2013)**

	Latest Available Payroll	1/1/2016 Loss Cost	Change from 2005 to 2015	Change from 2014 to 2015	% of Statewide Payroll	% Change in Payroll from 2012 to 2013
Largest Office & Clerical Classes						
CLERICAL OFFICE EMPLOYEES NOC	27,398,446,128	0.10	-41.2%	-16.7%	34.55%	-6.9%
SALESPERSONS OR COLLECTORS-OUTSIDE	6,054,178,757	0.26	-10.3%	0.0%	7.64%	-2.1%
PHYSICIAN & CLERICAL	4,420,610,959	0.24	9.1%	4.3%	5.58%	8.0%
AUDITOR, ACCOUNTANT, OR COMPUTER SYSTEM DESIGNER OR PROGRAMME	4,187,586,199	0.05	-37.5%	-16.7%	5.28%	4.6%
COLLEGE: PROFESSIONAL EMPLOYEES & CLERICAL	2,365,713,461	0.23	-8.0%	-11.5%	2.98%	0.7%
BANKS AND TRUST COMPANIES - ALL EMPLOYEES, SALESPERSONS, DRIVERS	1,749,958,624	0.14	(4)	0.0%	2.21%	326.3%
ATTORNEY-ALL EMPLOYEES & CLERICAL, MESSENGERS, DRIVERS	1,318,233,790	0.10	-9.1%	0.0%	1.66%	2.3%
INSURANCE COMPANIES - INCLUDING CLERICAL & SALESPERSONS	1,243,988,166	0.12	(4)	0.0%	1.57%	1068.1%
ARCHITECTURAL OR ENGINEERING FIRM - INCLUDING SALESPERSONS & DRIV	1,117,052,317	0.36	-21.7%	-10.0%	1.41%	0.9%
HOSPITAL: PROFESSIONAL EMPLOYEES	862,737,685	0.68	30.8%	-4.2%	1.09%	-3.0%
BUILDING OR PROPERTY MANAGEMENT - PROPERTY MANAGERS AND LEASIN	809,399,364	0.83	13.7%	-1.2%	1.02%	7.1%
ARCHITECTURAL OR ENGINEERING FIRM - CLERICAL	552,295,078	0.06	(2)	-25.0%	0.70%	10.6%
TELECOMMUNICATIONS CO.: OFFICE OR EXCHANGE EMPLOYEES & CLERICAL	552,148,498	0.14	-22.2%	-12.5%	0.70%	-13.6%
RADIO OR TELEVISION BROADCASTING STATION-ALL EMPLOYEES & CLERICAL	369,644,357	0.27	-42.6%	-10.0%	0.47%	3.8%
CHILD CARE CENTER - ALL EMPLOYEES INCLUDING CLERICAL, SALESPERSON	231,870,431	0.71	39.2%	-7.8%	0.29%	9.1%
AUTOMOBILE SALESPERSONS	226,923,003	0.62	-3.1%	-6.1%	0.29%	7.9%
CLERICAL TELECOMMUTER EMPLOYEES	178,842,979	0.07	-65.0%	-12.5%	0.23%	-2.3%
PHOTOGRAPHER-ALL EMPLOYEES & CLERICAL, SALESPERSONS, DRIVERS	62,833,242	0.64	-13.5%	-12.3%	0.08%	2.4%
REAL ESTATE APPRAISAL COMPANIES-OUTSIDE EMPLOYEES	44,245,157	0.23	-23.3%	4.5%	0.06%	7.3%
LABOR UNION-ALL EMPLOYEES	41,763,597	0.34	-12.8%	-10.5%	0.05%	-10.9%
MAILING OR ADDRESSING COMPANY OR LETTER SERVICE SHOP	39,908,757	1.15	22.3%	5.5%	0.05%	-8.0%
SURVEYORS, TIMBER CRUISERS, OIL OR GAS GEOLOGISTS OR SCOUTS, & DR	33,045,794	0.53	(2)	15.2%	0.04%	13.7%
THEATER NOC: PLAYERS, ENTERTAINERS OR MUSICIANS	28,067,671	2.24	25.8%	4.2%	0.04%	-10.1%
MAILING OR ADDRESSING COMPANY OR LETTER SERVICE SHOP - CLERICAL S	17,806,003	0.49	(1)	16.7%	0.02%	-2.3%
AVIATION-AIR TRAFFIC CONTROLLERS UNDER CONTRACT WITH THE FAA	1,955,966	0.10	(2)	-9.1%	0.00%	11.1%

