

2010 Report on Workers' Compensation Insurance



September, 2010

Executive Summary

- Employers are required to have workers' compensation insurance. They may buy workers' compensation insurance from an insurer authorized to write workers' compensation insurance in the State or from the Injured Workers' Insurance Fund ("IWIF"). Subject to regulatory approval, an employer may self-insure.
- Over 100 insurers 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 IWIF, wrote approximately 70 percent of the market in 2008 and 2009 (72.3 percent and 69.0 percent, respectively. IWIF is the largest writer accounting for about 23 percent of the market in 2009). The second largest group is Hartford Fire and Casualty Group accounting for about 12 percent of the market in 2009.
- The National Council on Compensation Insurance, Inc. ("NCCI") files "pure premium loss cost" rates with the MIA on behalf of all insurers who write workers' compensation insurance in the State with the exception of IWIF. No insurer may use the NCCI's "pure premium loss cost" until approved by the MIA.
- The insurer's rate is derived by multiplying NCCI's "pure premium loss cost" by the expense multiplier. The expense multiplier includes provisions for profit, administrative expenses and loss adjustment expenses. Insurers may begin to charge premiums based on the specific expense multiplier as soon as it has been filed with the MIA. IWIF does not use NCCI's pure premium loss cost to develop its premiums.
- NCCI filed decreases to the pure premium loss cost for calendar years 2007 through 2009 and modest increases for calendar years 2010 and 2011. The increases filed for 2010 and 2011 were attributable primarily to trend and experience.
- Maryland's workers' compensation insurance market remains competitive. Employers should find their cost for workers' compensation relatively stable and affordable.

Table of Contents

Topic	Page
Executive Summary	i
I Introduction	1
II Overview	1
III Workers' Compensation Insurers	2
IV Rates	3
V Terrorism Risk Insurance Program	5
VI Conclusion	6
VII Exhibits	
Exhibit 1	Displays the workers compensation share of total P&C Industry written premium from 2000 through 2009.
Exhibit 2	Displays the major insurance groups by market share from 2001 through 2009.
Exhibit 3	Displays the direct premiums written and market share of all insurers reporting any written premium for workers compensation insurance in 2009.
Exhibit 4	Displays the name of the insurance group and the companies within the group and the 2009 written premium by group and company.
Exhibit 5	Displays a comparison of IWIF's written premium / market share to the whole workers' compensation industry from 2000 through 2009.
Exhibit 6	Displays a comparison of industry's to IWIF's loss ratios from 2000 through 2009.
Exhibit 7	Displays the NCCI's pure premium rate filings with the MIA with effective dates for the years 2001 through 2011.

- Exhibit 8** **Displays a chronological history of pure premium rate changes by industry group from 2001 through 2011.**
- Exhibit 9** **Displays, by percentage of statewide payroll, the types of businesses contained within each industry group.**
- Exhibit 10** **Displays the percentage of change for each of the components of NCCI's pure premium rate filings from 2004 through 2011.**
- Exhibit 11** **Displays new carrier entrants/re-entrants for 2009.**
- Exhibit 12** **Displays cumulative impact of NCCI's pure premium rate filings from 1988 through 2011.**

Introduction

Annually, the Maryland Insurance Administration (“MIA”) is required to provide information to the Workers’ Compensation Benefit and Insurance Oversight Committee regarding the condition of the workers’ compensation insurance market in Maryland. (See Chapter 590, Acts 1987; Chapter 119, Acts 1993; and Chapter 352, Acts 1995.) This report summarizes the workers’ compensation insurance market in Maryland through 2009.

Overview

Since the early 1900s, every state has required employers to provide some form of protection for its 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 is killed or dies as a result of a work-related injury or disease, the benefits may also include funeral expenses and survivor benefits.

Workers’ compensation insurance provides workers with the assurance that, in the event of an accident, injury or occupational disease, they will be compensated. Employers may purchase workers’ compensation insurance from an insurer authorized to write workers’ compensation insurance in the State or from the Injured Workers’ Insurance Fund (“IWIF”). Subject to regulatory approval, an employer may self-insure.

Workers’ compensation insurance has a “long-tail” 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 this makes it difficult to accurately predict costs.

Maryland's Workers' Compensation Commission's Fee Guide is one tool Maryland has used to curtail medical cost increases and make it easier for workers' compensation insurers to predict losses. 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 this provider, the workers' compensation insurer pays the provider in accordance with the PPO contracted rate or the Workers' Compensation Commission's Fee Guide, whichever is less. Furthermore, the State's all-payer hospital rate setting system allows workers' compensation insurers to pay the same amount for hospital services as all other payers.

Workers' Compensation Insurers

Over 100 insurers, including IWIF, offer workers' compensation insurance to Maryland employers. Together, these insurers had \$703,051,217 direct written premium in 2009. This represents 8.2 percent of the direct written premiums written by all property and casualty insurers, making workers' compensation insurance the third largest line in property and casualty insurance following auto insurance and homeowners insurance. (Exhibit 1 displays the workers compensation share of total P&C Industry written premium for the period 2000 to 2009.)

The top eight workers' compensation insurance groups wrote approximately 70 percent of the market in 2008 and 2009 (72.3 percent and 69.0 percent, respectively). Table 1 displays the market share for each of these insurance groups. For more detail, refer to Exhibits 2, 3, 4 and 5. (Exhibit 2 displays a comparison of the larger insurance groups' market shares referenced in table 1 for the period 2001 to 2009, Exhibit 3 displays a complete listing of the market share for all groups, large and small, operating in Maryland and Exhibit 4 displays the individual insurers associated with each group. Exhibit 5, page 1 compares IWIF's written premium to the Industry for the period 2000 to 2009.)

As Table 1 illustrates, IWIF is the largest writer of workers' compensation insurance in the State

with a market share of almost 23% in 2009, a slight decrease from 2008. The insurers comprising the Hartford Fire and Casualty Group wrote 12% of the market in 2009.

Although IWIF remains the largest workers' compensation writer in Maryland, IWIF has steadily lost market share to other carriers in the insurance industry. (See Exhibit 5, page 2.) This is another indicator of Maryland's increasingly competitive workers compensation insurance market and a demonstration that the insurance market is functioning in the manner which is beneficial to employers and insurers.

Table 1: Market Share Largest Writers, 2008 and 2009		
Insurance Group	Market Share, 2008 (in percent)	Market Share, 2009 (in percent)
IWIF	24.9	22.7
Hartford Fire and Casualty Group	11.2	12.2
Liberty Mutual Group	9.5	8.8
Travelers Group	6.4	7.7
American International Group	7.3	5.4
Erie Insurance Group	4.7	4.8
Zurich Insurance Group	4.9	4.2
Pennsylvania Manufacturers Group	3.0	3.2

A common measure used in insurance 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 72.7 percent in 2008 and 78.2 percent in 2009. IWIF's loss ratio was 86.13 percent in 2008 and 100.1 percent in 2009. (See Exhibit 6 for a comparison of IWIF's loss ratios to the Industry for the period 2000 to 2009.)

Rates

There are two types of regulation of insurer rates, prior approval and 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 these rates to determine the premium for a particular risk after the company receives approval for the rates. Under competitive rating, insurers file their proposed rates with the MIA

and may begin to use these rates to determine the premium for a particular risk as soon as the filing has been received.

In Maryland, workers' compensation insurance is a blend of prior approval and competitive rating. In this line, all insurers, with the exception of IWIF, are required to subscribe to the National Council on Compensation Insurance, Inc. ("NCCI"). NCCI is a licensed rating and advisory organization. NCCI files "pure premium loss cost" rates with the MIA. A "pure premium loss cost" rate reflects the actual loss costs which include the cost of medical care, the frequency and severity of injuries, the indemnity benefits which are tied to wages and the economic cycles. Pure premium loss cost does not, however, contemplate any other costs associated with writing workers' compensation insurance, such as profit, commissions, taxes or the expenses associated with providing the benefits to the injured worker (known as the loss adjustment expenses). No insurer may use NCCI's "pure premium loss cost" until it has been approved by the MIA. The rates are usually effective beginning January 1 of each year.

Once the MIA has approved the NCCI's "pure premium loss cost", insurers submit independent rate filings. These filings adopt the NCCI pure premium loss cost and then include the insurer's expense multipliers. The expense multipliers include provisions for the insurer's profit, administrative expenses and loss adjustment expenses. The insurer's rate is derived by multiplying NCCI's "pure premium loss cost" by the 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.

IWIF is not a subscriber to NCCI. IWIF is not required to file its rates either under prior approval or competitive rating with the MIA.

Data from NCCI shows that the combined average bureau rate and loss cost changes of all states was a modest increase for the period 2000 through 2003. For the period 2004 through 2009, there were modest rate decreases as the claim frequency declines in combination with payroll growth offset loss severity increases.

Maryland deviated slightly from this pattern. As shown in Exhibit 7, NCCI loss costs/pure

premium rates decreased in 2004, 2007, 2008 and 2009 but increased in 2003, 2005, 2006, 2010 and 2011. Exhibit 8 displays Maryland's history of changes by each industry group and Exhibit 9 displays, by percentage of statewide payroll, businesses within each group.

The NCCI filed its pure premium loss cost rate filing for Maryland with the MIA in August 2010 proposing an effective date of January 1, 2011. The proposed overall change for this filing is a modest increase of 5.7 percent. This reflects a change of positive 2.8 percent due to experience, a 1.8 percent change in trends and a positive 1.0 percent change due to an increase in the cost of benefits. Exhibit 10 displays the rate change history from 2004 to 2011 for the various components of the NCCI filings.

An increase in pure premium loss cost rate does not mean all employers will see a premium increase. 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. Nonetheless, three past years of overall decreases in pure premium loss cost rates, with only a modest increase this year, is good news for Maryland's employers.

Terrorism Risk Insurance Program

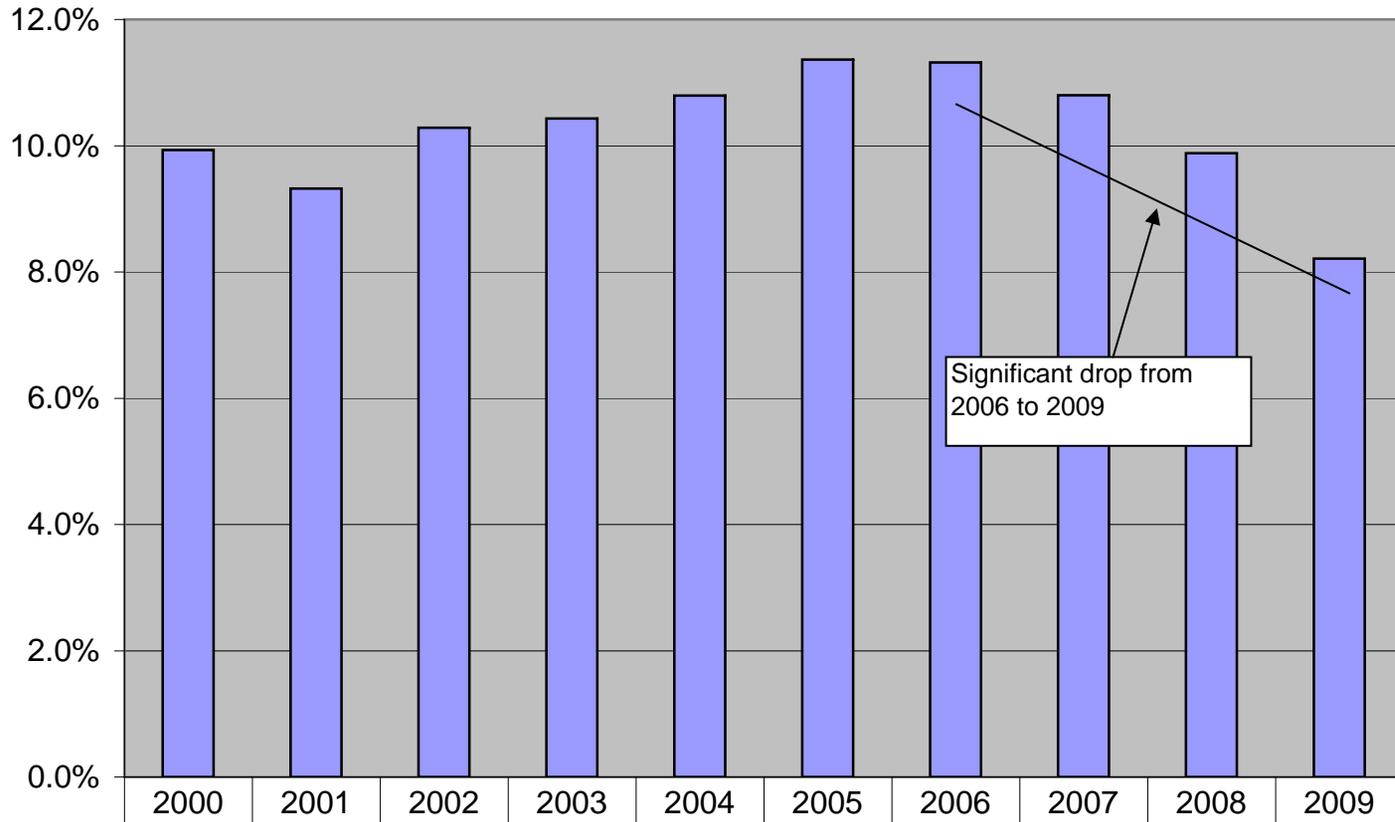
In 2002, Congress enacted the Terrorism Risk Insurance Program ("TRIP") to create a federal reinsurance program for insurance companies to assist them in paying for claims relating to acts of terrorism. As workers' compensation insurers cannot exclude terrorism coverage from its policies, these insurers benefit from this federal backstop. 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. The Act was set to expire in 2005 but was extended until 2007. In December of 2007, it was extended for another seven years or until December 31, 2014.

