



**2011 Report on  
Workers' Compensation Insurance**

**December 12, 2011**

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## 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 the Injured Workers' Insurance Fund ("IWIF"). Subject to regulatory approval, an employer may self-insure.<sup>1</sup>
- 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 IWIF, wrote approximately 71 percent of the market in 2010 (Exhibit 3). IWIF is the largest writer, accounting for about 22.5 percent of the market in 2010. The second largest writer is Hartford Fire and Casualty Group, accounting for about 12.5 percent of the market in 2010.
- 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 IWIF. 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) and increases for calendar years 2010 through 2012 (ranging from a high of 5.7 percent in 2011 to a low of 1.4 percent for 2012). For 2011, the increase was due to a combination of experience, trend and benefit costs. The pure premium loss cost increase for 2012 is primarily due to benefit cost increases of 4.0 percent.
- Maryland's workers' compensation insurance market remains competitive.

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<sup>1</sup> 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")<sup>2</sup> 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.<sup>3</sup>

## **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.

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

<sup>3</sup> 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.

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 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.

### **2011 Legislative Changes Impacting Workers' Compensation**

In 2011, the following changes were made to the laws governing workers' compensation insurance and IWIF:

**HOUSE BILL 598 (Ch. 132)/SENATE BILL 693 (Ch. 276) – Injured Workers’ Insurance Fund – Employee Compensation**

- Specifies that IWIF employees are not subject to any State law, regulation, or executive order governing State employee compensation, including furloughs, salary reductions, or any other general fund cost savings measure.
- Clarifies that IWIF’s board is responsible for setting compensation rates for IWIF employees and removes a provision of law requiring IWIF’s board, to the extent practicable, to set compensation rates for IWIF employees in accordance with the State salary plan.

*Effective Date: July 1, 2011*

**HOUSE BILL 244 (Chapter 584) – Anne Arundel County – Workers’ Compensation – Occupational Disease – Deputy Sheriffs**

- Specifies that an Anne Arundel County deputy sheriff who suffers from heart disease or hypertension resulting in partial or total disability or death is presumed to have an occupational disease that is compensable under workers’ compensation law, provided that the condition is more severe than the individual’s condition existing prior to employment as a deputy sheriff.

*Effective Date: October 1, 2011*

**HOUSE BILL 417 (Chapter 436)/SENATE BILL 212 (Chapter 435) – Workers’ Compensation – Death Benefits - Dependency**

- Alters the calculation of benefits paid by employers or insurers to surviving spouses, children, and other dependents to replace income lost when a person dies due to a work-related accident or occupational disease.
- Benefits are paid to surviving dependent spouses and children proportionally to reflect family income.
- Eliminates the statutory distinction between wholly and partially dependent spouses and children.

*Effective Date: October 1, 2011*

**Workers’ Compensation Insurers**

Ninety-nine insurance groups, including IWIF, offer workers’ compensation insurance to Maryland employers. Together, these insurers had \$709,056,181 direct written premium in 2010.

This represents 8.2% 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 2001 to 2010.

The top eight workers’ compensation insurance groups, including IWIF, wrote approximately 71% of the market in 2010. Table 1 below displays the market share for each of these insurance groups. IWIF is the largest writer of workers’ compensation insurance in Maryland, with a market share of 22.5 percent in 2010.

<b>Table 1: Market Share Largest Writers, 2009 and 2010</b>		
<b>Insurance Group</b>	<b>Percentage Market Share, 2009</b>	<b>Percentage Market Share, 2010</b>
IWIF	22.7	22.5
Hartford Fire and Casualty Group	12.2	12.5
Liberty Mutual Group	8.8	9.6
Travelers Group	7.7	7.6
American International Group	5.4	5.6
Erie Insurance Group	4.8	4.7
Zurich Insurance Group	4.2	4.8
Pennsylvania Manufacturers Group*/Old Republic	3.2	3.4

*\*Note: Pennsylvania Manufacturers Group was purchased by Old Republic in 2010.*

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 ten-year period from 2001 through 2010.
- Exhibit 3 displays a complete listing of the market shares for all Maryland workers’ compensation insurer groups operating in Maryland. This information represents 2010 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 IWIF's written premium to the Industry for the period 2001 through 2010.
- Exhibit 5, Page 2 illustrates that although IWIF remains the largest workers' compensation insurer in Maryland, IWIF has steadily lost market share to other workers' compensation insurance groups in the insurance industry since 2005.
- Exhibit 6 lists new entrants and re-entrants into the market for 2010. New entrants are companies with no written premium in 2008 and 2009. Re-entrants are those carriers that had premium in 2008, but no premium in 2009.

### **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 IWIF, 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 cost 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.

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

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 91.3 percent. IWIF's loss ratio was 100.1 percent in 2009 and 95.9 percent in 2010. From the period of 2001 to 2010, IWIF's loss ratios generally have been

higher than the rest of the Industry. (See Exhibit 7 for a comparison of IWIF's loss ratios to those of the Industry for the period 2001 to 2010).

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 2012 (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 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 1988. 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, 2011. The filing was approved by the MIA with an effective date of January 1, 2012. The overall approved change for this filing is an increase of 1.4 percent. This reflects a change of negative 2.5 percent due to experience, a 0 percent change in medical and indemnity trends, and a positive 4.0 percent change due to an increase in the cost of benefits. The increase in benefits payable are a result of (1) an increase in the Maryland average weekly wage (AWW), which determines the amount of indemnity payments made; (2) an increase in the medical and hospital fee schedules; and (3) an increase in the burial allowance.

An increase in pure premium loss costs 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.

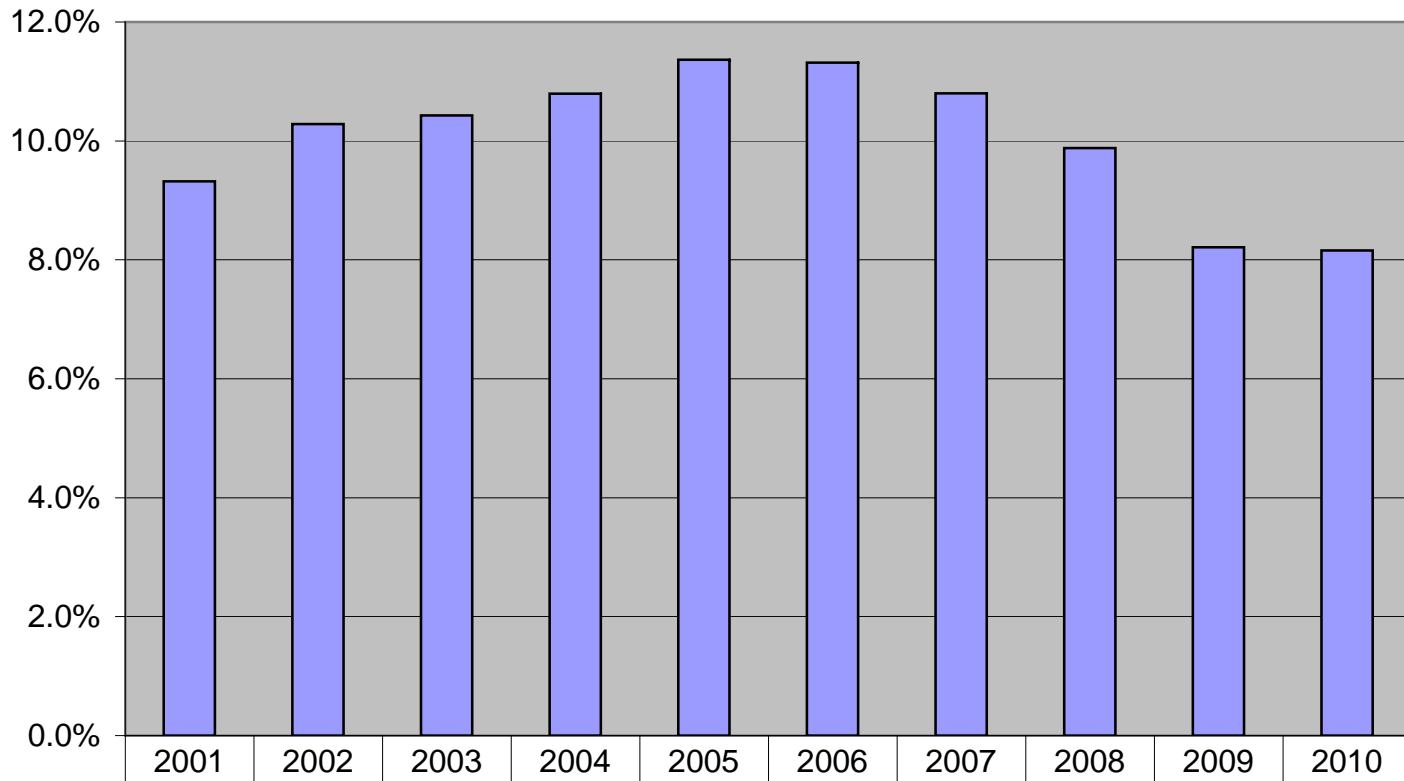
### **Terrorism Risk Insurance Program**

In 2002, Congress enacted the Terrorism Risk Insurance Program ("TRIP"), 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. The Act 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.