**Largest Payroll Classes by Industry Group for Maryland
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Largest Goods & Services Classes	Latest Available Payroll	1/1/2016 Loss Cost	Change from 2005 to 2015	Change from 2014 to 2015	% of Statewide Payroll	% Change in Payroll from 2012 to 2013
STORE: RETAIL NOC	1,485,284,091	1.24	2.5%	-6.1%	1.87%	3.6%
RESTAURANT NOC	1,240,623,500	1.05	-23.9%	-6.3%	1.56%	-1.4%
CONVALESCENT OR NURSING HOME-ALL EMPLOYEES	842,708,194	1.79	2.3%	0.6%	1.06%	0.8%
AUTOMOBILE SERVICE OR REPAIR CENTER & DRIVERS	805,818,430	2.59	30.8%	-1.9%	1.02%	1.3%
RESTAURANT: FAST FOOD	737,886,384	1.01	-24.1%	-12.2%	0.93%	1.1%
STORE: MEAT, GROCERY AND PROVISION STORES COMBINED-RETAIL NOC	737,579,752	2.91	26.5%	-14.7%	0.93%	3.7%
ANALYTICAL LABORATORIES OR ASSAYING - INCLUDING LABORATORY, OUTSI	707,487,447	0.32	10.3%	-3.0%	0.89%	-2.9%
OFFICE MACHINE INSTALLATION, INSPECTION, ADJUSTMENT OR REPAIR	550,623,790	0.67	13.6%	-1.5%	0.69%	4.3%
JANITORIAL SERVICES BY CONTRACTORS - NO WINDOW CLEANING ABOVE GF	534,400,042	2.24	12.0%	-1.8%	0.67%	9.9%
BUILDING OR PROPERTY MANAGEMENT - ALL OTHER EMPLOYEES	512,203,517	2.66	36.4%	-2.2%	0.65%	-0.2%
STORE: CLOTHING, WEARING APPAREL OR DRY GOODS-RETAIL	475,288,791	0.96	17.1%	-12.7%	0.60%	4.2%
STORE: WHOLESALE NOC	387,090,681	2.77	14.5%	-1.1%	0.49%	3.3%
HOTEL: ALL OTHER EMPLOYEES & SALESPERSONS, DRIVERS	323,681,895	1.40	1.4%	-11.9%	0.41%	8.2%
GASOLINE STATION: SELF-SERVICE AND CONVENIENCE/GROCERY-RETAIL	321,963,313	1.71	0.6%	-6.0%	0.41%	5.4%
HOSPITAL-VETERINARY & DRIVERS	266,108,636	1.15	3.6%	0.9%	0.34%	-0.6%
BARBERSHOP, BEAUTY PARLOR OR HAIR STYLING SALON	263,742,504	0.39	-11.4%	-4.9%	0.33%	-2.0%
YMCA, YWCA, YMHA OR YWHA, INSTITUTION - ALL EMPLOYEES & CLERICAL	216,913,767	0.65	25.0%	-8.5%	0.27%	0.1%
RETIREMENT LIVING CENTERS: HEALTH CARE EMPLOYEES	211,180,964	1.99	-6.6%	-6.1%	0.27%	5.7%
STORE: DRUG - RETAIL	190,894,671	0.85	21.4%	-10.5%	0.24%	1.9%
HOME, PUBLIC, AND TRAVELING HEALTHCARE--ALL EMPLOYEES	186,850,079	1.73	-24.5%	4.2%	0.24%	1.9%
STORE: FURNITURE & DRIVERS	179,855,206	3.39	63.0%	-3.4%	0.23%	5.6%
LUMBERYARD NEW MATERIALS ONLY: ALL OTHER EMPLOYEES & YARD, WARE	170,044,151	2.97	-9.2%	2.1%	0.21%	3.1%
AUTOMOBILE BODY REPAIR	168,035,128	1.65	55.7%	-9.8%	0.21%	-3.1%
CLUB - COUNTRY, GOLF, FISHING, OR YACHT - ALL EMPLOYEES & CLERICAL,S,	162,282,151	1.04	-40.9%	-8.0%	0.20%	-4.2%
STORE: JEWELRY	151,358,422	0.27	-35.7%	-3.6%	0.19%	6.5%
STORE: DEPARTMENT-RETAIL	151,067,754	1.35	-11.8%	12.5%	0.19%	2.0%
HOSPITAL: ALL OTHER EMPLOYEES	148,699,816	1.31	-45.9%	-10.3%	0.19%	20.0%
BUILDING MATERIAL DEALER-NEW MATERIALS ONLY: STORE EMPLOYEES	148,358,963	1.98	28.6%	-10.8%	0.19%	0.0%
STORE: HARDWARE	146,167,592	1.80	35.3%	-1.1%	0.18%	-7.7%
COLLEGE: ALL OTHER EMPLOYEES	145,650,537	2.06	38.3%	6.2%	0.18%	-2.4%
STORE: AUTOMOBILE PARTS & ACCESSORIES- NOC & DRIVERS	138,407,813	2.04	17.2%	-8.1%	0.17%	10.9%
SOCIAL SERVICES ORGANIZATION-ALL EMPLOYEES & SALESPERSONS, DRIVE	134,981,416	1.69	(1)	-5.1%	0.17%	28.4%
HOTEL: RESTAURANT EMPLOYEES	99,997,277	1.04	-25.2%	1.0%	0.13%	-11.3%
RETIREMENT LIVING CENTERS: ALL OTHER EMPLOYEES, SALESPERSONS & D	92,005,876	2.25	26.4%	0.0%	0.12%	-8.1%
INSPECTION OF RISKS FOR INSURANCE OR VALUATION PURPOSES NOC	88,379,230	0.85	-12.4%	-19.0%	0.11%	23.3%
GROUP HOMES-ALL EMPLOYEES & SALESPERSONS, DRIVERS	86,444,889	1.85	(1)	1.6%	0.11%	62.6%