The seven year extension is expected to give more certainty to the market than the previous two year extensions. NCCI continues to work with a catastrophe modeler to remodel terrorism exposure.

Conclusion

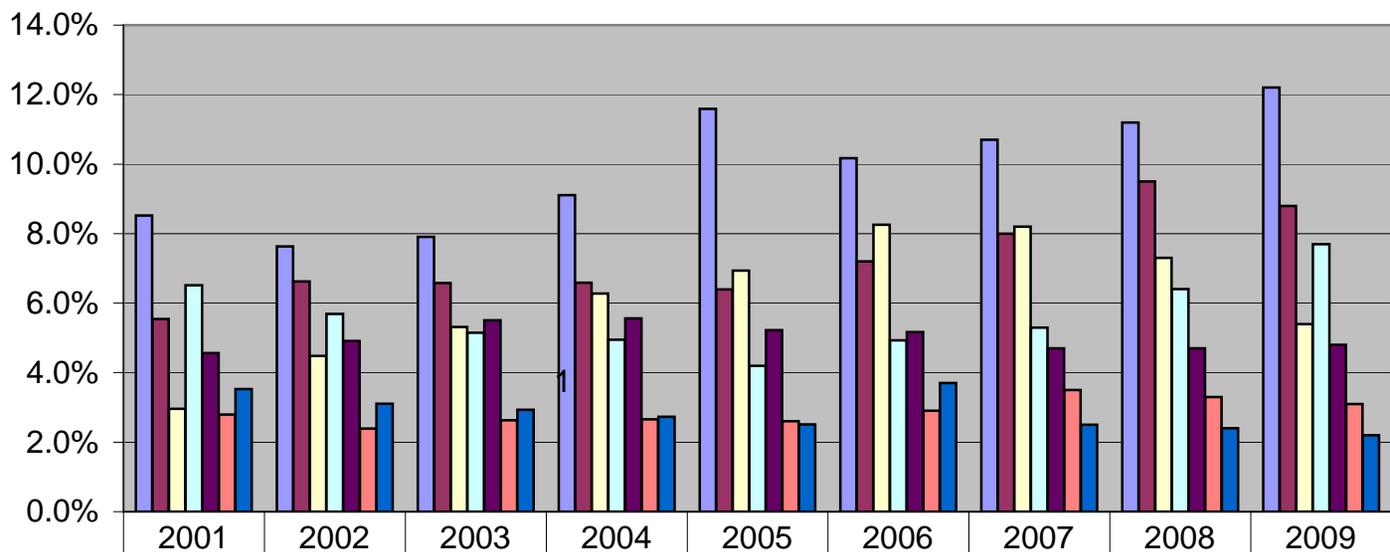
With over 100 insurance groups reporting workers' compensation insurance premium earned in Maryland, this line of insurance remains competitive. (See Exhibit 11 for a listing of new insurer entrants and re-entrants into the Maryland market for 2009.) Three years of decreases in NCCI pure premium loss cost rates with only modest increases in 2010 and 2011 means many employers have had relatively stable costs for workers' compensation insurance.

Workers Comp Share of Overall P&C Industry Written Premium



■ WC Share	9.93%	9.32%	10.28%	10.43%	10.79%	11.37%	11.32%	10.80%	9.88%	8.21%
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Comparison of Large Insurance Group Market Shares for 2001 to 2009



■ Hartford Group	8.5%	7.6%	7.9%	9.1%	11.6%	10.2%	10.7%	11.2%	12.2%
■ Liberty Mutual Group	5.5%	6.6%	6.6%	6.6%	6.4%	7.2%	8.0%	9.5%	8.8%
■ American International Group	3.0%	4.5%	5.3%	6.3%	6.9%	8.3%	8.2%	7.3%	5.4%
■ Travelers Group	6.5%	5.7%	5.2%	5.0%	4.2%	4.9%	5.3%	6.4%	7.7%
■ Erie Insurance Group	4.6%	4.9%	5.5%	5.6%	5.2%	5.2%	4.7%	4.7%	4.8%
■ Selective Insurance Group	2.8%	2.4%	2.6%	2.7%	2.6%	2.9%	3.5%	3.3%	3.1%
■ CNA Group	3.5%	3.1%	2.9%	2.7%	2.5%	3.7%	2.5%	2.4%	2.2%

WORKERS COMPENSATION MARKET SHARE BY INSURER GROUP

2009 Rank	2009 Group Code	Company Name	2009 Written Premium	2009 Group Market Share	2009 Cumulative Group Market Share
1	0	INJURED WORKERS INS FUND	159,514,526	22.7%	22.7%
2	91	HARTFORD FIRE & CAS GRP	85,939,180	12.2%	34.9%
3	111	LIBERTY MUT GRP	61,585,557	8.8%	43.7%
4	3548	TRAVELERS GRP	53,898,702	7.7%	51.3%
5	12	AMERICAN INTL GRP	37,840,793	5.4%	56.7%
6	213	ERIE INS GRP	33,876,436	4.8%	61.5%
7	212	ZURICH INS GRP	29,844,559	4.2%	65.8%
8	767	PENNSYLVANIA MANUFACTURERS GRP	22,768,120	3.2%	69.0%
9	242	SELECTIVE INS GRP	21,637,667	3.1%	72.1%
10	218	CNA INS GRP	15,382,655	2.2%	74.3%
11	38	CHUBB & SON INC GRP	14,776,081	2.1%	76.4%
12	626	ACE LTD GRP	14,389,481	2.0%	78.4%
13	98	WR BERKLEY CORP GRP	13,657,600	1.9%	80.4%
14	140	NATIONWIDE CORP GRP	10,755,740	1.5%	81.9%
15	244	CINCINNATI FIN GRP	9,819,824	1.4%	83.3%
16	447	HARFORD GRP	9,596,001	1.4%	84.7%
17	176	STATE FARM GRP	7,956,489	1.1%	85.8%
18	680	AMERISAFE GRP	5,749,104	0.8%	86.6%
19	661	BCBS OF SC GRP	5,446,056	0.8%	87.4%
20	457	ARGONAUT GRP	5,274,941	0.8%	88.1%
21	150	OLD REPUBLIC GRP	4,403,547	0.6%	88.8%
22	175	STATE AUTO MUT GRP	4,027,740	0.6%	89.3%
23	253	HARLEYSVILLE GRP	3,990,777	0.6%	89.9%
24	572	BCBS OF MI GRP	3,952,575	0.6%	90.5%
25	828	GUARD INS CO GRP	3,815,720	0.5%	91.0%
26	201	UTICA GRP	3,809,369	0.5%	91.6%
27	271	PENNSYLVANIA NATL INS GRP	3,727,856	0.5%	92.1%
28	250	DONEGAL GRP	3,313,315	0.5%	92.6%
29	1279	ARCH INS GRP	3,232,159	0.5%	93.0%
30	0	BRETHREN MUT INS CO	3,038,901	0.4%	93.5%
31	3158	EASTERN HOLDING CO GRP	2,857,862	0.4%	93.9%
32	2538	AMTRUST FINANCIAL SERV GRP	2,430,972	0.3%	94.2%
33	761	ALLIANZ INS GRP	2,261,218	0.3%	94.5%

WORKERS COMPENSATION MARKET SHARE BY INSURER GROUP

2009 Rank	2009 Group Code	Company Name	2009 Written Premium	2009 Group Market Share	2009 Cumulative Group Market Share
34	169	SENTRY INS GRP	2,239,913	0.3%	94.8%
35	640	MUTUAL BENEFIT GRP	2,179,233	0.3%	95.2%
36	88	THE HANOVER INS GRP	2,146,644	0.3%	95.5%
37	4381	LIGHTYEAR DELOS GRP	2,006,795	0.3%	95.7%
38	408	AMERICAN NATL FIN GRP	2,002,279	0.3%	96.0%
39	158	FAIRFAX FIN GRP	1,740,645	0.2%	96.3%
40	7	FEDERATED MUT GRP	1,623,820	0.2%	96.5%
41	2978	mitsui sumitomo ins grp	1,305,623	0.2%	96.7%
42	1285	XL AMER GRP	1,287,805	0.2%	96.9%
43	748	MEADOWBROOK INS GRP	1,278,225	0.2%	97.1%
44	0	ELECTRIC INS CO	1,268,215	0.2%	97.2%
45	1129	WHITE MOUNTAINS GRP	1,239,622	0.2%	97.4%
46	0	BROTHERHOOD MUT INS CO	1,225,560	0.2%	97.6%
47	1120	EVEREST REINS HOLDINGS GRP	1,218,109	0.2%	97.8%
48	0	SEABRIGHT INS CO	1,199,774	0.2%	97.9%
49	31	BERKSHIRE HATHAWAY GRP	1,146,564	0.2%	98.1%
50	311	MAIN STREET AMER GRP	1,044,266	0.1%	98.2%
51	867	BALDWIN & LYONS GRP	924,708	0.1%	98.4%
52	0	VANLINER INS CO	823,467	0.1%	98.5%
53	0	CHURCH MUT INS CO	792,878	0.1%	98.6%
54	84	AMERICAN FINANCIAL GRP	682,269	0.1%	98.7%
55	349	FLORISTS MUT GRP	673,992	0.1%	98.8%
56	796	QBE INS GRP	629,140	0.1%	98.9%
57	3363	EMPLOYERS GRP	597,307	0.1%	99.0%
58	0	SPARTA INS CO	558,923	0.1%	99.1%
59	74	DELPHI FIN GRP	500,063	0.1%	99.1%
60	594	AMERICAN CONTRACTORS INS GRP	470,393	0.1%	99.2%
61	0	SOUTHERN STATES INS EXCH	432,837	0.1%	99.3%
62	4507	BUILDERS GRP	388,272	0.1%	99.3%
63	303	GUIDEONE INS GRP	374,072	0.1%	99.4%
64	781	UNION LABOR GRP	372,788	0.1%	99.4%
65	3703	TOWER GRP	370,593	0.1%	99.5%
66	336	ZENITH NATL INS GRP	345,897	0.0%	99.5%