### **Conclusion**

Ninety-nine insurance groups reported workers' compensation insurance premium earned in Maryland. This line of insurance remains competitive and the overall cost for many employers remains stable. With three years of decreases in NCCI "pure premium loss costs" in 2007, 2008 and 2009, and only modest increases in 2010, 2011 and 2012, many employers have had reasonably stable costs for workers' compensation insurance.

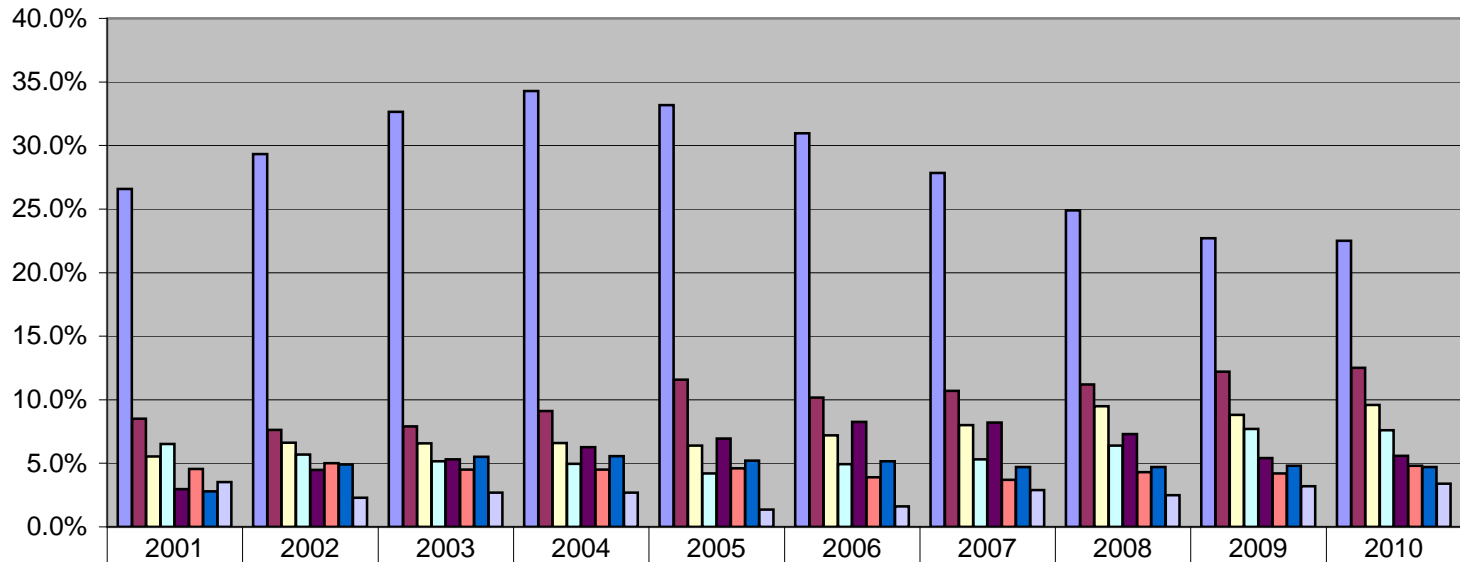
### Maryland Workers' Compensation Share of Overall Property & Casualty Industry Written Premium



■ WC Share	9.32%	10.28%	10.43%	10.79%	11.37%	11.32%	10.80%	9.88%	8.21%	8.16%
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## Comparison of Large Insurance Group Market Shares for 2001 through 2010



IWIF	26.6%	29.3%	32.6%	34.3%	33.2%	31.0%	27.8%	24.9%	22.7%	22.5%
Hartford Group	8.5%	7.6%	7.9%	9.1%	11.6%	10.2%	10.7%	11.2%	12.2%	12.5%
Liberty Mutual Group	5.5%	6.6%	6.6%	6.6%	6.4%	7.2%	8.0%	9.5%	8.8%	9.6%
Travelers Group	6.5%	5.7%	5.2%	5.0%	4.2%	4.9%	5.3%	6.4%	7.7%	7.6%
American International Group	3.0%	4.5%	5.3%	6.3%	6.9%	8.3%	8.2%	7.3%	5.4%	5.6%
Zurich Group	4.6%	5.0%	4.5%	4.5%	4.6%	3.9%	3.7%	4.3%	4.2%	4.8%
Erie Insurance Group	2.8%	4.9%	5.5%	5.6%	5.2%	5.2%	4.7%	4.7%	4.8%	4.7%
PMA Group/Old Republic	3.5%	2.3%	2.7%	2.7%	1.4%	1.6%	2.9%	2.5%	3.2%	3.4%

## MARYLAND WORKERS' COMPENSATION MARKET SHARE BY INSURER GROUP

2010 Rank	2010 Group Code	Company Name	2010 Written Premium	2010 Group Market Share	2010 Cumulative Group Market Share
1	0	INJURED WORKERS INS FUND	159,253,061	22.5%	22.5%
2	91	HARTFORD FIRE & CAS GRP	88,913,249	12.5%	35.0%
3	111	LIBERTY MUT GRP	68,198,067	9.6%	44.6%
4	3548	TRAVELERS GRP	53,950,606	7.6%	52.2%
5	12	AMERICAN INTL GRP	40,058,397	5.6%	57.9%
6	212	ZURICH INS GRP	34,015,717	4.8%	62.7%
7	213	ERIE INS GRP	33,184,098	4.7%	67.4%
8	150	OLD REPUBLIC GRP	24,204,253	3.4%	70.8%
9	242	SELECTIVE INS GRP	21,141,585	3.0%	73.7%
10	98	WR BERKLEY CORP GRP	15,347,569	2.2%	75.9%
11	626	ACE LTD GRP	13,227,329	1.9%	77.8%
12	218	CNA INS GRP	12,122,640	1.7%	79.5%
13	38	CHUBB & SON INC GRP	10,212,263	1.4%	80.9%
14	140	NATIONWIDE CORP GRP	9,390,295	1.3%	82.3%
15	244	CINCINNATI FIN GRP	9,280,157	1.3%	83.6%
16	447	HARFORD GRP	7,884,135	1.1%	84.7%
17	176	STATE FARM GRP	6,576,212	0.9%	85.6%
18	572	BCBS OF MI GRP	5,270,367	0.7%	86.3%
19	680	AMERISAFE GRP	5,180,736	0.7%	87.1%
20	457	ARGONAUT GRP	5,040,569	0.7%	87.8%
21	661	BCBS OF SC GRP	4,492,984	0.6%	88.4%
22	175	STATE AUTO MUT GRP	4,209,509	0.6%	89.0%
23	250	DONEGAL GRP	4,085,361	0.6%	89.6%
24	1279	ARCH INS GRP	3,943,417	0.6%	90.1%
25	828	GUARD INS CO GRP	3,921,315	0.6%	90.7%
26	201	UTICA GRP	3,807,122	0.5%	91.2%
27	3158	EASTERN HOLDING CO GRP	3,480,604	0.5%	91.7%
28	796	QBE INS GRP	3,415,065	0.5%	92.2%
29	253	HARLEYSVILLE GRP	3,361,468	0.5%	92.7%
30	271	PENNSYLVANIA NATL INS GRP	3,140,218	0.4%	93.1%
31	0	BRETHREN MUT INS CO	2,894,881	0.4%	93.5%
32	2538	AMTRUST GMACI MAIDEN GRP	2,395,515	0.3%	93.9%