**Largest Payroll Classes by Industry Group for Maryland
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Largest Goods & Services Classes	Latest Available Payroll	1/1/2016 Loss Cost	Change from 2005 to 2015	Change from 2014 to 2015	% of Statewide Payroll	% Change in Payroll from 2012 to 2013
STORAGE WAREHOUSE NOC	81,588,679	3.44	-27.1%	-13.8%	0.10%	2.1%
MACHINERY DEALER NOC-STORE OR YARD-& DRIVERS	69,267,936	3.76	21.7%	-11.5%	0.09%	-0.6%
ELECTRONIC EQUIPMENT - INSTALLATION, SERVICE, OR REPAIR - SHOP AND (59,602,126	3.64	144.3%	8.7%	0.08%	5.5%
STORE: MEAT, FISH OR POULTRY DEALER-WHOLESALE	59,527,116	2.98	31.3%	-2.9%	0.08%	-0.6%
RETIREMENT LIVING CENTERS: FOOD SERVICE EMPLOYEES	59,509,654	1.14	21.3%	-10.9%	0.08%	1.9%
HOUSEHOLD AND COMMERCIAL APPLIANCES-ELECTRICAL-INSTALLATION, SEI	55,933,661	3.28	70.8%	0.9%	0.07%	-0.4%
VENDING OR COIN OPERATED MACHINES-INSTALLATION, SERVICE OR REPAIR	55,381,287	2.69	0.0%	-15.4%	0.07%	1.6%
AUTOMOBILE STORAGE GARAGE, PARKING LOT OR PARKING STATION, VALET	53,641,490	1.99	-2.9%	-14.2%	0.07%	10.0%
AUTOMOBILE RENTAL CO.: ALL OTHER EMPLOYEES & COUNTER PERSONNEL,	51,594,680	1.28	-5.9%	-2.3%	0.07%	-10.4%
FUNERAL DIRECTOR & DRIVERS	50,590,624	0.66	-16.5%	-15.4%	0.06%	-1.7%
STORE: FLORIST & DRIVERS	47,335,794	1.63	3.2%	-8.4%	0.06%	-2.8%
STORAGE WAREHOUSE-FURNITURE & DRIVERS	46,358,730	6.09	31.8%	-12.6%	0.06%	6.0%
PLUMBERS SUPPLIES DEALER & DRIVERS	43,554,332	2.29	-47.6%	-11.9%	0.05%	3.4%
GASOLINE DEALER & DRIVERS	43,498,212	5.18	13.6%	4.0%	0.05%	-2.0%
QUICK PRINTING-COPYING OR DUPLICATION SERVICE-ALL EMPLOYEES & CLE	41,440,869	0.55	-21.4%	-11.3%	0.05%	-2.2%
CLUB NOC & CLERICAL	41,427,898	0.98	-4.9%	-10.1%	0.05%	-0.6%
AMUSEMENT PARK OR EXHIBITION OPERATION AND DRIVERS	40,656,693	1.78	42.4%	-5.8%	0.05%	1.7%
BUS CO.: GARAGE EMPLOYEES	37,954,711	1.96	-60.4%	-8.0%	0.05%	-20.5%
FARM: NURSERY EMPLOYEES & DRIVERS	30,218,842	2.14	7.5%	7.5%	0.04%	4.6%
STORE: DRUG-WHOLESALE	25,977,688	0.63	-11.3%	-13.7%	0.03%	-6.5%
STORE: BOOK, RECORD, COMPACT DISC, SOFTWARE, VIDEO OR AUDIO CASSI	24,091,744	0.62	26.5%	0.0%	0.03%	-9.3%
MUNICIPAL, TOWNSHIP, COUNTY OR STATE EMPLOYEE NOC	23,877,526	1.74	-39.6%	-5.9%	0.03%	4.5%
BOTTLE DEALER-USED & DRIVERS	22,662,791	5.27	6.0%	-1.7%	0.03%	-8.8%
STABLE OR BREEDING FARM & DRIVERS	21,723,033	8.86	63.2%	-5.9%	0.03%	18.7%
FARM: FIELD CROPS & DRIVERS	21,522,747	3.71	46.1%	-0.5%	0.03%	10.6%
FARM MACHINERY DEALER-ALL OPERATIONS & DRIVERS	20,058,391	3.09	117.6%	-1.0%	0.03%	6.7%
FARM: FLORIST & DRIVERS	19,692,753	2.59	43.9%	-4.8%	0.02%	6.0%
STORE: MEAT, FISH OR POULTRY-RETAIL	17,718,123	1.53	-5.6%	-9.5%	0.02%	-3.2%
BEER OR ALE DEALER-WHOLESALE & DRIVERS	16,391,534	5.35	1.9%	-10.2%	0.02%	-2.2%
ROLLER-SKATING RINK OPERATION	16,229,606	1.35	55.2%	3.1%	0.02%	-1.7%
IRON OR STEEL MERCHANT & DRIVERS	15,466,176	4.92	15.8%	-14.4%	0.02%	-11.3%
FEED, FERTILIZER, HAY, OR GRAIN DEALER & LOCAL MANAGERS, DRIVERS - N	14,344,764	2.22	16.2%	-4.7%	0.02%	12.9%
CEMETERY OPERATIONS & DRIVERS	14,257,254	5.88	37.4%	-4.4%	0.02%	2.9%
SASH, DOOR OR ASSEMBLED MILLWORK DEALER & DRIVERS	14,237,316	2.88	-20.0%	-14.3%	0.02%	5.8%
BAR, DISCOTHEQUE, LOUNGE, NIGHT CLUB OR TAVERN	13,540,270	1.14	39.0%	-2.6%	0.02%	15.4%
	13,217,021	2.51	-42.0%	-10.4%	0.02%	17.7%