WORKERS COMPENSATION MARKET SHARE BY INSURER GROUP

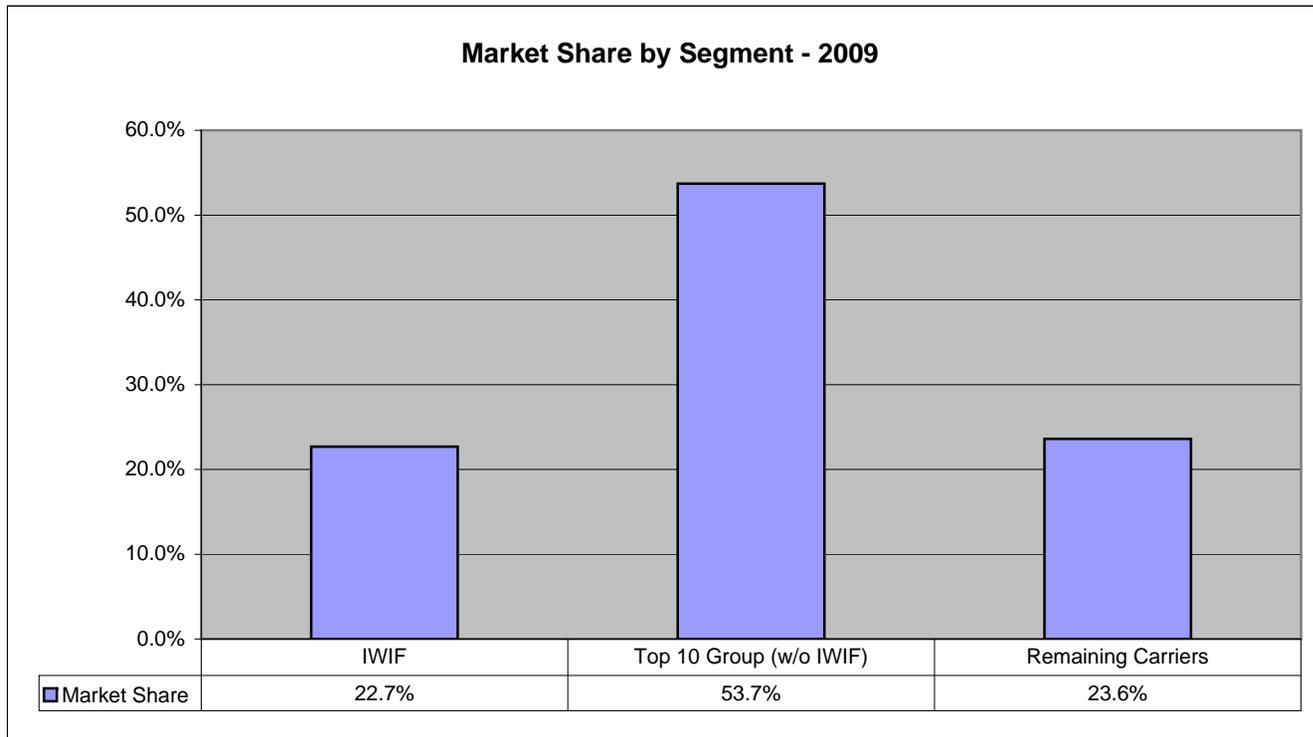
2009 Rank	2009 Group Code	Company Name	2009 Written Premium	2009 Group Market Share	2009 Cumulative Group Market Share
67	124	AMERISURE CO GRP	298,585	0.0%	99.6%
68	3098	TOKIO MARINE HOLDINGS INC GRP	295,828	0.0%	99.6%
69	125	PENN MILLER GRP	242,618	0.0%	99.6%
70	222	GREATER NY GRP	220,046	0.0%	99.7%
71	812	HIGHMARK GRP	209,027	0.0%	99.7%
72	3219	SOMPO JAPAN INS GRP	189,884	0.0%	99.7%
73	775	PHARMACISTS MUT GRP	171,591	0.0%	99.7%
74	4675	MUTUAL INSURERS HOLDING GRP	162,911	0.0%	99.8%
75	0	LUMBERMENS UNDERWRITING ALLIANCE	144,623	0.0%	99.8%
76	0	FEDERATED RURAL ELECTRIC INS EXCH	138,314	0.0%	99.8%
77	62	EMC INS CO GRP	133,275	0.0%	99.8%
78	853	PUBLIC SERV GRP	122,041	0.0%	99.8%
79	553	ARROWPOINT CAPITAL GRP	115,793	0.0%	99.9%
80	228	WESTFIELD GRP	110,904	0.0%	99.9%
81	181	SWISS RE GRP	97,714	0.0%	99.9%
82	225	IAT REINS CO GRP	85,591	0.0%	99.9%
83	0	WORK FIRST CAS CO	83,959	0.0%	99.9%
84	0	NATIONAL AMER INS CO	82,223	0.0%	99.9%
85	0	T H E INS CO	78,911	0.0%	99.9%
86	1631	DALLAS GEN GRP	59,230	0.0%	100.0%
87	1332	MAINE EMPLOYERS MUT INS GRP	58,353	0.0%	100.0%
88	0	IMPERIAL CAS & IND CO	54,549	0.0%	100.0%
89	361	MUNICH RE GRP	49,788	0.0%	100.0%
90	1302	BUILDERS INS GRP	42,649	0.0%	100.0%
91	0	CHEROKEE INS CO	38,523	0.0%	100.0%
92	108	LUMBERMENS MUT CAS GRP	28,747	0.0%	100.0%
93	0	PEGASUS INS CO	19,036	0.0%	100.0%
94	0	ADVANTAGE WORKERS COMP INS CO	18,226	0.0%	100.0%
95	291	MOTORISTS MUT GRP	16,452	0.0%	100.0%
96	0	PENNSYLVANIA LUMBERMENS MUT INS	12,444	0.0%	100.0%
97	0	PETROLEUM CAS CO	7,376	0.0%	100.0%
98	0	NIPPONKOA INS CO LTD US BR	2,751	0.0%	100.0%
99	0	BANCINSURE INC	1,000	0.0%	100.0%

WORKERS COMPENSATION MARKET SHARE BY INSURER GROUP

2009 Rank	2009 Group Code	Company Name	2009 Written Premium	2009 Group Market Share	2009 Cumulative Group Market Share
100	306	CUNA MUT GRP	281	0.0%	100.0%
101	0	PREFERRED PROFESSIONAL INS CO	256	0.0%	100.0%
102	517	HANNOVER GRP	194	0.0%	100.0%
103	24	ATLANTIC CO GRP	-7	0.0%	100.0%
104	0	GATEWAY INS CO	-4,683	0.0%	100.0%

INDUSTRY TOTALS

703,051,217



2009 Rank	Group Code	2009 Group Name	2009 Group Written Premium	2009 Company Name	2009 Company Written Premium
1	0	INJURED WORKERS INS FUND	159,514,526	INJURED WORKERS INS FUND	159,514,526
2	91	HARTFORD FIRE & CAS GRP	85,939,180	TWIN CITY FIRE INS CO CO	30,023,692
				HARTFORD INS CO OF THE MIDWES	18,140,874
				SENTINEL INS CO LTD	13,550,270
				HARTFORD FIRE IN CO	7,288,977
				HARTFORD UNDERWRITERS INS CO	6,948,662
				HARTFORD CAS INS CO	5,927,545
				HARTFORD ACCIDENT & IND CO	4,059,160
3	111	LIBERTY MUT GRP	61,585,557	LIBERTY INS CORP	11,532,712
				LIBERTY MUT FIRE INS CO	7,302,565
				NETHERLANDS INS CO THE	7,060,814
				WAUSAU UNDERWRITERS INS CO	6,886,254
				EMPLOYERS INS OF WAUSAU	5,279,068
				EXCELSIOR INS CO	4,205,509
				PEERLESS INS CO	3,141,830
				FIRST LIBERTY INS CORP	2,835,455
				AMERICAN FIRE & CAS CO	2,627,552
				WAUSAU BUSINESS INS CO	2,578,319
				LIBERTY MUT INS CO	2,173,867
				MONTGOMERY MUT INS CO	1,837,655
				OHIO SECURITY INS CO	963,119
				WEST AMER INS CO	835,870
				OHIO CAS INS CO	769,700
				LM INS CORP	542,941
				AMERICAN ECONOMY INS CO	402,411
				AMERICAN STATES INS CO	361,928
				GENERAL INS CO OF AMER	115,501
				PEERLESS IND INS CO	71,066
				FIRST NATL INS CO OF AMER	61,421

2009 Rank	Group Code	2009 Group Name	2009 Group Written Premium	2009 Company Name	2009 Company Written Premium
4	3548	TRAVELERS GRP	53,898,702	CHARTER OAK FIRE INS CO	14,075,912
				TRAVELERS IND CO	6,131,374
				STANDARD FIRE INS CO	6,000,974
				FARMINGTON CAS CO	5,774,957
				TRAVELERS PROP CAS CO OF AMEF	3,831,097
				TRAVELERS CAS INS CO OF AMER	3,763,612
				PHOENIX INS CO	2,965,499
				TRAVELERS CAS & SURETY CO	2,858,511
				UNITED STATES FIDELITY & GUAR C	2,753,212
				TRAVELERS IND CO OF CT	1,908,766
				FIDELITY & GUAR INS CO	1,896,622
				TRAVELERS IND CO OF AMER	1,868,439
				DISCOVER PROP & CAS INS CO	98,468
				TOWER NATL INS CO	34,013
				FIDELITY & GUAR INS UNDERWRITEI	554
				ST PAUL FIRE & MARINE INS CO	-29,295
5	12	AMERICAN INTL GRP	37,840,793	NEW HAMPSHIRE INS CO	13,889,180
				INSURANCE CO OF THE STATE OF P	9,205,620
				NATIONAL UNION FIRE INS CO OF PI	8,193,357
				COMMERCE & INDUSTRY INS CO	5,908,205
				CHARTIS CAS CO	2,028,205
				ILLINOIS NATL INS CO	758,018
				GRANITE STATE INS CO	142,078
				CHARTIS SPECIALTY INS CO	64,755
				AIU INS CO	-2,646
				AMERICAN HOME ASSUR CO	-854,889
6	213	ERIE INS GRP	33,876,436	CHARTIS PROP CAS CO	-1,491,090
				ERIE INS EXCH	21,297,607
				FLAGSHIP CITY INS CO	8,661,216
				ERIE INS CO OF NY	2,161,348
				ERIE INS CO	1,186,296
				ERIE INS PROP & CAS CO	569,969

2009 Rank	Group Code	2009 Group Name	2009 Group Written Premium	2009 Comapny Name	2009 Company Written Premium
7	212	ZURICH INS GRP	29,844,559	ZURICH AMER INS CO AMERICAN ZURICH INS CO AMERICAN GUAR & LIAB INS NORTHERN INS CO OF NY MARYLAND CAS CO ZURICH AMER INS CO OF IL FIDELITY & DEPOSIT CO OF MD ASSURANCE CO OF AMER TRUCK INS EXCH COLONIAL AMER CAS & SURETY CO UNIVERSAL UNDERWRITERS INS CO	16,158,631 10,105,784 1,082,685 791,382 672,420 337,438 264,993 258,638 158,326 59,864 -45,602
8	767	PENNSYLVANIA MANUFACTURERS GRP	22,768,120	PENNSYLVANIA MANUFACTURERS A MANUFACTURERS ALLIANCE INS CC PENNSYLVANIA MANUFACTURERS II	13,260,413 5,685,525 3,822,182
9	242	SELECTIVE INS GRP	21,637,667	SELECTIVE INS CO OF AMER SELECTIVE WAY INS CO SELECTIVE INS CO OF SC SELECTIVE INS CO OF THE SOUTHE.	8,465,398 6,442,445 3,722,436 3,007,388
10	218	CNA INS GRP	15,382,655	VALLEY FORGE INS CO NATIONAL FIRE INS CO OF HARTFOF CONTINENTAL CAS CO TRANSPORTATION INS CO AMERICAN CAS CO OF READING PA CONTINENTAL INS CO	5,011,916 3,375,118 2,609,551 2,196,277 2,193,700 -3,907
11	38	CHUBB & SON INC GRP	14,776,081	FEDERAL INS CO PACIFIC IND CO CHUBB IND INS CO GREAT NORTHERN INS CO VIGILANT INS CO	7,486,587 4,373,515 1,898,263 682,349 335,367

2009 Rank	Group Code	2009 Group Name	2009 Group Written Premium	2009 Comapny Name	2009 Company Written Premium
12	626	ACE LTD GRP	14,389,481	ACE AMER INS CO	6,669,063
				INDEMNITY INS CO OF NORTH AMER	6,011,439
				PACIFIC EMPLOYERS INS CO	574,716
				ACE PROP & CAS INS CO	549,260
				ACE FIRE UNDERWRITERS INS CO	369,721
				BANKERS STANDARD INS CO	215,282
13	98	WR BERKLEY CORP GRP	13,657,600	FIREMENS INS CO OF WASHINGTON	5,544,462
				UNION INS CO	2,578,193
				KEY RISK INS CO	2,087,360
				AMERICAN MINING INS CO INC	1,493,749
				MIDWEST EMPLOYERS CAS CO	679,977
				GREAT DIVIDE INS CO	388,458
				CAROLINA CAS INS CO	329,635
				STARNET INS CO	320,735
				ACADIA INS CO	235,031
14	140	NATIONWIDE CORP GRP	10,755,740	NATIONWIDE MUT INS CO	4,140,154
				NATIONWIDE MUT FIRE INS CO	3,138,663
				NATIONWIDE PROP & CAS INS CO	1,268,325
				AMCO INS CO	818,031
				NATIONWIDE AGRIBUSINESS INS CC	652,416
				DEPOSITORS INS CO	452,375
				ALLIED PROP & CAS INS CO	243,411
				FARMLAND MUT INS CO	42,365
15	244	CINCINNATI FIN GRP	9,819,824	CINCINNATI CAS CO	3,924,598
				CINCINNATI INS CO	3,712,466
				THE CINCINNATI IND CO	2,182,760
16	447	HARFORD GRP	9,596,001	HARFORD MUT INS CO	9,560,300
				FIRSTLINE NATL INS CO	35,701