## MARYLAND WORKERS' COMPENSATION MARKET SHARE BY INSURER GROUP

2010 Rank	2010 Group Code	Company Name	2010 Written Premium	2010 Group Market Share	2010 Cumulative Group Market Share
33	408	AMERICAN NATL FIN GRP	2,250,935	0.3%	94.2%
34	88	THE HANOVER INS GRP	2,245,327	0.3%	94.5%
35	1285	XL AMER GRP	2,175,339	0.3%	94.8%
36	761	ALLIANZ INS GRP	1,908,398	0.3%	95.1%
37	640	MUTUAL BENEFIT GRP	1,774,469	0.3%	95.3%
38	84	AMERICAN FINANCIAL GRP	1,722,233	0.2%	95.6%
39	7	FEDERATED MUT GRP	1,717,777	0.2%	95.8%
40	867	BALDWIN & LYONS GRP	1,703,185	0.2%	96.1%
41	169	SENTRY INS GRP	1,621,916	0.2%	96.3%
42	158	FAIRFAX FIN GRP	1,618,394	0.2%	96.5%
43	31	BERKSHIRE HATHAWAY GRP	1,569,700	0.2%	96.7%
44	748	MEADOWBROOK INS GRP	1,536,226	0.2%	97.0%
45	0	ELECTRIC INS CO	1,487,975	0.2%	97.2%
46	0	SEABRIGHT INS CO	1,283,970	0.2%	97.3%
47	0	BROTHERHOOD MUT INS CO	1,277,500	0.2%	97.5%
48	4507	BUILDERS GRP	1,225,121	0.2%	97.7%
49	4715	MS & AD INS GRP	1,203,801	0.2%	97.9%
50	1120	EVEREST REINS HOLDINGS GRP	1,193,398	0.2%	98.0%
51	1129	WHITE MOUNTAINS GRP	1,172,960	0.2%	98.2%
52	4702	SPARTA GRP	1,058,923	0.1%	98.3%
53	781	UNION LABOR GRP	1,040,582	0.1%	98.5%
54	3489	DELEK GRP	963,668	0.1%	98.6%
55	311	MAIN STREET AMER GRP	933,004	0.1%	98.8%
56	228	WESTFIELD GRP	814,038	0.1%	98.9%
57	0	CHURCH MUT INS CO	795,619	0.1%	99.0%
58	349	FLORISTS MUT GRP	733,317	0.1%	99.1%
59	594	AMERICAN CONTRACTORS INS GRP	637,758	0.1%	99.2%
60	3363	EMPLOYERS HOLDINGS GRP	553,595	0.1%	99.3%
61	3703	TOWER GRP	519,121	0.1%	99.3%
62	0	SOUTHERN STATES INS EXCH	484,650	0.1%	99.4%
63	303	GUIDEONE INS GRP	455,885	0.1%	99.5%
64	3098	TOKIO MARINE HOLDINGS INC GRP	349,346	0.0%	99.5%



## MARYLAND WORKERS' COMPENSATION MARKET SHARE BY INSURER GROUP

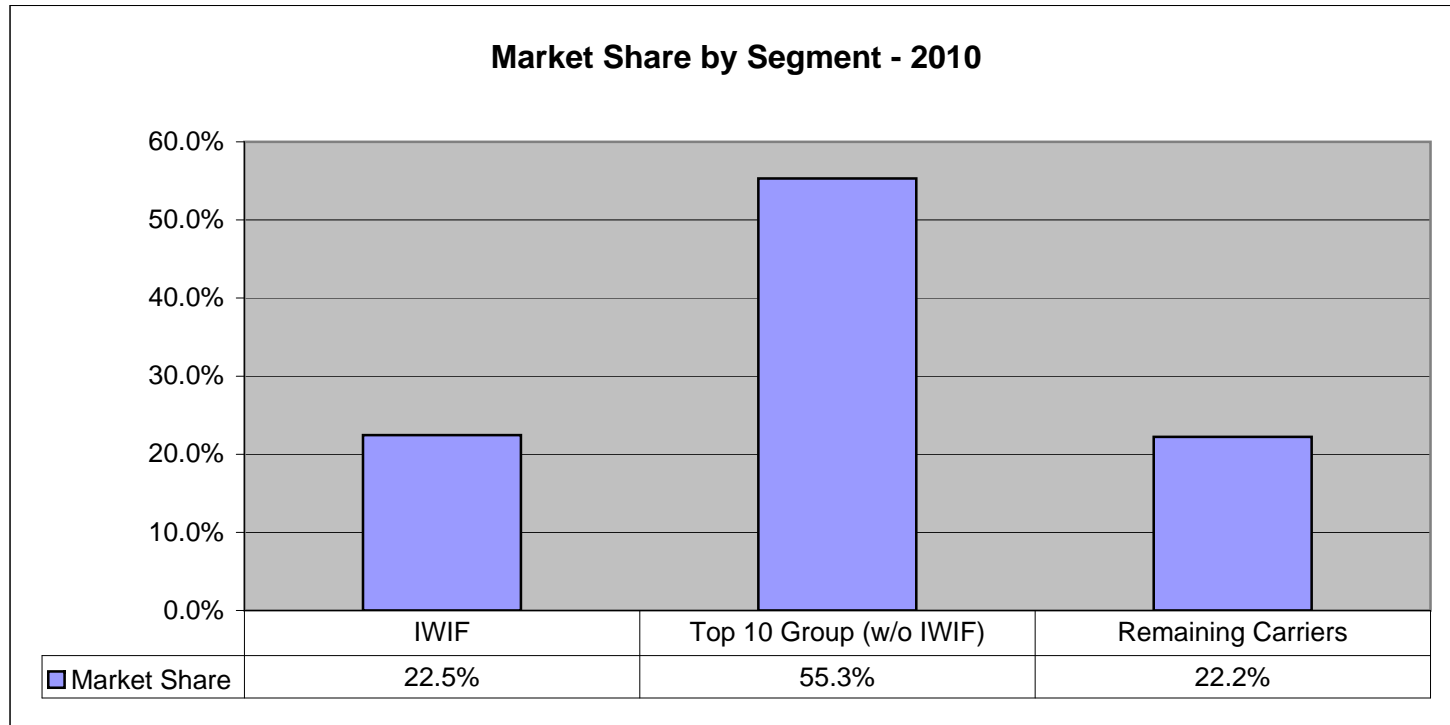
2010 Rank	2010 Group Code	Company Name	2010 Written Premium	2010 Group Market Share	2010 Cumulative Group Market Share
65	125	PENN MILLER GRP	327,113	0.0%	99.6%
66	1302	BUILDERS INS GRP	309,500	0.0%	99.6%
67	1631	DALLAS GEN GRP	294,172	0.0%	99.6%
68	3219	NKSJ HOLDINGS INC GRP	281,643	0.0%	99.7%
69	74	DELPHI FIN GRP	273,322	0.0%	99.7%
70	4675	MUTUAL INSURERS HOLDING GRP	217,173	0.0%	99.8%
71	4381	HOUSTON INTL INS GRP	208,479	0.0%	99.8%
72	124	AMERISURE CO GRP	178,930	0.0%	99.8%
73	775	PHARMACISTS MUT GRP	178,013	0.0%	99.8%
74	812	HIGHMARK GRP	162,558	0.0%	99.9%
75	853	PUBLIC SERV GRP	137,301	0.0%	99.9%
76	0	GATEWAY INS CO	130,968	0.0%	99.9%
77	0	LUMBERMENS UNDERWRITING ALLIANCE	101,972	0.0%	99.9%
78	0	CHEROKEE INS CO	96,758	0.0%	99.9%
79	1332	MAINE EMPLOYERS MUT INS GRP	92,622	0.0%	99.9%
80	225	IAT REINS CO GRP	90,592	0.0%	100.0%
81	0	T H E INS CO	73,658	0.0%	100.0%
82	222	GREATER NY GRP	60,501	0.0%	100.0%
83	62	EMC INS CO GRP	49,852	0.0%	100.0%
84	0	ADVANTAGE WORKERS COMP INS CO	44,269	0.0%	100.0%
85	0	WORK FIRST CAS CO	43,585	0.0%	100.0%
86	361	MUNICH RE GRP	28,760	0.0%	100.0%
87	291	MOTORISTS MUT GRP	24,276	0.0%	100.0%
88	920	GLOBAL IND GRP	18,765	0.0%	100.0%
89	0	FRANK WINSTON CRUM INS INC	11,773	0.0%	100.0%
90	181	SWISS RE GRP	9,693	0.0%	100.0%
91	553	ARROWPOINT CAPITAL GRP	7,306	0.0%	100.0%
92	922	AMERICAN ASSETS GRP	3,992	0.0%	100.0%
93	0	PETROLEUM CAS CO	3,836	0.0%	100.0%
94	0	BANCINSURE INC	152	0.0%	100.0%
95	0	PREFERRED PROFESSIONAL INS CO	57	0.0%	100.0%
96	0	FEDERATED RURAL ELECTRIC INS EXCH	-348	0.0%	100.0%