**Largest Payroll Classes by Industry Group for Maryland
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Largest Miscellaneous Classes	Latest Available Payroll	1/1/2016 Loss Cost	Change from 2005 to 2015	Change from 2014 to 2015	% of Statewide Payroll	% Change in Payroll from 2012 to 2013
POLICE OFFICERS & DRIVERS	478,775,498	2.26	27.0%	-8.5%	0.60%	9.7%
DRIVERS, CHAUFFEURS, MESSENGERS AND THEIR HELPERS NOC-COMMERCIAL	433,305,426	4.91	47.0%	2.7%	0.55%	-0.9%
TRUCKING - LOCAL HAULING ONLY & DRIVERS	383,540,445	5.70	-0.7%	-1.6%	0.48%	9.8%
TELEPHONE OR TELEGRAPH CO.: ALL OTHER EMPLOYEES & DRIVERS	277,748,308	3.16	60.4%	-7.9%	0.35%	3.8%
TRUCKING - LONG DISTANCE HAULING & DRIVERS	223,527,803	8.88	55.0%	-4.6%	0.28%	-1.8%
AVIATION: AIR CARRIER - SCHEDULED, COMMUTER OR SUPPLEMENTAL - FLYING	214,334,306	1.24	244.4%	2.5%	0.27%	2.3%
AVIATION: ALL OTHER EMPLOYEES & DRIVERS	211,757,348	4.33	95.9%	-14.1%	0.27%	-3.7%
PARK NOC-ALL EMPLOYEES & DRIVERS	162,754,190	2.24	7.2%	1.8%	0.21%	1.4%
ELECTRIC LIGHT OR POWER CO. NOC-ALL EMPLOYEES & DRIVERS	145,961,856	1.02	12.1%	4.1%	0.18%	39.7%
GARBAGE, ASHES OR REFUSE COLLECTION & DRIVERS	106,055,615	7.15	45.9%	-14.4%	0.13%	-2.9%
BUS CO.: ALL OTHER EMPLOYEES & DRIVERS	92,555,357	4.65	8.9%	0.2%	0.12%	-16.0%
THEATER NOC: ALL OTHER EMPLOYEES	53,027,733	1.56	1.3%	-3.1%	0.07%	0.8%
SCHOOL BUS CONTRACTOR-INCLUDING INCIDENTAL CHARTER SERVICE: ALL	34,642,441	3.63	145.3%	4.0%	0.04%	-22.6%
STREET CLEANING & DRIVERS	33,224,496	5.73	29.3%	-5.9%	0.04%	20.9%
MARINA & DRIVERS	32,100,882	2.94	5.0%	-20.8%	0.04%	-2.4%
TREE PRUNING, SPRAYING, REPAIRING -- ALL OPERATIONS & DRIVERS	29,450,533	13.63	11.3%	-5.5%	0.04%	47.0%
FIREFIGHTERS & DRIVERS	24,012,302	14.64	(1)	-23.0%	0.03%	7.6%
TAXICAB CO.: ALL OTHER EMPLOYEES & DRIVERS	23,462,577	5.55	15.9%	5.1%	0.03%	33.5%
QUARRY NOC & DRIVERS	20,384,695	4.00	-4.1%	-2.9%	0.03%	-7.1%
SEWAGE DISPOSAL PLANT OPERATION & DRIVERS	19,976,786	2.19	72.4%	10.1%	0.03%	-10.4%
MAIL, PARCEL OR PACKAGE DELIVERY AND COURIER OR MESSENGER SERVICE	17,451,527	15.06	204.2%	3.9%	0.02%	-6.9%
ATHLETIC SPORTS OR PARK: NONCONTACT SPORTS	17,368,010	3.02	16.6%	7.5%	0.02%	10.9%
WATERWORKS OPERATION & DRIVERS	15,752,180	2.95	52.8%	2.8%	0.02%	1.3%
OIL OR GAS PIPELINE OPERATION & DRIVERS	14,749,754	2.08	103.9%	11.8%	0.02%	0.3%
AVIATION:NOC - OTHER THAN HELICOPTERS - FLYING CREW	14,548,051	1.54	-26.0%	-11.5%	0.02%	6.6%
SAND OR GRAVEL DIGGING & DRIVERS	13,605,726	3.97	-4.6%	-2.9%	0.02%	5.4%
FREIGHT HANDLING NOC	12,885,396	4.49	5.6%	-23.5%	0.02%	2.1%
TRUCKING: MAIL PARCEL OR PACKAGE DELIVERY-UNDER CONTRACT WITH TRUCKING	12,148,073	7.44	88.4%	-12.5%	0.02%	-14.5%
ATHLETIC SPORTS OR PARK: OPERATIONS & DRIVERS	11,429,695	1.76	69.2%	1.7%	0.01%	-10.0%
AMBULANCE SERVICE COMPANIES AND EMS (EMERGENCY MEDICAL SERVICE)	11,311,811	5.83	(1)	-13.9%	0.01%	-7.8%
BOAT BUILDING OR REPAIR & DRIVERS	9,797,173	2.78	36.9%	-3.5%	0.01%	6.5%
AVIATION: AIR CHARTER OR AIR TAXI - FLYING CREW	8,961,164	0.75	-55.4%	-12.8%	0.01%	5.9%
COAL MINING-SURFACE & DRIVERS	8,748,346	3.74	-57.2%	-4.3%	0.01%	-38.5%
GAS COMPANY: GAS CO.-NATURAL GAS-LOCAL DISTRIBUTION & DRIVERS	8,613,218	2.65	152.4%	-3.6%	0.01%	0.9%
GARBAGE WORKS	7,085,026	2.76	10.4%	-7.4%	0.01%	11.1%
ATHLETIC SPORTS OR PARK: CONTACT SPORTS	6,771,054	3.68	204.1%	19.9%	0.01%	-63.0%