2009 Rank	Group Code	2009 Group Name	2009 Group Written Premium	2009 Company Name	2009 Company Written Premium
17	176	STATE FARM GRP	7,956,489	STATE FARM FIRE & CAS CO	7,956,489
18	680	AMERISAFE GRP	5,749,104	AMERICAN INTERSTATE INS CO	5,749,104
19	661	BCBS OF SC GRP	5,446,056	COMPANION PROP & CAS INS CO COMPANION COMMERCIAL INS CO	3,082,167 2,363,889
20	457	ARGONAUT GRP	5,274,941	ROCKWOOD CAS INS CO ARGONAUT INS CO COLONY SPECIALTY INS CO ARGONAUT MIDWEST INS CO	3,731,108 1,053,990 393,415 96,428
21	150	OLD REPUBLIC GRP	4,403,547	OLD REPUBLIC INS CO OLD REPUBLIC GEN INS CORP BITUMINOUS CAS CORP BITUMINOUS FIRE & MARINE INS CO GREAT WEST CAS CO	2,580,378 1,170,668 425,526 204,680 22,295
22	175	STATE AUTO MUT GRP	4,027,740	STATE AUTO PROP & CAS INS CO STATE AUTOMOBILE MUT INS CO MERIDIAN SECURITY INS CO AMERICAN COMPENSATION INS CO	2,544,607 907,572 534,126 41,435
23	253	HARLEYSVILLE GRP	3,990,777	HARLEYSVILLE MUT INS CO HARLEYSVILLE PREFERRED INS CO HARLEYSVILLE INS CO HARLEYSVILLE WORCESTER INS CC	2,590,562 1,312,564 87,315 336
24	572	BCBS OF MI GRP	3,952,575	ACCIDENT FUND INS CO OF AMER ACCIDENT FUND NATL INS CO ACCIDENT FUND GEN INS CO UNITED WI INS CO	2,348,441 1,372,578 196,550 35,006

2009 Rank	Group Code	2009 Group Name	2009 Group Written Premium	2009 Comapny Name	2009 Company Written Premium
25	828	GUARD INS CO GRP	3,815,720	NORGUARD INS CO AMGUARD INS CO EASTGUARD INS CO	1,913,697 1,160,060 741,963
26	201	UTICA GRP	3,809,369	REPUBLIC FRANKLIN INS CO UTICA MUT INS CO GRAPHIC ARTS MUT INS CO	1,403,178 1,286,305 1,119,886
27	271	PENNSYLVANIA NATL INS GRP	3,727,856	PENNSYLVANIA NATL MUT CAS INS (C PENN NATL SECURITY INS CO	1,927,898 1,799,958
28	250	DONEGAL GRP	3,313,315	ATLANTIC STATES INS CO DONEGAL MUT INS CO PENINSULA IND CO PENINSULA INS CO	1,029,651 932,472 804,740 546,452
29	1279	ARCH INS GRP	3,232,159	ARCH INS CO	3,232,159
30	0	BRETHREN MUT INS CO	3,038,901	BRETHREN MUT INS CO	3,038,901
31	3158	EASTERN HOLDING CO GRP	2,857,862	EASTERN ALLIANCE INS CO ALLIED EASTERN IND CO EASTERN ADVANTAGE ASSUR CO	1,598,885 1,216,022 42,955
32	2538	AMTRUST FINANCIAL SERV GRP	2,430,972	TECHNOLOGY INS CO INC WESCO INS CO	2,398,247 32,725
33	761	ALLIANZ INS GRP	2,261,218	AMERICAN INS CO ASSOCIATED IND CORP NATIONAL SURETY CORP FIREMANS FUND INS CO AMERICAN AUTOMOBILE INS CO	1,196,423 394,229 340,599 289,956 40,011

2009 Rank	Group Code	2009 Group Name	2009 Group Written Premium	2009 Company Name	2009 Company Written Premium
34	169	SENTRY INS GRP	2,239,913	SENTRY INS A MUT CO SENTRY SELECT INS CO MIDDLESEX INS CO	1,439,744 792,419 7,750
35	640	MUTUAL BENEFIT GRP	2,179,233	MUTUAL BENEFIT INS CO SELECT RISK INS CO	1,810,560 368,673
36	88	THE HANOVER INS GRP	2,146,644	MASSACHUSETTS BAY INS CO HANOVER INS CO HANOVER AMER INS CO NOVA CAS CO	1,163,932 412,380 385,790 184,542
37	4381	LIGHTYEAR DELOS GRP	2,006,795	DELOS INS CO	2,006,795
38	408	AMERICAN NATL FIN GRP	2,002,279	UNITED FARM FAMILY INS CO	2,002,279
39	158	FAIRFAX FIN GRP	1,740,645	UNITED STATES FIRE INS CO NORTH RIVER INS CO CRUM & FORSTER IND CO SENECA INS CO INC	1,207,688 312,040 146,193 74,724
40	7	FEDERATED MUT GRP	1,623,820	FEDERATED MUT INS CO FEDERATED SERV INS CO	1,610,569 13,251
41	2978	NETSUI SUMITOMO INS GRP	1,305,623	NETSUI SUMITOMO INS USA INC NETSUI SUMITOMO INS CO OF AMER	1,132,108 173,515
42	1285	XL AMER GRP	1,287,805	XL SPECIALTY INS CO XL INS AMER INC GREENWICH INS CO	1,064,710 142,823 80,272
43	748	MEADOWBROOK INS GRP	1,278,225	STAR INS CO	1,278,225
44	0	ELECTRIC INS CO	1,268,215	ELECTRIC INS CO	1,268,215

2009 Rank	Group Code	2009 Group Name	2009 Group Written Premium	2009 Comapny Name	2009 Company Written Premium
45	1129	WHITE MOUNTAINS GRP	1,239,622	ONEBEACON AMER INS CO ONEBEACON INS CO EMPLOYERS FIRE INS CO	1,042,966 104,829 91,827
46	0	BROTHERHOOD MUT INS CO	1,225,560	BROTHERHOOD MUT INS CO	1,225,560
47	1120	EVEREST REINS HOLDINGS GRP	1,218,109	EVEREST NATL INS CO	1,218,109
48	0	SEABRIGHT INS CO	1,199,774	SEABRIGHT INS CO	1,199,774
49	31	BERKSHIRE HATHAWAY GRP	1,146,564	CONTINENTAL IND CO	1,146,564
50	311	MAIN STREET AMER GRP	1,044,266	NGM INS CO	1,044,266
51	867	BALDWIN & LYONS GRP	924,708	PROTECTIVE INS CO	924,708
52	0	VANLINER INS CO	823,467	VANLINER INS CO	823,467
53	0	CHURCH MUT INS CO	792,878	CHURCH MUT INS CO	792,878
54	84	AMERICAN FINANCIAL GRP	682,269	GREAT AMER INS CO OF NY NATIONAL INTERSTATE INS CO GREAT AMER ALLIANCE INS CO GREAT AMER ASSUR CO GREAT AMER INS CO	249,042 240,274 153,953 21,587 17,413
55	349	FLORISTS MUT GRP	673,992	FLORISTS MUT INS CO	673,992
56	796	QBE INS GRP	629,140	PRAETORIAN INS CO REDLAND INS CO GENERAL CAS CO OF WI REGENT INS CO CAPITAL CITY INS CO INC SOUTHERN PILOT INS CO	404,042 110,299 70,163 54,853 -2,966 -7,251

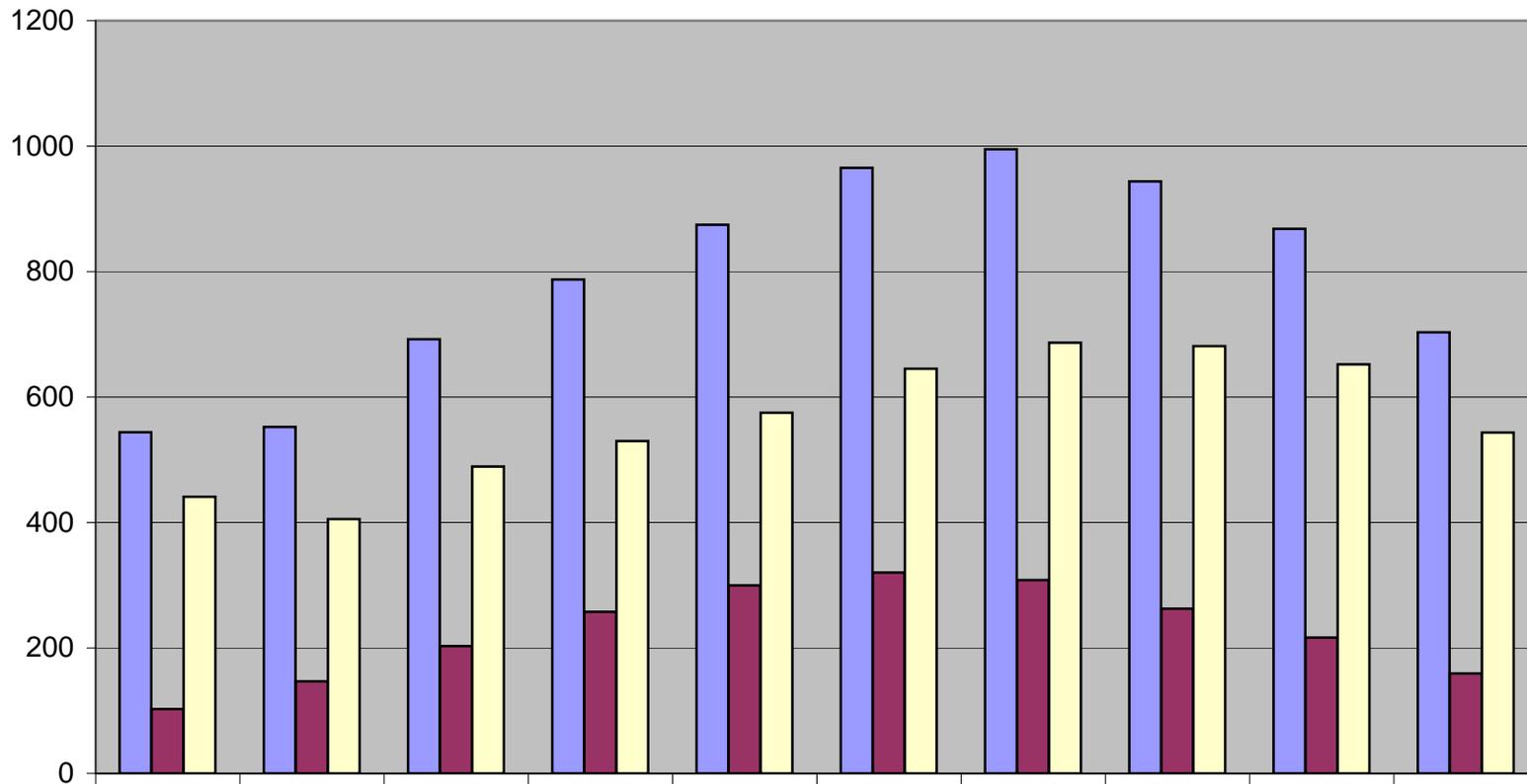
2009 Rank	Group Code	2009 Group Name	2009 Group Written Premium	2009 Company Name	2009 Company Written Premium
57	3363	EMPLOYERS GRP	597,307	EMPLOYERS PREFERRED INS CO EMPLOYERS ASSUR CO	409,542 187,765
58	0	SPARTA INS CO	558,923	SPARTA INS CO	558,923
59	74	DELPHI FIN GRP	500,063	SAFETY NATL CAS CORP SAFETY FIRST INS CO	493,237 6,826
60	594	AMERICAN CONTRACTORS INS GRP	470,393	ACIG INS CO	470,393
61	0	SOUTHERN STATES INS EXCH	432,837	SOUTHERN STATES INS EXCH	432,837
62	4507	BUILDERS GRP	388,272	BUILDERS MUT INS CO	388,272
63	303	GUIDEONE INS GRP	374,072	GUIDEONE MUT INS CO GUIDEONE SPECIALTY MUT INS CO	340,380 33,692
64	781	UNION LABOR GRP	372,788	ULLICO CAS CO	372,788
65	3703	TOWER GRP	370,593	TOWER INS CO OF NY	336,580
66	336	ZENITH NATL INS GRP	345,897	ZENITH INS CO	345,897
67	124	AMERISURE CO GRP	298,585	AMERISURE MUT INS CO AMERISURE INS CO	213,677 84,908
68	3098	TOKIO MARINE HOLDINGS INC GRP	295,828	TOKIO MARINE & NICHIDO FIRE INS () TRANS PACIFIC INS CO	279,333 16,495
69	125	PENN MILLER GRP	242,618	PENN MILLERS INS CO	242,618
70	222	GREATER NY GRP	220,046	GREATER NY MUT INS CO INSURANCE CO OF GREATER NY	173,601 46,445