**MARYLAND WORKERS' COMPENSATION MARKET SHARE BY INSURER GROUP**

2010 Rank	2010 Group Code	Company Name	2010 Written Premium	2010 Group Market Share	2010 Cumulative Group Market Share
97	0	PENNSYLVANIA LUMBERMENS MUT INS	-350	0.0%	100.0%
98	108	LUMBERMENS MUT CAS GRP	-2,798	0.0%	100.0%
99	0	NATIONAL AMER INS CO	-28,808	0.0%	100.0%

**INDUSTRY TOTALS**

**709,056,181**



**MARYLAND WORKERS' COMPENSATION INSURANCE GROUPS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

2010 Rank	Group Code	2010 Group Name	2010 Group Written Premium	2010 Company Name	2010 Company Written Premium
1	0	INJURED WORKERS INS FUND	159,253,061	INJURED WORKERS INS FUND	159,253,061
2	91	HARTFORD FIRE & CAS GRP	88,913,249	TWIN CITY FIRE INS CO CO HARTFORD INS CO OF THE MIDWES SENTINEL INS CO LTD HARTFORD ACCIDENT & IND CO HARTFORD FIRE IN CO HARTFORD UNDERWRITERS INS CO HARTFORD CAS INS CO TRUMBULL INS CO PROPERTY & CAS INS CO OF HARTF	24,936,978 19,291,566 14,831,438 9,526,285 7,168,214 7,144,031 4,852,576 990,952 171,209
3	111	LIBERTY MUT GRP	68,198,067	LIBERTY INS CORP NETHERLANDS INS CO THE WAUSAU UNDERWRITERS INS CO LIBERTY MUT FIRE INS CO EMPLOYERS INS OF WAUSAU EXCELSIOR INS CO WAUSAU BUSINESS INS CO PEERLESS INS CO AMERICAN FIRE & CAS CO MONTGOMERY MUT INS CO FIRST LIBERTY INS CORP LIBERTY MUT INS CO LM INS CORP OHIO SECURITY INS CO OHIO CAS INS CO WEST AMER INS CO AMERICAN STATES INS CO AMERICAN ECONOMY INS CO GENERAL INS CO OF AMER PEERLESS IND INS CO FIRST NATL INS CO OF AMER	22,050,945 9,334,032 7,339,073 6,815,883 4,161,612 3,592,524 3,505,756 2,685,148 2,098,502 1,425,869 1,306,286 1,217,021 870,839 512,191 381,294 369,286 197,698 175,911 71,545 45,994 40,658

**MARYLAND WORKERS' COMPENSATION INSURANCE GROUPS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

2010 Rank	Group Code	2010 Group Name	2010 Group Written Premium	2010 Company Name	2010 Company Written Premium
4	3548	TRAVELERS GRP	53,950,606	CHARTER OAK FIRE INS CO	12,209,282
				STANDARD FIRE INS CO	7,359,324
				TRAVELERS IND CO	6,636,666
				FARMINGTON CAS CO	5,189,199
				TRAVELERS CAS INS CO OF AMER	4,611,929
				TRAVELERS PROP CAS CO OF AMEF	4,565,385
				TRAVELERS CAS & SURETY CO	3,961,626
				PHOENIX INS CO	3,717,217
				TRAVELERS IND CO OF AMER	2,052,530
				TRAVELERS IND CO OF CT	1,598,282
				UNITED STATES FIDELITY & GUAR C	1,168,546
				FIDELITY & GUAR INS CO	650,578
				DISCOVER PROP & CAS INS CO	213,709
				ST PAUL FIRE & MARINE INS CO	15,845
				FIDELITY & GUAR INS UNDERWRITEI	488
5	12	AMERICAN INTL GRP	40,058,397	INSURANCE CO OF THE STATE OF P	12,263,627
				NEW HAMPSHIRE INS CO	12,093,611
				COMMERCE & INDUSTRY INS CO	7,839,902
				NATIONAL UNION FIRE INS CO OF PI	5,415,425
				CHARTIS CAS CO	2,511,151
				ILLINOIS NATL INS CO	739,396
				AIU INS CO	540,317
				GRANITE STATE INS CO	134,272
				CHARTIS SPECIALTY INS CO	62,499
				AMERICAN HOME ASSUR CO	-758,130
				CHARTIS PROP CAS CO	-783,673

**MARYLAND WORKERS' COMPENSATION INSURANCE GROUPS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

2010 Rank	Group Code	2010 Group Name	2010 Group Written Premium	2010 Company Name	2010 Company Written Premium
6	212	<b>ZURICH INS GRP</b>	<b>34,015,717</b>	ZURICH AMER INS CO	15,581,211
				AMERICAN ZURICH INS CO	14,807,030
				NORTHERN INS CO OF NY	1,376,109
				AMERICAN GUAR & LIAB INS	855,060
				MARYLAND CAS CO	708,729
				ASSURANCE CO OF AMER	288,904
				TRUCK INS EXCH	190,908
				ZURICH AMER INS CO OF IL	171,382
				FIDELITY & DEPOSIT CO OF MD	32,981
				COLONIAL AMER CAS & SURETY CO	3,384
				UNIVERSAL UNDERWRITERS INS CC	19
7	213	<b>ERIE INS GRP</b>	<b>33,184,098</b>	ERIE INS EXCH	18,688,169
				FLAGSHIP CITY INS CO	9,828,283
				ERIE INS CO OF NY	3,169,505
				ERIE INS CO	804,141
				ERIE INS PROP & CAS CO	694,000
8	150	<b>OLD REPUBLIC GRP</b>	<b>24,204,253</b>	PENNSYLVANIA MANUFACTURERS A	11,344,296
				PENNSYLVANIA MANUFACTURERS II	5,339,602
				MANUFACTURERS ALLIANCE INS CC	3,935,725
				OLD REPUBLIC INS CO	2,241,038
				OLD REPUBLIC GEN INS CORP	723,173
				BITUMINOUS CAS CORP	420,981
				BITUMINOUS FIRE & MARINE INS CO	138,937
				GREAT WEST CAS CO	60,501
9	242	<b>SELECTIVE INS GRP</b>	<b>21,141,585</b>	SELECTIVE WAY INS CO	6,723,959
				SELECTIVE INS CO OF AMER	6,506,807
				SELECTIVE INS CO OF THE SOUTHE.	4,242,297
				SELECTIVE INS CO OF SC	3,668,522

**MARYLAND WORKERS' COMPENSATION INSURANCE GROUPS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

<b>2010 Rank</b>	<b>Group Code</b>	<b>2010 Group Name</b>	<b>2010 Group Written Premium</b>	<b>2010 Company Name</b>	<b>2010 Company Written Premium</b>
10	98	<b>WR BERKLEY CORP GRP</b>	<b>15,347,569</b>	FIREMENS INS CO OF WASHINGTON	4,241,043
				GREAT DIVIDE INS CO	2,363,126
				KEY RISK INS CO	2,360,137
				UNION INS CO	1,816,085
				AMERICAN MINING INS CO INC	1,434,547
				MIDWEST EMPLOYERS CAS CO	987,126
				STARNET INS CO	866,692
				ACADIA INS CO	438,049
				CAROLINA CAS INS CO	434,878
				CONTINENTAL WESTERN INS CO	405,886
11	626	<b>ACE LTD GRP</b>	<b>13,227,329</b>	INDEMNITY INS CO OF NORTH AMER	7,074,484
				ACE AMER INS CO	4,416,891
				ACE PROP & CAS INS CO	563,593
				BANKERS STANDARD INS CO	459,166
				ACE FIRE UNDERWRITERS INS CO	408,953
				PACIFIC EMPLOYERS INS CO	304,242
12	218	<b>CNA INS GRP</b>	<b>12,122,640</b>	VALLEY FORGE INS CO	4,608,565
				NATIONAL FIRE INS CO OF HARTFOF	2,796,816
				AMERICAN CAS CO OF READING PA	2,488,995
				TRANSPORTATION INS CO	2,247,385
				CONTINENTAL INS CO	16,757
				CONTINENTAL CAS CO	-35,878
13	38	<b>CHUBB &amp; SON INC GRP</b>	<b>10,212,263</b>	FEDERAL INS CO	6,589,286
				CHUBB IND INS CO	2,820,349
				GREAT NORTHERN INS CO	471,540
				VIGILANT INS CO	468,085
				PACIFIC IND CO	-136,997