**Largest Payroll Classes by Industry Group for Maryland
(payroll information only available through 1st quarter 2013)**

Notes to Certain Classifications:

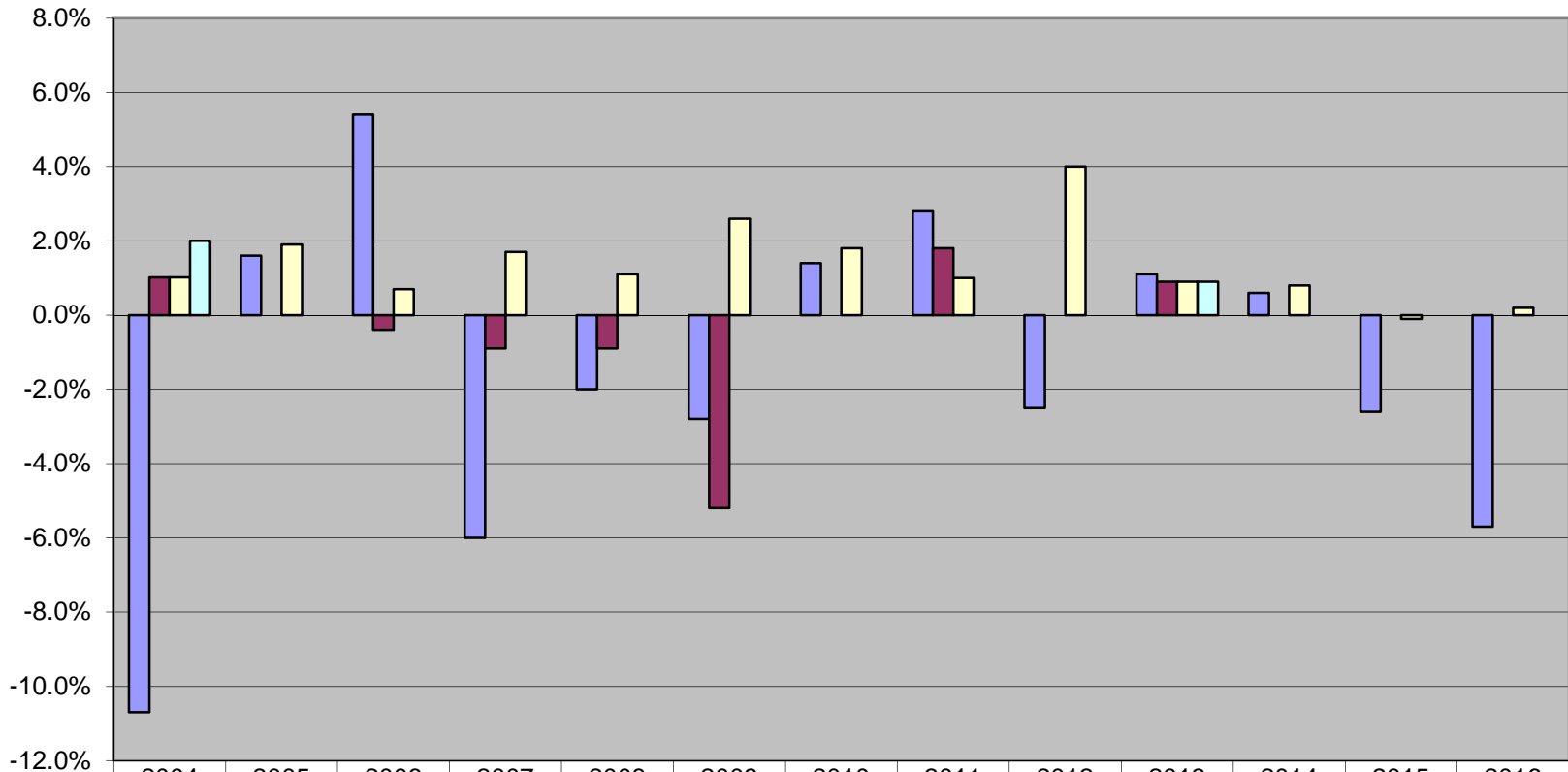
- (1) - Loss Cost effective 1/1/2008
- (2) - Loss Cost effective 1/1/2010
- (3) - Loss Cost effective 1/1/2011
- (4) - Loss Cost effective 1/1/2012