2009 Rank	Group Code	2009 Group Name	2009 Group Written Premium	2009 Company Name	2009 Company Written Premium
71	812	HIGHMARK GRP	209,027	HIGHMARK CAS INS CO	209,027
72	3219	SOMPO JAPAN INS GRP	189,884	SOMPO JAPAN INS CO OF AMER	189,884
73	775	PHARMACISTS MUT GRP	171,591	PHARMACISTS MUT INS CO	171,591
74	4675	MUTUAL INSURERS HOLDING GRP	162,911	FIRST NONPROFIT INS CO	162,911
75	0	LUMBERMENS UNDERWRITING ALLIANCE	144,623	LUMBERMENS UNDERWRITING ALLI	144,623
76	0	FEDERATED RURAL ELECTRIC INS EXCH	138,314	FEDERATED RURAL ELECTRIC INS E	138,314
77	62	EMC INS CO GRP	133,275	EMPLOYERS MUT CAS CO EMCASCO INS CO	113,235 20,040
78	853	PUBLIC SERV GRP	122,041	PUBLIC SERV MUT INS CO	122,041
79	553	ARROWPOINT CAPITAL GRP	115,793	ARROWOOD IND CO	115,793
80	228	WESTFIELD GRP	110,904	WESTFIELD INS CO	110,904
81	181	SWISS RE GRP	97,714	NORTH AMER SPECIALTY INS CO WESTPORT INS CORP	82,511 15,203
82	225	IAT REINS CO GRP	85,591	TRANSGUARD INS CO OF AMER INC HARCO NATL INS CO	66,563 19,028
83	0	WORK FIRST CAS CO	83,959	WORK FIRST CAS CO	83,959
84	0	NATIONAL AMER INS CO	82,223	NATIONAL AMER INS CO	82,223

2009 Rank	Group Code	2009 Group Name	2009 Group Written Premium	2009 Company Name	2009 Company Written Premium
85	0	T H E INS CO	78,911	T H E INS CO	78,911
86	1631	DALLAS GEN GRP	59,230	DALLAS NATL INS CO	59,230
87	1332	MAINE EMPLOYERS MUT INS GRP	58,353	MEMIC IND CO	58,353
88	0	IMPERIAL CAS & IND CO	54,549	IMPERIAL CAS & IND CO	54,549
89	361	MUNICH RE GRP	49,788	AMERICAN ALT INS CORP	49,788
90	1302	BUILDERS INS GRP	42,649	ASSOCIATION INS CO VININGS INS CO	32,480 10,169
91	0	CHEROKEE INS CO	38,523	CHEROKEE INS CO	38,523
92	108	LUMBERMENS MUT CAS GRP	28,747	LUMBERMENS MUT CAS CO AMERICAN MANUFACTURERS MUT I AMERICAN MOTORISTS INS CO	33,301 532 -5,086
93	0	PEGASUS INS CO	19,036	PEGASUS INS CO	19,036
94	0	ADVANTAGE WORKERS COMP INS CO	18,226	ADVANTAGE WORKERS COMP INS C	18,226
95	291	MOTORISTS MUT GRP	16,452	AMERICAN HARDWARE MUT INS CO	16,452
96	0	PENNSYLVANIA LUMBERMENS MUT INS	12,444	PENNSYLVANIA LUMBERMENS MUT	12,444
97	0	PETROLEUM CAS CO	7,376	PETROLEUM CAS CO	7,376
98	0	NIPPONKOA INS CO LTD US BR	2,751	NIPPONKOA INS CO LTD US BR	2,751

2009 Rank	Group Code	2009 Group Name	2009 Group Written Premium	2009 Company Name	2009 Company Written Premium
99	0	BANCINSURE INC	1,000	BANCINSURE INC	1,000
100	306	CUNA MUT GRP	281	CUMIS INS SOCIETY INC	281
101	0	PREFERRED PROFESSIONAL INS CO	256	PREFERRED PROFESSIONAL INS CC	256
102	517	HANNOVER GRP	194	CLARENDON NATL INS CO	194
103	24	ATLANTIC CO GRP	-7	ATLANTIC MUT INS CO	-7
104	0	GATEWAY INS CO	-4,683	GATEWAY INS CO	-4,683
INDUSTRY TOTALS			703,051,217		

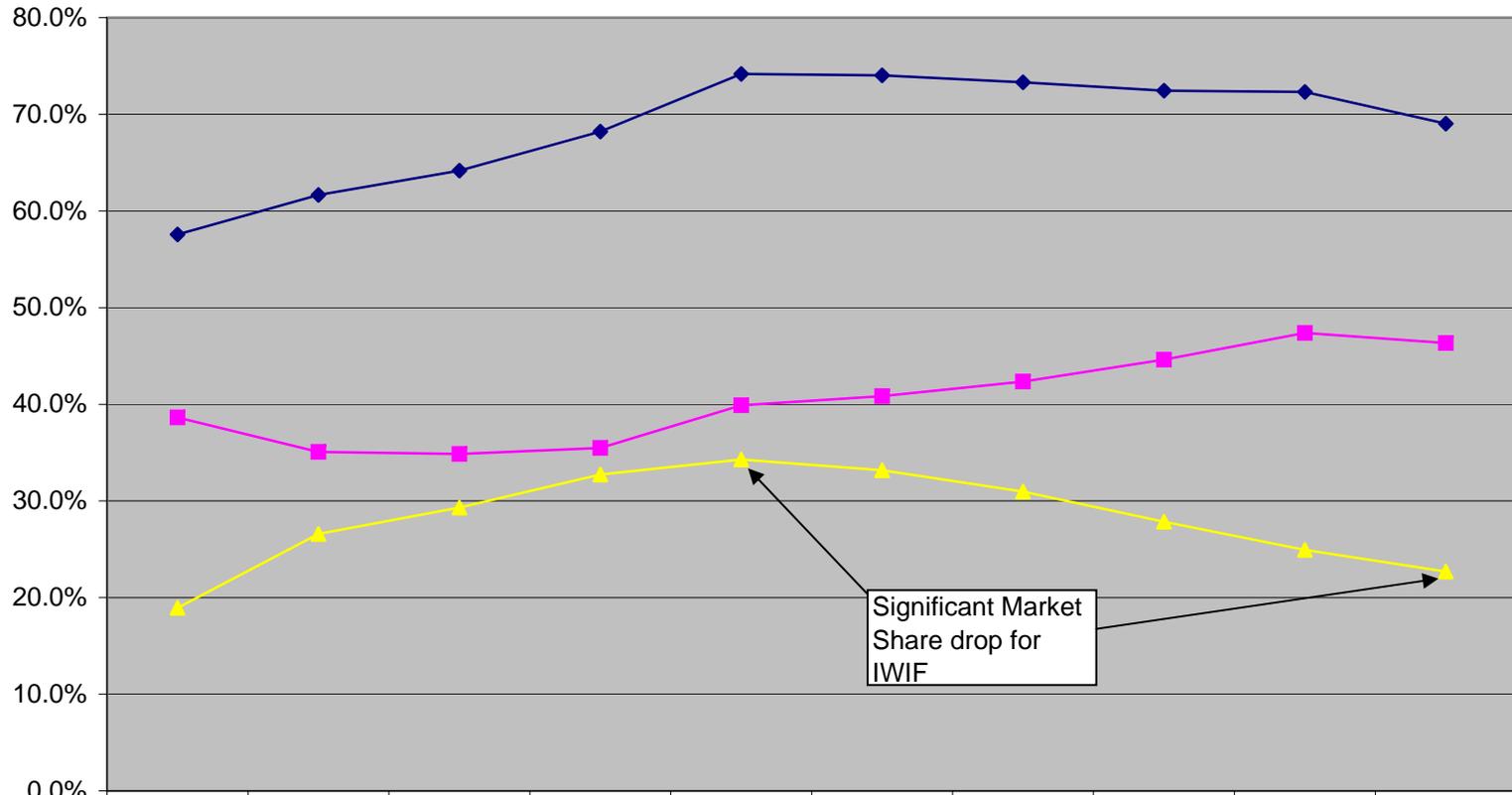
Industry vs IWIF Written Premium for 2000 to 2009 (in millions)



	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Industry	544	553	692	788	875	966	995	944	868	703
IWIF	103	147	203	258	300	320	308	263	216	160
w/o IWIF	441	406	489	530	575	645	687	681	652	544

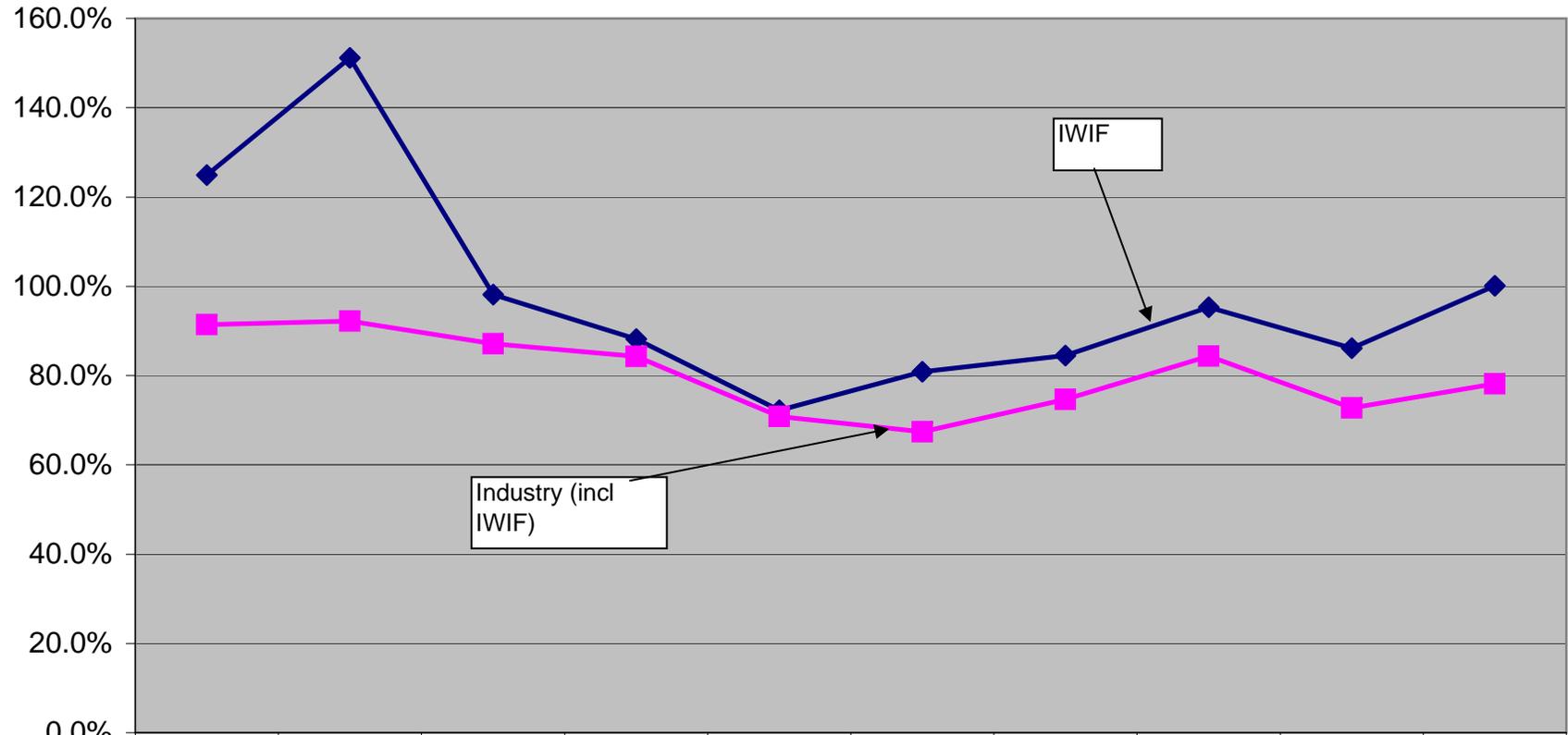
Industry information includes IWIF. Numbers may not add up exactly due to rounding.