**MARYLAND WORKERS' COMPENSATION INSURANCE GROUPS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

<b>2010 Rank</b>	<b>Group Code</b>	<b>2010 Group Name</b>	<b>2010 Group Written Premium</b>	<b>2010 Company Name</b>	<b>2010 Company Written Premium</b>
14	140	<b>NATIONWIDE CORP GRP</b>	<b>9,390,295</b>	NATIONWIDE MUT FIRE INS CO	2,981,929
				NATIONWIDE MUT INS CO	2,707,382
				NATIONWIDE PROP & CAS INS CO	1,654,814
				DEPOSITORS INS CO	776,517
				NATIONWIDE AGRIBUSINESS INS CC	679,962
				AMCO INS CO	462,596
				ALLIED PROP & CAS INS CO	100,964
				FARMLAND MUT INS CO	26,131
15	244	<b>CINCINNATI FIN GRP</b>	<b>9,280,157</b>	CINCINNATI INS CO	3,692,721
				CINCINNATI CAS CO	3,484,569
				THE CINCINNATI IND CO	2,102,867
16	447	<b>HARFORD GRP</b>	<b>7,884,135</b>	HARFORD MUT INS CO	7,852,971
				FIRSTLINE NATL INS CO	31,164
17	176	<b>STATE FARM GRP</b>	<b>6,576,212</b>	STATE FARM FIRE & CAS CO	6,576,212
18	572	<b>BCBS OF MI GRP</b>	<b>5,270,367</b>	ACCIDENT FUND INS CO OF AMER	3,579,831
				ACCIDENT FUND NATL INS CO	1,306,366
				ACCIDENT FUND GEN INS CO	345,893
				UNITED WI INS CO	38,277
19	680	<b>AMERISAFE GRP</b>	<b>5,180,736</b>	AMERICAN INTERSTATE INS CO	5,180,736
20	457	<b>ARGONAUT GRP</b>	<b>5,040,569</b>	ROCKWOOD CAS INS CO	3,888,343
				ARGONAUT INS CO	842,262
				COLONY SPECIALTY INS CO	316,564
				ARGONAUT MIDWEST INS CO	-6,600
21	661	<b>BCBS OF SC GRP</b>	<b>4,492,984</b>	COMPANION PROP & CAS INS CO	2,450,735
				COMPANION COMMERCIAL INS CO	2,042,249

**MARYLAND WORKERS' COMPENSATION INSURANCE GROUPS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

<b>2010 Rank</b>	<b>Group Code</b>	<b>2010 Group Name</b>	<b>2010 Group Written Premium</b>	<b>2010 Company Name</b>	<b>2010 Company Written Premium</b>
22	175	<b>STATE AUTO MUT GRP</b>	<b>4,209,509</b>	STATE AUTO PROP & CAS INS CO	2,259,782
				STATE AUTOMOBILE MUT INS CO	996,297
				MERIDIAN SECURITY INS CO	920,323
				AMERICAN COMPENSATION INS CO	33,107
23	250	<b>DONEGAL GRP</b>	<b>4,085,361</b>	PENINSULA IND CO	1,456,208
				ATLANTIC STATES INS CO	1,211,880
				DONEGAL MUT INS CO	881,651
				PENINSULA INS CO	535,622
24	1279	<b>ARCH INS GRP</b>	<b>3,943,417</b>	ARCH INS CO	3,943,417
25	828	<b>GUARD INS CO GRP</b>	<b>3,921,315</b>	AMGUARD INS CO	1,553,316
				NORGUARD INS CO	1,543,234
				EASTGUARD INS CO	824,765
26	201	<b>UTICA GRP</b>	<b>3,807,122</b>	REPUBLIC FRANKLIN INS CO	1,485,023
				UTICA MUT INS CO	1,351,558
				GRAPHIC ARTS MUT INS CO	970,541
27	3158	<b>EASTERN HOLDING CO GRP</b>	<b>3,480,604</b>	EASTERN ALLIANCE INS CO	1,854,103
				ALLIED EASTERN IND CO	1,394,522
				EASTERN ADVANTAGE ASSUR CO	231,979
28	796	<b>QBE INS GRP</b>	<b>3,415,065</b>	PRAETORIAN INS CO	3,131,088
				NORTH POINTE INS CO	131,743
				REGENT INS CO	77,550
				GENERAL CAS CO OF WI	76,121
				SOUTHERN PILOT INS CO	-1,437
29	253	<b>HARLEYSVILLE GRP</b>	<b>3,361,468</b>	HARLEYSVILLE MUT INS CO	1,835,463
				HARLEYSVILLE PREFERRED INS CO	1,155,536
				HARLEYSVILLE WORCESTER INS CC	230,514
				HARLEYSVILLE INS CO	139,955



**MARYLAND WORKERS' COMPENSATION INSURANCE GROUPS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

<b>2010 Rank</b>	<b>Group Code</b>	<b>2010 Group Name</b>	<b>2010 Group Written Premium</b>	<b>2010 Company Name</b>	<b>2010 Company Written Premium</b>
30	271	<b>PENNSYLVANIA NATL INS GRP</b>	<b>3,140,218</b>	PENNSYLVANIA NATL MUT CAS INS (	1,672,217
				PENN NATL SECURITY INS CO	1,468,001
31	0	<b>BRETHREN MUT INS CO</b>	<b>2,894,881</b>	BRETHREN MUT INS CO	2,894,881
32	2538	<b>AMTRUST GMACI MAIDEN GRP</b>	<b>2,395,515</b>	TECHNOLOGY INS CO INC	2,253,283
				WESCO INS CO	142,232
33	408	<b>AMERICAN NATL FIN GRP</b>	<b>2,250,935</b>	UNITED FARM FAMILY INS CO	2,250,935
34	88	<b>THE HANOVER INS GRP</b>	<b>2,245,327</b>	MASSACHUSETTS BAY INS CO	853,052
				HANOVER AMER INS CO	639,346
				HANOVER INS CO	450,926
				ALLMERICA FIN BENEFIT INS CO	238,082
				NOVA CAS CO	63,921
35	1285	<b>XL AMER GRP</b>	<b>2,175,339</b>	XL SPECIALTY INS CO	1,712,689
				XL INS AMER INC	386,936
				GREENWICH INS CO	75,714
36	761	<b>ALLIANZ INS GRP</b>	<b>1,908,398</b>	AMERICAN INS CO	895,141
				ASSOCIATED IND CORP	443,835
				NATIONAL SURETY CORP	410,973
				FIREMANS FUND INS CO	126,430
				AMERICAN AUTOMOBILE INS CO	32,019
37	640	<b>MUTUAL BENEFIT GRP</b>	<b>1,774,469</b>	MUTUAL BENEFIT INS CO	1,597,598
				SELECT RISK INS CO	176,871