(A1) - Payroll reported for the period 4/1/2012 to 3/31/2013, but no payroll reported for the period 4/1/2011 to 3/31/2012. However, these classes are not new.

TOTAL PAYROLL

79,289,762,218

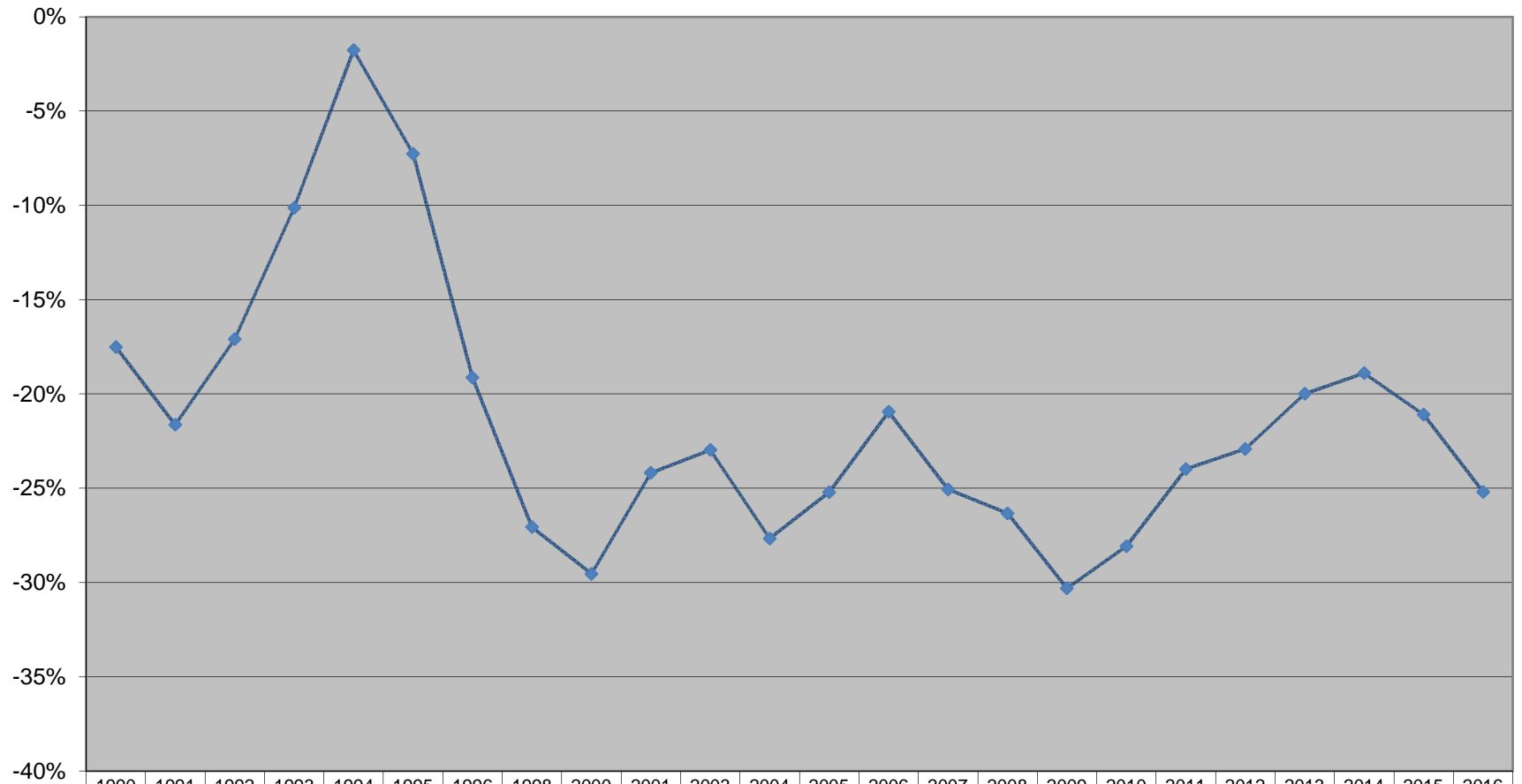
Changes in the Components of NCCI Maryland Pure Premium Loss Cost Filings from 2004 to 2016