Market Share of Top 8 Carriers - with and without IWIF



◆ Top 8	57.57%	61.66%	64.18%	68.21%	74.17%	74.02%	73.32%	72.45%	72.31%	69.02%
■ Top 8 (w/o IWIF)	38.64%	35.08%	34.86%	35.48%	39.89%	40.84%	42.35%	44.61%	47.38%	46.33%
▲ IWIF	18.93%	26.59%	29.32%	32.73%	34.28%	33.18%	30.97%	27.84%	24.93%	22.69%

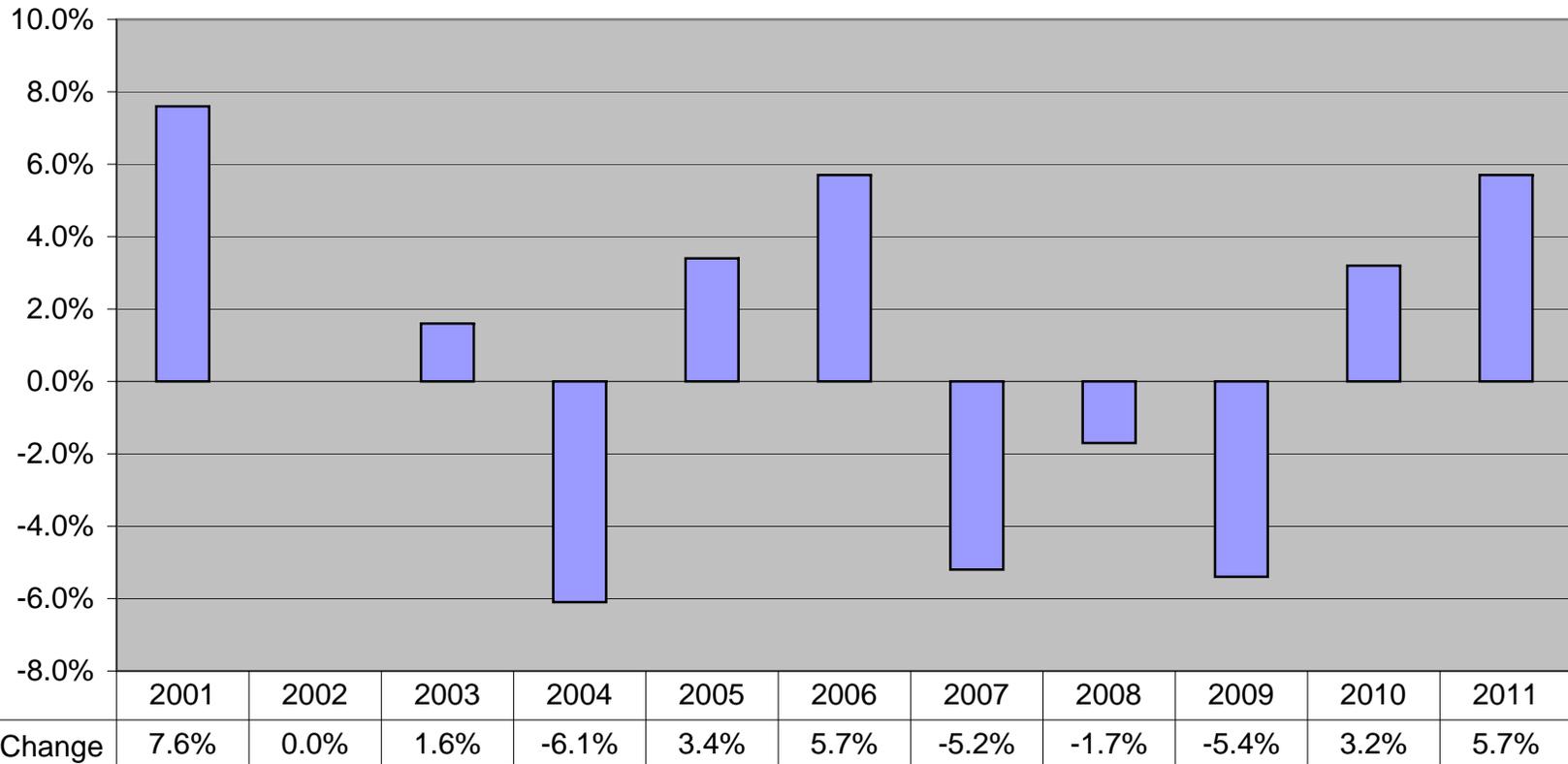
Industry vs IWIF Loss ratios from 2000 to 2009



	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
◆ IWIF	124.9%	151.2%	98.2%	88.2%	72.2%	80.9%	84.5%	95.3%	86.1%	100.1%
■ Industry	91.4%	92.2%	87.2%	84.3%	70.8%	67.4%	74.6%	84.4%	72.7%	78.2%

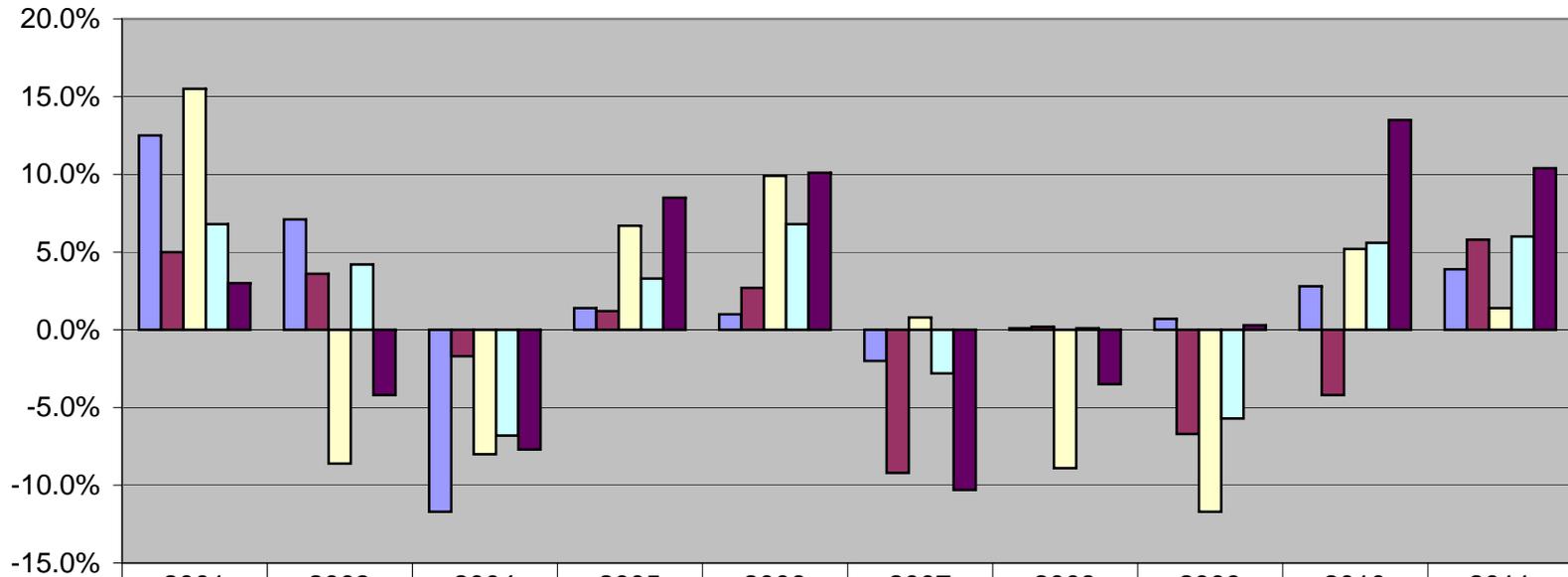
Industry information includes IWIF. Source - NAIC Market Share Reports as of 2009

Comparison of Changes in NCCI's Pure Premium Filings with the MIA For the Years 2001 to 2011



1. No Pure Premium Filing was submitted for 2002
2. NCCI filed a Law Only revision effective 1/1/2002 with an impact of 1.3%

History of Changes by Industry Group For the Years 2001 to 2011



	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011
■ Manufacturing	12.5%	7.1%	-11.7%	1.4%	1.0%	-2.0%	0.1%	0.7%	2.8%	3.9%
■ Contracting	5.0%	3.6%	-1.7%	1.2%	2.7%	-9.2%	0.2%	-6.7%	-4.2%	5.8%
■ Office/Clerical	15.5%	-8.6%	-8.0%	6.7%	9.9%	0.8%	-8.9%	-11.7%	5.2%	1.4%
■ Goods/Services	6.8%	4.2%	-6.8%	3.3%	6.8%	-2.8%	0.1%	-5.7%	5.6%	6.0%
■ Miscellaneous	3.0%	-4.2%	-7.7%	8.5%	10.1%	-10.3%	-3.5%	0.3%	13.5%	10.4%

NCCI did not submit a pure premium filing for 2002

Largest Classes by Payroll by Industry Group

Largest Manufacturing Classes	Latest Available Payroll (in 100's)	1/1/2010 Loss Cost	Change from 2005 to 2010	Change from 2009 to 2010	% of Statewide Payroll
TELEVISION, RADIO, TELEPHONE OR TELECOMMUNICATION DEVICE MFG NOC	2,410,854	0.53	0.0%	-15.9%	0.36%
PRINTING	2,240,922	1.86	15.5%	-1.6%	0.34%
MACHINE SHOP NOC	1,392,958	2.03	-14.0%	5.7%	0.21%
DRUG, MEDICINE OR PHARMACEUTICAL PREPARATION MFG & INCLUDES MFG OF	1,373,582	0.51	-38.6%	-5.6%	0.21%
FOOD SUNDRIES MFG NOC-NO CEREAL MILLING	1,308,426	1.76	-5.4%	-9.3%	0.20%
BAKERY & DRIVERS, ROUTE SUPERVISORS	1,237,069	4.54	92.4%	27.9%	0.19%
SHEET METAL PRODUCTS MFG. - SHOP ONLY	1,008,802	3.08	33.3%	-1.0%	0.15%
PLASTICS MANUFACTURING: MOLDED PRODUCTS NOC	976,487	2.53	12.4%	10.5%	0.15%
AUTOMOBILE ENGINE MFG	882,941	1.01	14.8%	12.2%	0.13%
DRUG, MEDICINE OR PHARMACEUTICAL PREPARATION, COMPOUNDING, OR BLENDING-NO	851,930	0.81	-25.7%	3.8%	0.13%
INSTRUMENT MFG NOC	805,490	0.81	30.6%	26.6%	0.12%
CABINET WORKS-WITH POWER MACHINERY	650,943	2.85	0.4%	25.0%	0.10%
CARPENTRY-SHOP ONLY-& DRIVERS	612,444	3.16	-15.1%	-7.1%	0.09%
PHARMACEUTICAL OR SURGICAL GOODS MFG NOC	598,880	0.97	29.3%	7.8%	0.09%
ICE CREAM MFG & DRIVERS	559,644	2.23	-18.0%	12.1%	0.08%
CLOTH, CANVAS AND RELATED PRODUCTS MFG. NOC	558,004	2.16	24.9%	1.4%	0.08%
PRECISION MACHINED PARTS MFG NOC	552,362	1.41	20.5%	9.3%	0.08%
CHEMICAL MANUFACTURING NOC-ALL OPERATIONS & DRIVERS	550,066	1.84	87.8%	15.7%	0.08%
PAPER MFG	509,733	2.58	-40.1%	-16.2%	0.08%
SILK THREAD OR YARN MFG	476,393	1.27	17.6%	7.6%	0.07%
AIRPLANE MFG	472,468	0.87	-17.9%	-19.4%	0.07%
ELECTRICAL APPARATUS MFG NOC	439,550	1.36	-30.3%	4.6%	0.07%
LAUNDRY NOC & ROUTE SUPERVISORS, DRIVERS	392,561	4.78	75.1%	-12.8%	0.06%
SERUM, ANTI-TOXIN OR VIRUS MFG & DRIVERS	389,464	0.47	14.6%	27.0%	0.06%
CONCRETE PRODUCTS MFG & DRIVERS	364,509	6.16	-14.0%	-10.6%	0.05%
NEWSPAPER PUBLISHING	356,412	2.73	26.4%	27.6%	0.05%
FURNITURE ASSEMBLY-WOOD-FROM MANUFACTURED PARTS	300,780	1.68	-7.7%	15.9%	0.05%
LAUNDRY AND DRY CLEANING STORE-RETAIL-& ROUTE SUPERVISORS, DRIVERS	292,861	1.93	29.5%	-1.5%	0.04%
SUGAR REFINING	255,974	5.51	78.9%	3.6%	0.04%
CREAMERY & ROUTE SUPERVISORS, DRIVERS	253,867	3.08	-18.1%	8.8%	0.04%
COMPUTING, RECORDING OR OFFICE MACHINE MFG NOC	253,028	0.81	-14.7%	1.3%	0.04%
METAL STAMPED GOODS MFG NOC	252,733	2.58	-16.5%	-12.5%	0.04%
CEMENT MFG	252,733	3.28	35.5%	27.6%	0.04%
CORRUGATED OR FIBER BOARD CONTAINER MFG	250,978	2.40	-45.1%	-5.1%	0.04%
AIRCRAFT ENGINE MFG	248,288	1.27	-25.7%	17.6%	0.04%
PAINT MFG	244,319	2.12	35.0%	9.8%	0.04%
BOTTLING-ALL OPERATIONS & ROUTE SUPERVISORS, DRIVERS	237,003	6.05	16.8%	0.7%	0.04%