**MARYLAND WORKERS' COMPENSATION INSURANCE GROUPS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

<b>2010 Rank</b>	<b>Group Code</b>	<b>2010 Group Name</b>	<b>2010 Group Written Premium</b>	<b>2010 Company Name</b>	<b>2010 Company Written Premium</b>
38	84	<b>AMERICAN FINANCIAL GRP</b>	<b>1,722,233</b>	VANLINER INS CO	867,528
				NATIONAL INTERSTATE INS CO	418,100
				GREAT AMER INS CO OF NY	291,763
				GREAT AMER ALLIANCE INS CO	67,833
				GREAT AMER ASSUR CO	44,902
				GREAT AMER INS CO	32,107
39	7	<b>FEDERATED MUT GRP</b>	<b>1,717,777</b>	FEDERATED MUT INS CO	1,631,546
				FEDERATED SERV INS CO	86,231
40	867	<b>BALDWIN &amp; LYONS GRP</b>	<b>1,703,185</b>	PROTECTIVE INS CO	1,703,185
41	169	<b>SENTRY INS GRP</b>	<b>1,621,916</b>	SENTRY INS A MUT CO	1,173,318
				SENTRY SELECT INS CO	449,629
				MIDDLESEX INS CO	-1,031
42	158	<b>FAIRFAX FIN GRP</b>	<b>1,618,394</b>	UNITED STATES FIRE INS CO	686,645
				NORTH RIVER INS CO	510,619
				ZENITH INS CO	312,823
				SENECA INS CO INC	95,215
				CRUM & FORSTER IND CO	13,092
43	31	<b>BERKSHIRE HATHAWAY GRP</b>	<b>1,569,700</b>	CONTINENTAL IND CO	1,349,387
				CORNHUSKER CAS CO	220,313
44	748	<b>MEADOWBROOK INS GRP</b>	<b>1,536,226</b>	STAR INS CO	1,536,226
45	0	<b>ELECTRIC INS CO</b>	<b>1,487,975</b>	ELECTRIC INS CO	1,487,975
46	0	<b>SEABRIGHT INS CO</b>	<b>1,283,970</b>	SEABRIGHT INS CO	1,283,970
47	0	<b>BROTHERHOOD MUT INS CO</b>	<b>1,277,500</b>	BROTHERHOOD MUT INS CO	1,277,500
48	4507	<b>BUILDERS GRP</b>	<b>1,225,121</b>	BUILDERS MUT INS CO	1,225,121

**MARYLAND WORKERS' COMPENSATION INSURANCE GROUPS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

<b>2010 Rank</b>	<b>Group Code</b>	<b>2010 Group Name</b>	<b>2010 Group Written Premium</b>	<b>2010 Company Name</b>	<b>2010 Company Written Premium</b>
49	4715	<b>MS &amp; AD INS GRP</b>	<b>1,203,801</b>	MITSUI SUMITOMO INS USA INC MITSUI SUMITOMO INS CO OF AMER	1,162,899 40,902
50	1120	<b>EVEREST REINS HOLDINGS GRP</b>	<b>1,193,398</b>	EVEREST NATL INS CO	1,193,398
51	1129	<b>WHITE MOUNTAINS GRP</b>	<b>1,172,960</b>	ONEBEACON INS CO ONEBEACON AMER INS CO EMPLOYERS FIRE INS CO	504,007 464,112 204,841
52	4702	<b>SPARTA GRP</b>	<b>1,058,923</b>	SPARTA INS CO	1,058,923
53	781	<b>UNION LABOR GRP</b>	<b>1,040,582</b>	ULLICO CAS CO	1,040,582
54	3489	<b>DELEK GRP</b>	<b>963,668</b>	SOUTHERN INS CO	963,668
55	311	<b>MAIN STREET AMER GRP</b>	<b>933,004</b>	NGM INS CO	933,004
56	228	<b>WESTFIELD GRP</b>	<b>814,038</b>	WESTFIELD INS CO WESTFIELD NATL INS CO	768,336 45,702
57	0	<b>CHURCH MUT INS CO</b>	<b>795,619</b>	CHURCH MUT INS CO	795,619
58	349	<b>FLORISTS MUT GRP</b>	<b>733,317</b>	FLORISTS MUT INS CO	733,317
59	594	<b>AMERICAN CONTRACTORS INS GRP</b>	<b>637,758</b>	ACIG INS CO	637,758
60	3363	<b>EMPLOYERS HOLDINGS GRP</b>	<b>553,595</b>	EMPLOYERS PREFERRED INS CO EMPLOYERS ASSUR CO	325,645 227,950
61	3703	<b>TOWER GRP</b>	<b>519,121</b>	TOWER INS CO OF NY TOWER NATL INS CO	503,452 15,669
62	0	<b>SOUTHERN STATES INS EXCH</b>	<b>484,650</b>	SOUTHERN STATES INS EXCH	484,650

**MARYLAND WORKERS' COMPENSATION INSURANCE GROUPS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

<b>2010 Rank</b>	<b>Group Code</b>	<b>2010 Group Name</b>	<b>2010 Group Written Premium</b>	<b>2010 Company Name</b>	<b>2010 Company Written Premium</b>
63	303	<b>GUIDEONE INS GRP</b>	<b>455,885</b>	GUIDEONE MUT INS CO GUIDEONE SPECIALTY MUT INS CO	414,532 41,353
64	3098	<b>TOKIO MARINE HOLDINGS INC GRP</b>	<b>349,346</b>	TOKIO MARINE & NICHIDO FIRE INS (C TNUS INS CO TRANS PACIFIC INS CO	291,442 31,302 26,602
65	125	<b>PENN MILLER GRP</b>	<b>327,113</b>	PENN MILLERS INS CO	327,113
66	1302	<b>BUILDERS INS GRP</b>	<b>309,500</b>	VININGS INS CO ASSOCIATION INS CO	223,201 86,299
67	1631	<b>DALLAS GEN GRP</b>	<b>294,172</b>	DALLAS NATL INS CO	294,172
68	3219	<b>NKSJ HOLDINGS INC GRP</b>	<b>281,643</b>	SOMPO JAPAN INS CO OF AMER NIPPONKOA INS CO LTD US BR	271,815 9,828
69	74	<b>DELPHI FIN GRP</b>	<b>273,322</b>	SAFETY NATL CAS CORP SAFETY FIRST INS CO	263,234 10,088
70	4675	<b>MUTUAL INSURERS HOLDING GRP</b>	<b>217,173</b>	FIRST NONPROFIT INS CO	217,173
71	4381	<b>HOUSTON INTL INS GRP</b>	<b>208,479</b>	DELOS INS CO	208,479
72	124	<b>AMERISURE CO GRP</b>	<b>178,930</b>	AMERISURE MUT INS CO AMERISURE INS CO	108,054 70,876
73	775	<b>PHARMACISTS MUT GRP</b>	<b>178,013</b>	PHARMACISTS MUT INS CO	178,013
74	812	<b>HIGHMARK GRP</b>	<b>162,558</b>	HIGHMARK CAS INS CO	162,558
75	853	<b>PUBLIC SERV GRP</b>	<b>137,301</b>	PUBLIC SERV MUT INS CO	137,301
76	0	<b>GATEWAY INS CO</b>	<b>130,968</b>	GATEWAY INS CO	130,968

**MARYLAND WORKERS' COMPENSATION INSURANCE GROUPS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

<b>2010 Rank</b>	<b>Group Code</b>	<b>2010 Group Name</b>	<b>2010 Group Written Premium</b>	<b>2010 Company Name</b>	<b>2010 Company Written Premium</b>
77	0	LUMBERMENS UNDERWRITING ALLIANCE	101,972	LUMBERMENS UNDERWRITING ALLI	101,972
78	0	CHEROKEE INS CO	96,758	CHEROKEE INS CO	96,758
79	1332	MAINE EMPLOYERS MUT INS GRP	92,622	MEMIC IND CO	92,622
80	225	IAT REINS CO GRP	90,592	TRANSGUARD INS CO OF AMER INC HARCO NATL INS CO	71,833 18,759
81	0	T H E INS CO	73,658	T H E INS CO	73,658
82	222	GREATER NY GRP	60,501	GREATER NY MUT INS CO INSURANCE CO OF GREATER NY	60,497 4
83	62	EMC INS CO GRP	49,852	EMPLOYERS MUT CAS CO EMCASCO INS CO	31,540 18,312
84	0	ADVANTAGE WORKERS COMP INS CO	44,269	ADVANTAGE WORKERS COMP INS C	44,269
85	0	WORK FIRST CAS CO	43,585	WORK FIRST CAS CO	43,585
86	361	MUNICH RE GRP	28,760	AMERICAN ALT INS CORP	28,760
87	291	MOTORISTS MUT GRP	24,276	AMERICAN HARDWARE MUT INS CO	24,276
88	920	GLOBAL IND GRP	18,765	UNITED NATL SPECIALTY INS CO	18,765
89	0	FRANK WINSTON CRUM INS INC	11,773	FRANK WINSTON CRUM INS INC	11,773
90	181	SWISS RE GRP	9,693	NORTH AMER SPECIALTY INS CO WESTPORT INS CORP	11,419 -1,726
91	553	ARROWPOINT CAPITAL GRP	7,306	ARROWOOD IND CO	7,306