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
■ Experience	-10.7%	1.6%	5.4%	-6.0%	-2.0%	-2.8%	1.4%	2.8%	-2.5%	1.1%	0.6%	-2.6%	-5.7%
■ Trend	1.0%	0.0%	-0.4%	-0.9%	-0.9%	-5.2%	0.0%	1.8%	0.0%	0.9%	0.0%	0.0%	0.0%
■ Benefits	1.0%	1.9%	0.7%	1.7%	1.1%	2.6%	1.8%	1.0%	4.0%	0.9%	0.8%	-0.1%	0.2%
■ Other	2.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.9%	0.0%	0.0%	0.0%

1. Information is not available prior to 2004

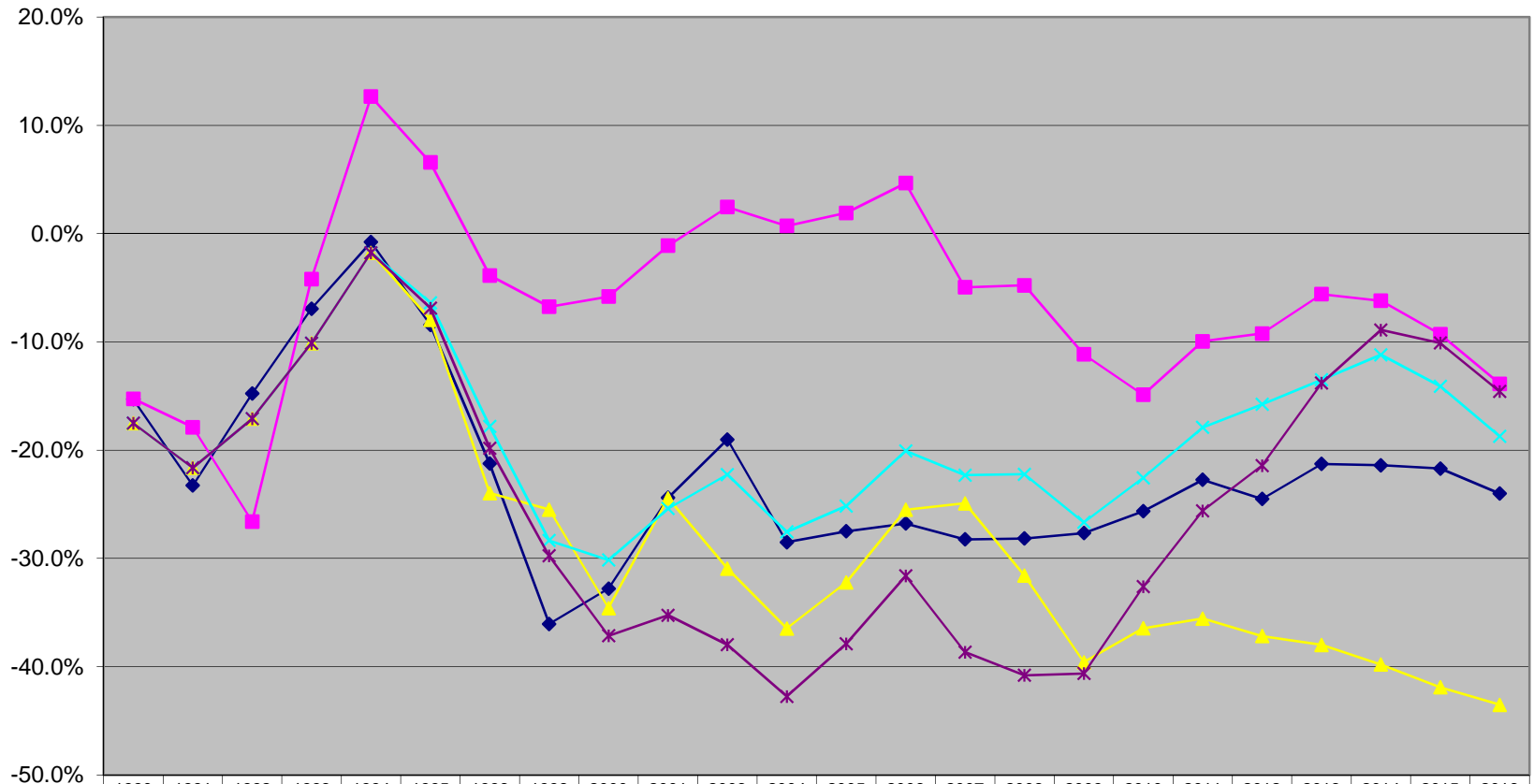
Cumulative Impact of NCCI Maryland Pure Premium Loss Cost Filings for the Years 1988* through 2016