Largest Classes by Payroll by Industry Group

Largest Contracting Classes	Latest Available Payroll (in 100's)	1/1/2010 Loss Cost	Change from 2005 to 2010	Change from 2009 to 2010	% of Statewide Payroll
CONTRACTOR--PROJECT MANAGER, CONSTRUCTION EXECUTIVE, CONSTRUCTION MANAGER	5,451,837	1.41	-30.2%	-2.8%	0.82%
ELECTRICAL WIRING-WITHIN BUILDINGS & DRIVERS	4,547,406	3.40	-29.8%	-12.1%	0.68%
PLUMBING NOC & DRIVERS	3,745,549	4.05	-17.8%	-2.6%	0.56%
MACHINERY OR EQUIPMENT ERECTION OR REPAIR NOC & DRIVERS	2,101,328	4.42	-8.5%	15.7%	0.32%
CONCRETE OR CEMENT WORK-FLOORS, DRIVEWAYS, YARDS OR SIDEWALKS-& DRIVERS	1,987,038	3.40	-26.1%	-0.3%	0.30%
CARPENTRY-DETACHED ONE OR TWO FAMILY DWELLINGS	1,944,468	6.62	-12.3%	-4.2%	0.29%
EXCAVATION & DRIVERS	1,938,122	5.12	24.6%	2.2%	0.29%
LANDSCAPE GARDENING & DRIVERS	1,640,240	3.36	-13.2%	-7.7%	0.25%
CARPENTRY NOC	1,561,165	5.66	-16.6%	-0.9%	0.23%
BURGLAR ALARM INSTALLATION OR REPAIR & DRIVERS	1,524,536	1.84	-16.4%	-27.6%	0.23%
HEATING, VENTILATION, AIR-CONDITIONING AND REFRIGERATION	1,441,562	3.73	-43.8%	-15.0%	0.22%
PAINTING OR PAPERHANGING NOC & SHOP OPERATIONS, DRIVERS	1,270,507	4.71	-9.8%	-6.4%	0.19%
MASONRY NOC	1,220,793	5.63	-24.1%	1.1%	0.18%
CARPENTRY-INSTALLATION OF CABINET WORK OR INTERIOR TRIM	1,021,313	4.26	-19.5%	-5.5%	0.15%
WALLBOARD INSTALLATION WITHIN BUILDINGS & DRIVERS	828,761	5.77	-5.6%	-20.9%	0.12%
CONCRETE CONSTRUCTION NOC	804,132	8.38	14.8%	-6.2%	0.12%
CONSTRUCTION OR ERECTION PERMANENT YARD	774,387	3.53	-29.0%	10.0%	0.12%
ELEVATOR ERECTION OR REPAIR	732,075	3.38	-22.5%	-14.6%	0.11%
SEWER CONSTRUCTION-ALL OPERATIONS & DRIVERS	617,093	5.00	35.5%	8.9%	0.09%
FURNITURE OR FIXTURES INSTALLATION-PORTABLE-NOC	565,646	5.34	19.5%	6.8%	0.09%
STREET OR ROAD CONSTRUCTION: PAVING OR REPAVING & DRIVERS	477,928	6.63	-3.1%	-7.3%	0.07%
GAS MAIN OR CONNECTION CONSTRUCTION & DRIVERS	421,805	3.06	-38.4%	14.2%	0.06%
CERAMIC TILE, INDOOR STONE, MARBLE, OR MOSAIC WORK	367,773	3.44	-27.1%	-17.5%	0.06%
INSULATION WORK NOC & DRIVERS	350,761	5.08	-16.7%	9.5%	0.05%
AUTOMATIC SPRINKLER INSTALLATION & DRIVERS	349,528	5.10	-8.1%	-28.9%	0.05%
ELECTRIC LIGHT OR POWER LINE CONSTRUCTION & DRIVERS	317,202	7.99	-56.0%	-9.6%	0.05%
CONCRETE WORK-INCIDENTAL TO THE CONSTRUCTION OF PRIVATE RESIDENCE	314,646	3.92	-22.2%	-13.5%	0.05%
DOOR, DOOR FRAME OR SASH ERECTION-METAL OR METAL COVERED	312,700	6.18	-23.8%	7.1%	0.05%
STREET OR ROAD CONSTRUCTION: SUBSURFACE WORK & DRIVERS	296,214	8.35	59.4%	-10.1%	0.04%
CONDUIT CONSTRUCTION-FOR CABLES OR WIRES-& DRIVERS	289,435	5.14	6.2%	-15.7%	0.04%
FLOOR COVERING INSTALLATION--RESILIENT FLOORING -- CARPET AND LAMINATE	259,148	3.87	-19.7%	-5.6%	0.04%
GLAZIER-AWAY FROM SHOP & DRIVERS	258,569	5.67	-42.5%	-11.4%	0.04%
OIL STILL ERECTION OR REPAIR	229,952	2.72	18.3%	19.8%	0.03%
TELEPHONE OR CABLE TV LINE INSTALLATION-CONTRACTORS, UNDERGROUND & DRIVERS	229,885	4.85	37.4%	-11.2%	0.03%
ROOFING-ALL KINDS & DRIVERS	217,039	16.11	-17.2%	17.2%	0.03%
CONCRETE CONSTRUCTION IN CONNECTION WITH BRIDGES OR CULVERTS	216,926	7.69	-5.9%	-8.6%	0.03%
CLEANER-DEBRIS REMOVAL	204,975	3.06	-25.5%	-11.0%	0.03%
MOBILE CRANE AND HOISTING SERVICE CONTRACTORS-NOC-ALL OPERATIONS-INCLUDING	170,640	5.79	-30.3%	-8.1%	0.03%

Largest Classes by Payroll by Industry Group

Largest Office & Clerical Classes	Latest Available Payroll (in 100's)	1/1/2010 Loss Cost	Change from 2005 to 2010	Change from 2009 to 2010	% of Statewide Payroll
CLERICAL OFFICE EMPLOYEES NOC	266,482,131	0.15	-11.8%	7.1%	40.09%
SALESPERSONS OR COLLECTORS-OUTSIDE	58,852,029	0.25	-13.8%	4.2%	8.85%
PHYSICIAN & CLERICAL	30,957,789	0.25	13.6%	19.0%	4.66%
AUDITORS, ACCOUNTANT OR FACTORY COST OR OFFICE SYSTEMATIZER-TRAVELING	25,847,692	0.07	-12.5%	0.0%	3.89%
COLLEGE: PROFESSIONAL EMPLOYEES & CLERICAL	18,433,413	0.22	-12.0%	4.8%	2.77%
ATTORNEY-ALL EMPLOYEES & CLERICAL, MESSENGERS, DRIVERS	10,494,976	0.11	0.0%	0.0%	1.58%
ARCHITECTURAL OR ENGINEERING FIRM - INCLUDING SALESPERSONS & DRIVERS	8,529,961	0.56	21.7%	-9.7%	1.28%
HOSPITAL: PROFESSIONAL EMPLOYEES	6,791,959	0.68	30.8%	6.3%	1.02%
BUILDINGS-OPERATION BY OWNER, LESSEE, OR REAL ESTATE MANAGEMENT FIRM:	4,986,512	0.67	-8.2%	-19.3%	0.75%
RADIO OR TELEVISION BROADCASTING STATION-ALL EMPLOYEES & CLERICAL, DRIVERS	3,066,201	0.31	-34.0%	24.0%	0.46%
AUTOMOBILE SALESPERSONS	1,943,777	0.49	-23.4%	-2.0%	0.29%
TELEPHONE OR TELEGRAPH CO.: OFFICE OR EXCHANGE EMPLOYEES & CLERICAL	1,738,135	0.22	22.2%	10.0%	0.26%
CHILD DAY CARE CENTER: PROFESSIONAL EMPLOYEES AND CLERICAL, SALESPERSONS	1,168,776	0.49	-3.9%	32.4%	0.18%
MAILING OR ADDRESSING COMPANY OR LETTER SERVICE SHOP	711,266	0.80	-14.9%	29.0%	0.11%
PHOTOGRAPHER-ALL EMPLOYEES & CLERICAL, SALESPERSONS, DRIVERS	678,809	0.96	29.7%	29.7%	0.10%
LABOR UNION-ALL EMPLOYEES	436,583	0.22	-43.6%	4.8%	0.07%
CLERICAL TELECOMMUTER EMPLOYEES	398,485	0.14	-30.0%	0.0%	0.06%
THEATER NOC: PLAYERS, ENTERTAINERS OR MUSICIANS	169,711	1.20	-32.6%	29.0%	0.03%
REAL ESTATE APPRAISAL COMPANIES-OUTSIDE EMPLOYEES	123,888	0.21	-30.0%	-4.5%	0.02%

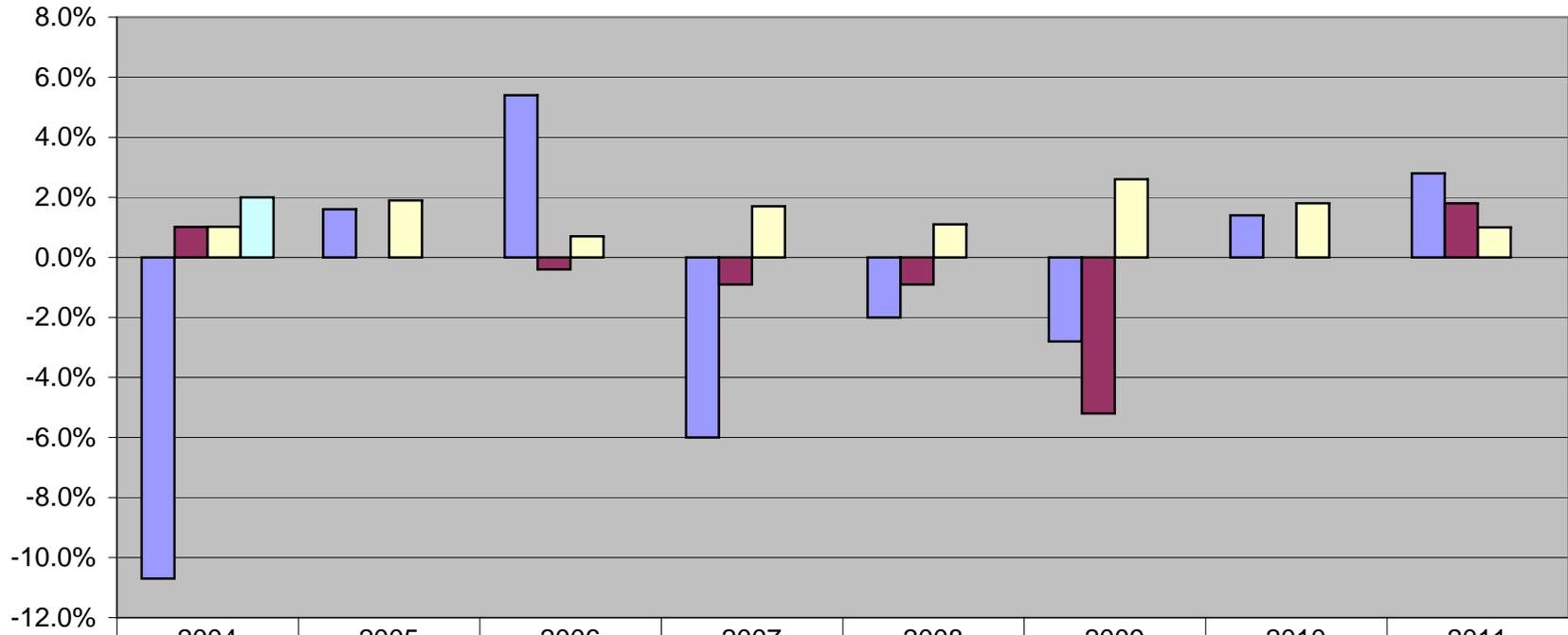
Largest Classes by Payroll by Industry Group