**MARYLAND WORKERS' COMPENSATION INSURANCE GROUPS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

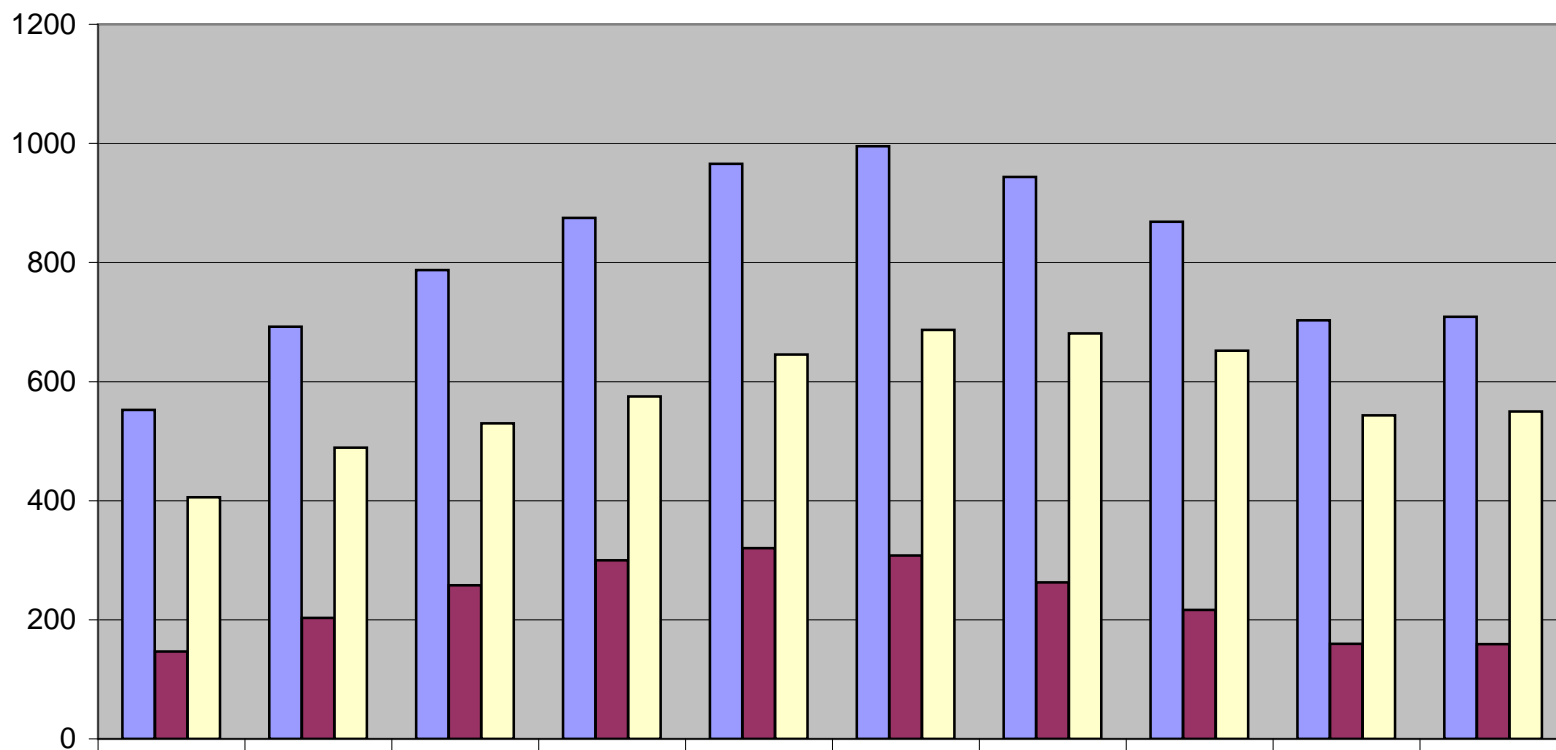
<b>2010 Rank</b>	<b>Group Code</b>	<b>2010 Group Name</b>	<b>2010 Group Written Premium</b>	<b>2010 Company Name</b>	<b>2010 Company Written Premium</b>
92	922	AMERICAN ASSETS GRP	3,992	INSURANCE CO OF THE WEST	3,992
93	0	PETROLEUM CAS CO	3,836	PETROLEUM CAS CO	3,836
94	0	BANCINSURE INC	152	BANCINSURE INC	152
95	0	PREFERRED PROFESSIONAL INS CO	57	PREFERRED PROFESSIONAL INS CC	57
96	0	FEDERATED RURAL ELECTRIC INS EXCH	-348	FEDERATED RURAL ELECTRIC INS E	-348
97	0	PENNSYLVANIA LUMBERMENS MUT INS	-350	PENNSYLVANIA LUMBERMENS MUT	-350
98	108	LUMBERMENS MUT CAS GRP	-2,798	AMERICAN MANUFACTURERS MUT I AMERICAN MOTORISTS INS CO LUMBERMENS MUT CAS CO	4,663 -1,194 -6,267
99	0	NATIONAL AMER INS CO	-28,808	NATIONAL AMER INS CO	-28,808
<b>INDUSTRY TOTALS</b>			<b>709,056,181</b>		

**MARYLAND EXCESS WORKERS' COMPENASTION INSURERS INCLUDING  
EACH COMPANY WITHIN THE GROUP**

<b>Group Code</b>	<b>Insurer Group Name</b>	<b>2010 Group premium</b>	<b>Company Name</b>	<b>2010 Written Premium</b>
74	DELPHI FIN GRP	4,997,216	SAFETY NATL CAS CORP	4,997,216
212	ZURICH INS GRP	588,582	ZURICH AMER INS CO	588,582
12	AMERICAN INTL GRP	490,997	NATIONAL UNION FIRE INS CO OF PITTS	490,997
626	ACE LTD GRP	360,172	ACE AMER INS CO	360,172
256	PROSIGHT GRP	310,948	NEW YORK MARINE & GEN INS CO	310,948
111	LIBERTY MUT GRP	231,838	LIBERTY INS CORP	231,838
91	HARTFORD FIRE & CAS GRP	141,896	HARTFORD CAS INS CO	141,896
1285	XL AMER GRP	60,801	XL SPECIALTY INS CO	60,801
150	OLD REPUBLIC GRP	35,807	OLD REPUBLIC INS CO	35,807
84	AMERICAN FINANCIAL GRP	30,833	REPUBLIC IND CO OF AMER	30,833
748	MEADOWBROOK INS GRP	28,579	STAR INS CO	28,579
3548	TRAVELERS GRP	-54,620	TRAVELERS PROP CAS CO OF AMER	-54,620
	<b>INDUSTRY TOTALS</b>	<b>7,223,049</b>		

This information is NOT included in Exhibit 4.