— Cum Chg

* See Exhibit 12, Page 3 for notes.

Cumulative Impact of NCCI Maryland Pure Premium Loss Cost Changes by Industry Group from 1988* through 2016



	1990	1991	1992	1993	1994	1995	1996	1998	2000	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
◆ Manufacturing	-15.3%	-23.3%	-14.8%	-6.9%	-0.8%	-8.4%	-21.2%	-36.1%	-32.8%	-24.4%	-19.0%	-28.5%	-27.5%	-26.8%	-28.2%	-28.2%	-27.7%	-25.6%	-22.7%	-24.5%	-21.3%	-21.4%	-21.7%	-24.0%
■ Contracting	-15.3%	-17.9%	-26.6%	-4.2%	12.7%	6.6%	-3.9%	-6.8%	-5.8%	-1.1%	2.4%	0.7%	1.9%	4.7%	-5.0%	-4.8%	-11.2%	-14.9%	-10.0%	-9.2%	-5.6%	-6.2%	-9.3%	-13.9%
▲ Office/Clerical	-17.5%	-21.6%	-17.1%	-10.1%	-1.8%	-8.0%	-24.0%	-25.5%	-34.6%	-24.4%	-30.9%	-36.5%	-32.2%	-25.5%	-24.9%	-31.6%	-39.6%	-36.4%	-35.6%	-37.2%	-38.0%	-39.8%	-41.9%	-43.5%
× Goods/Services	-17.5%	-21.6%	-17.1%	-10.1%	-1.8%	-6.4%	-17.8%	-28.4%	-30.1%	-25.4%	-22.3%	-27.5%	-25.2%	-20.1%	-22.3%	-22.2%	-26.7%	-22.6%	-17.9%	-15.8%	-13.5%	-11.2%	-14.1%	-18.7%
* Miscellaneous	-17.5%	-21.6%	-17.1%	-10.1%	-1.8%	-6.9%	-19.8%	-29.8%	-37.1%	-35.3%	-38.0%	-42.7%	-37.9%	-31.6%	-38.7%	-40.8%	-40.6%	-32.6%	-25.6%	-21.4%	-13.8%	-8.9%	-10.1%	-14.6%

* See Exhibit 12, Page 3 for notes.

NOTES FOR EXHIBIT 12, Pages 1 and 2.

1. No Pure Premium Loss Cost filings were submitted for 1997, 1999 and 2002
2. NCCI filed a Law Only revision effective 1/1/2002 with an impact of 1.3%
3. Two rate changes of 1988 and rate change of 1989 are not shown in the charts. However, their impact is included in the cumulative values.

NOTES FOR EXHIBIT 12, Page 2.

For Manufacturing, the 1988 changes are the statewide changes, as the specific changes for this industry group are not available.

For Contracting, the 1988 changes are the statewide changes, as the specific changes for this industry group are not available.

For Office/Clerical, the 1988 to 1994 changes are the statewide changes, as the specific changes for this industry group are not available.

For Goods/Services, the 1988 to 1994 changes are the statewide changes, as the specific changes for this industry group are not available.

For Miscellaneous, the 1988 to 1994 changes are the statewide changes, as the specific changes for this industry group are not available.