Largest Goods & Services Classes	Latest Available Payroll (in 100's)	1/1/2010 Loss Cost	Change from 2005 to 2010	Change from 2009 to 2010	% of Statewide Payroll
STORE: RETAIL NOC	12,484,916	1.49	23.1%	4.9%	1.88%
RESTAURANT NOC	11,434,253	1.28	-7.2%	10.3%	1.72%
ANALYTICAL CHEMIST	7,682,483	0.28	-3.4%	12.0%	1.16%
AUTOMOBILE SERVICE OR REPAIR CENTER & DRIVERS	7,125,891	1.82	-8.1%	7.1%	1.07%
CONVALESCENT OR NURSING HOME-ALL EMPLOYEES	5,973,072	1.74	-0.6%	8.1%	0.90%
OFFICE MACHINE INSTALLATION, INSPECTION, ADJUSTMENT OR REPAIR	5,396,754	0.53	-10.2%	-17.2%	0.81%
RESTAURANT: FAST FOOD	4,933,417	1.08	-18.8%	17.4%	0.74%
STORE: CLOTHING, WEARING APPAREL OR DRY GOODS-RETAIL	4,728,511	0.97	18.3%	4.3%	0.71%
BUILDINGS-OPERATION BY OWNER, LESSEE, OR REAL ESTATE MANAGEMENT FIRM: ALL	4,113,285	2.20	12.8%	-12.0%	0.62%
STORE: WHOLESALE NOC	4,026,913	2.12	-12.4%	8.2%	0.61%
JANITORIAL SERVICES BY CONTRACTORS - NO WINDOW CLEANING ABOVE GROUND LEVEL	3,902,177	2.30	15.0%	15.6%	0.59%
STORE: MEAT, GROCERY AND PROVISION STORES COMBINED-RETAIL NOC	3,804,476	2.68	16.5%	30.7%	0.57%
HOTEL: ALL OTHER EMPLOYEES & SALESPERSONS, DRIVERS	2,496,628	1.61	16.7%	22.0%	0.38%
BARBER SHOP	2,349,022	0.32	-27.3%	-3.0%	0.35%
GASOLINE STATION: SELF-SERVICE AND CONVENIENCE/GROCERY-RETAIL	2,244,772	1.31	-22.9%	-0.8%	0.34%
HOSPITAL-VETERINARY & DRIVERS	1,931,910	0.88	-20.7%	-2.2%	0.29%
STORE: DRUG - RETAIL	1,917,332	1.39	98.6%	-4.8%	0.29%
LUMBERYARD NEW MATERIALS ONLY: ALL OTHER EMPLOYEES & YARD, WAREHOUSE,	1,874,313	3.58	9.5%	-4.0%	0.28%
STORE: FURNITURE & DRIVERS	1,617,750	2.33	12.0%	-9.7%	0.24%
BUILDING MATERIAL DEALER-NEW MATERIALS ONLY: STORE EMPLOYEES	1,616,925	2.45	59.1%	15.6%	0.24%
STORE: HARDWARE	1,590,326	1.35	1.5%	-9.4%	0.24%
AUTOMOBILE BODY REPAIR	1,539,273	1.42	34.0%	-2.7%	0.23%
CLUB-COUNTRY, GOLF, FISHING OR YACHT-& CLERICAL	1,508,521	1.11	-36.9%	-2.6%	0.23%
HOSPITAL: ALL OTHER EMPLOYEES	1,370,886	1.59	-34.3%	29.3%	0.21%
YMCA, YWCA, YMHA OR YWHA, INSTITUTION - ALL EMPLOYEES & CLERICAL	1,350,556	0.58	11.5%	16.0%	0.20%
STORE: JEWELRY	1,340,273	0.42	0.0%	0.0%	0.20%
SOCIAL SERVICES ORGANIZATION-ALL EMPLOYEES & SALESPERSONS, DRIVERS	1,339,643	1.35	n/a	-12.9%	0.20%
COLLEGE: ALL OTHER EMPLOYEES	1,303,287	1.78	19.5%	-8.2%	0.20%
RETIREMENT LIVING CENTERS: HEALTH CARE EMPLOYEES	1,264,347	1.81	-15.0%	25.7%	0.19%
STORE: AUTOMOBILE PARTS & ACCESSORIES- NOC & DRIVERS	1,131,458	1.73	-0.6%	13.1%	0.17%
STORE: DEPARTMENT-RETAIL	1,105,024	1.27	-17.0%	19.8%	0.17%
STORAGE WAREHOUSE NOC	906,630	3.33	-29.4%	10.6%	0.14%
HOTEL: RESTAURANT EMPLOYEES	794,865	1.05	-24.5%	23.5%	0.12%
STORAGE WAREHOUSE-FURNITURE & DRIVERS	761,949	5.39	16.7%	17.7%	0.11%
MACHINERY DEALER NOC-STORE OR YARD-& DRIVERS	742,247	3.70	19.7%	13.1%	0.11%
RETIREMENT LIVING CENTERS: ALL OTHER EMPLOYEES, SALESPERSONS & DRIVERS	735,190	2.46	38.2%	30.9%	0.11%
HOME, PUBLIC, AND TRAVELING HEALTHCARE--ALL EMPLOYEES	712,111	1.98	-13.5%	-10.0%	0.11%

Largest Classes by Payroll by Industry Group

Largest Miscellaneous Classes	Latest Available Payroll (in 100's)	1/1/2010 Loss Cost	Change from 2005 to 2010	Change from 2009 to 2010	% of Statewide Payroll
DRIVERS, CHAUFFEURS, MESSENGERS AND THEIR HELPERS NOC-COMMERCIAL	4,324,553	3.84	15.0%	13.3%	0.65%
POLICE OFFICERS & DRIVERS	3,515,565	1.82	2.2%	15.2%	0.53%
TRUCKING - LOCAL HAULING ONLY & DRIVERS	3,095,369	5.68	-1.0%	2.9%	0.47%
TRUCKING - LONG DISTANCE HAULING & DRIVERS	2,284,419	5.83	1.7%	6.4%	0.34%
AVIATION: AIR CARRIER - SCHEDULED, COMMUTER OR SUPPLEMENTAL - FLYING CREW	1,910,627	0.59	63.9%	37.2%	0.29%
AVIATION: ALL OTHER EMPLOYEES & DRIVERS	1,496,650	3.01	36.2%	38.7%	0.23%
TELEPHONE OR TELEGRAPH CO.: ALL OTHER EMPLOYEES & DRIVERS	1,326,461	1.73	-12.2%	4.2%	0.20%
PARK NOC-ALL EMPLOYEES & DRIVERS	1,173,821	1.41	-32.5%	15.6%	0.18%
GARBAGE, ASHES OR REFUSE COLLECTION & DRIVERS	928,506	7.46	52.2%	22.5%	0.14%
BUS CO.: ALL OTHER EMPLOYEES & DRIVERS	889,863	5.52	29.3%	16.7%	0.13%
ELECTRIC LIGHT OR POWER CO. NOC-ALL EMPLOYEES & DRIVERS	766,019	1.19	30.8%	15.5%	0.12%
SCHOOL BUS CONTRACTOR-INCLUDING INCIDENTAL CHARTER SERVICE: ALL OTHER	504,524	2.77	87.2%	21.5%	0.08%
THEATER NOC: ALL OTHER EMPLOYEES	363,714	1.50	-2.6%	-8.5%	0.05%
STREET CLEANING & DRIVERS	247,163	4.43	0.0%	30.3%	0.04%
QUARRY NOC & DRIVERS	214,960	3.33	-20.1%	6.1%	0.03%
MAIL, PARCEL OR PACKAGE DELIVERY AND COURIER OR MESSENGER SERVICE	203,359	5.69	14.9%	38.8%	0.03%
MARINA & DRIVERS	188,570	2.81	0.4%	22.7%	0.03%
BOAT BUILDING OR REPAIR & DRIVERS	172,053	2.22	9.4%	20.7%	0.03%
SAND DIGGING & DRIVERS	159,036	3.60	-13.5%	2.3%	0.02%
TAXICAB CO.: ALL OTHER EMPLOYEES & DRIVERS	155,708	4.04	-15.7%	18.5%	0.02%
AVIATION:NOC - OTHER THAN HELICOPTERS - FLYING CREW	151,127	1.80	-13.5%	-2.7%	0.02%
TREE PRUNING, SPRAYING, REPAIRING -- ALL OPERATIONS & DRIVERS	142,510	9.71	-20.7%	38.9%	0.02%
ATHLETIC SPORTS OR PARK: CONTACT SPORTS	134,703	1.02	-15.7%	15.9%	0.02%
SEWAGE DISPOSAL PLANT OPERATION & DRIVERS	121,794	1.37	7.9%	26.9%	0.02%
WATERWORKS OPERATION & DRIVERS	109,452	2.53	31.1%	38.3%	0.02%
TRUCKING: MAIL PARCEL OR PACKAGE DELIVERY-UNDER CONTRACT WITH THE U.S.	105,876	4.29	8.6%	35.3%	0.02%
OIL OR GAS PIPELINE OPERATION & DRIVERS	103,894	0.95	-6.9%	9.2%	0.02%
AMUSEMENT DEVICE OPERATION NOC-NOT TRAVELING-& DRIVERS	102,922	3.04	10.9%	31.0%	0.02%

Changes in the Various Components of NCCI Pure Premium Filings From 2004 to 2011



	2004	2005	2006	2007	2008	2009	2010	2011
■ Experience	-10.7%	1.6%	5.4%	-6.0%	-2.0%	-2.8%	1.4%	2.8%
■ Trend	1.0%	0.0%	-0.4%	-0.9%	-0.9%	-5.2%	0.0%	1.8%
■ Benefits	1.0%	1.9%	0.7%	1.7%	1.1%	2.6%	1.8%	1.0%
■ Other	2.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

1. Information is not available prior to 2004

RE-ENTRANTS			
2009 Group Code	2009 Company Code	2009 Company Name	2009 Premium
1129	21970	ONEBEACON INS CO	104,829
222	22195	INSURANCE CO OF GREATER NY	46,445
150	11371	GREAT WEST CAS CO	22,295
0	14974	PENNSYLVANIA LUMBERMENS MUT INS	12,444
0	18538	BANCINSURE INC	1,000
108	30562	AMERICAN MANUFACTURERS MUT INS CO	532
517	20532	CLARENDON NATL INS CO	194

NEW COMPANIES			
2009 Group Code	2009 Company Code	2009 Company Name	2009 Premium
242	39926	SELECTIVE INS CO OF THE SOUTHEAST	3,007,388
250	39900	PENINSULA IND CO	804,740
4507	10844	BUILDERS MUT INS CO	388,272
572	12304	ACCIDENT FUND GEN INS CO	196,550
1285	24554	XL INS AMER INC	142,823
796	37303	REDLAND INS CO	110,299
3158	13019	EASTERN ADVANTAGE ASSUR CO	42,955
1302	11240	ASSOCIATION INS CO	32,480
0	40517	ADVANTAGE WORKERS COMP INS CO	18,226
253	26182	HARLEYSVILLE WORCESTER INS CO	336
0	36234	PREFERRED PROFESSIONAL INS CO	256

Cumulative Impact of NCCI's Pure Premium Filings For the Years 1988 to 2011