## Maryland Industry vs IWIF Written Premium for 2001 through 2010 (in millions)

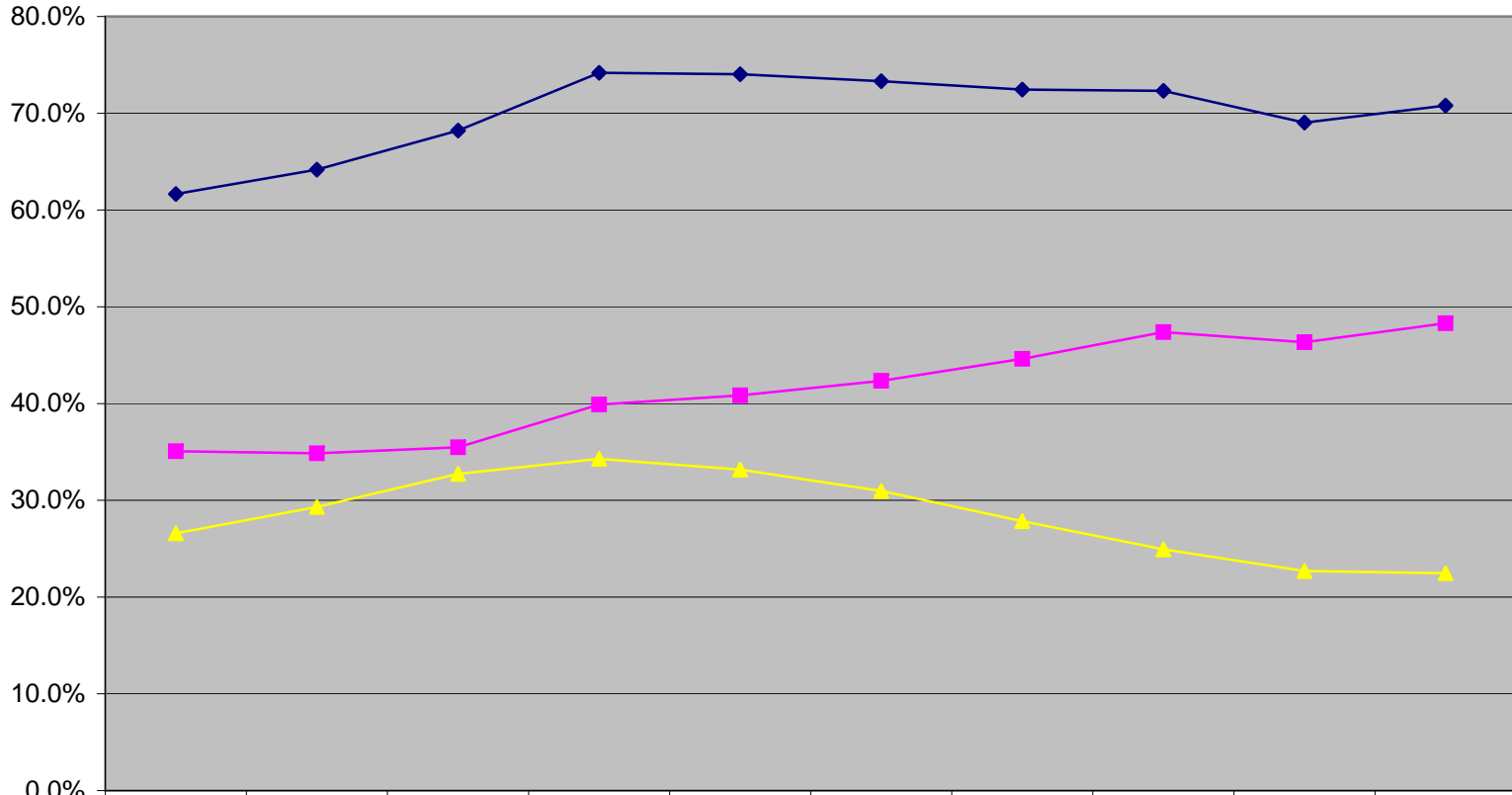


	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Industry	553	692	788	875	966	995	944	868	703	709
IWIF	147	203	258	300	320	308	263	216	160	159
w/o IWIF	406	489	530	575	645	687	681	652	544	550

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



## Maryland Market Share of Top 8 Carriers - with and without IWIF



	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
◆ Top 8	61.66%	64.18%	68.21%	74.17%	74.02%	73.32%	72.45%	72.31%	69.02%	70.80%
■ Top 8 (w/o IWIF)	35.08%	34.86%	35.48%	39.89%	40.84%	42.35%	44.61%	47.38%	46.33%	48.30%
▲ IWIF	26.59%	29.32%	32.73%	34.28%	33.18%	30.97%	27.84%	24.93%	22.69%	22.46%

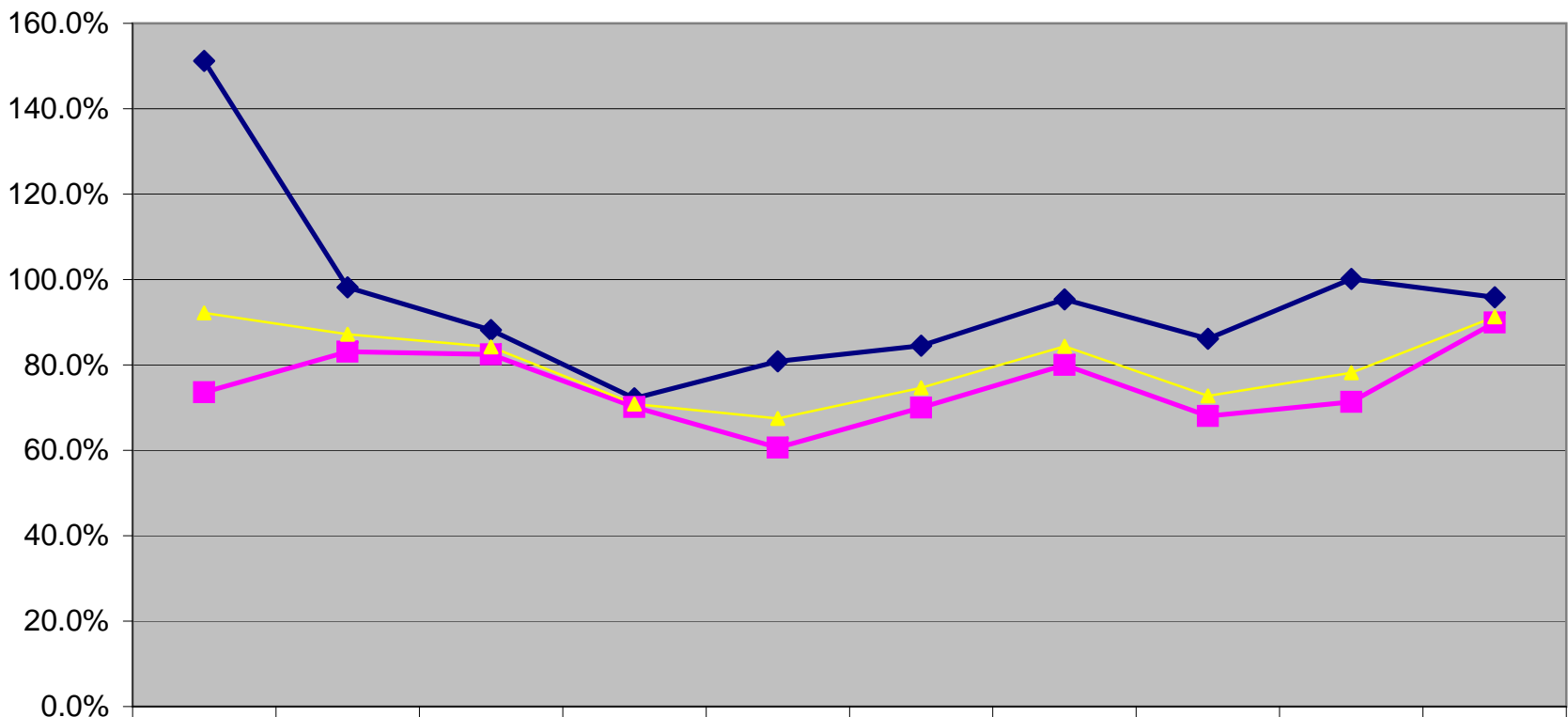
## MARYLAND

<b>RE-ENTRANTS</b>			
<b>2010 Group Code</b>	<b>2010 Company Code</b>	<b>2010 Company Name</b>	<b>2010 Premium</b>
12	19399	AIU INS CO	540,317
0	28339	GATEWAY INS CO	130,968
218	35289	CONTINENTAL INS CO	16,757
3548	24767	ST PAUL FIRE & MARINE INS CO	15,845
212	41181	UNIVERSAL UNDERWRITERS INS CO	19



<b>NEW ENTRANTS</b>			
<b>2010 Group Code</b>	<b>2010 Company Code</b>	<b>2010 Company Name</b>	<b>2010 Premium</b>
91	27120	TRUMBULL INS CO	990,952
3489	19216	SOUTHERN INS CO	963,668
98	10804	CONTINENTAL WESTERN INS CO	405,886
88	41840	ALLMERICA FIN BENEFIT INS CO	238,082
31	20044	CORNHUSKER CAS CO	220,313
91	34690	PROPERTY & CAS INS CO OF HARTFORD	171,209
796	27740	NORTH POINTE INS CO	131,743
228	24120	WESTFIELD NATL INS CO	45,702
3098	32301	TNUS INS CO	31,302
920	41335	UNITED NATL SPECIALTY INS CO	18,765
0	11600	FRANK WINSTON CRUM INS INC	11,773
922	27847	INSURANCE CO OF THE WEST	3,992

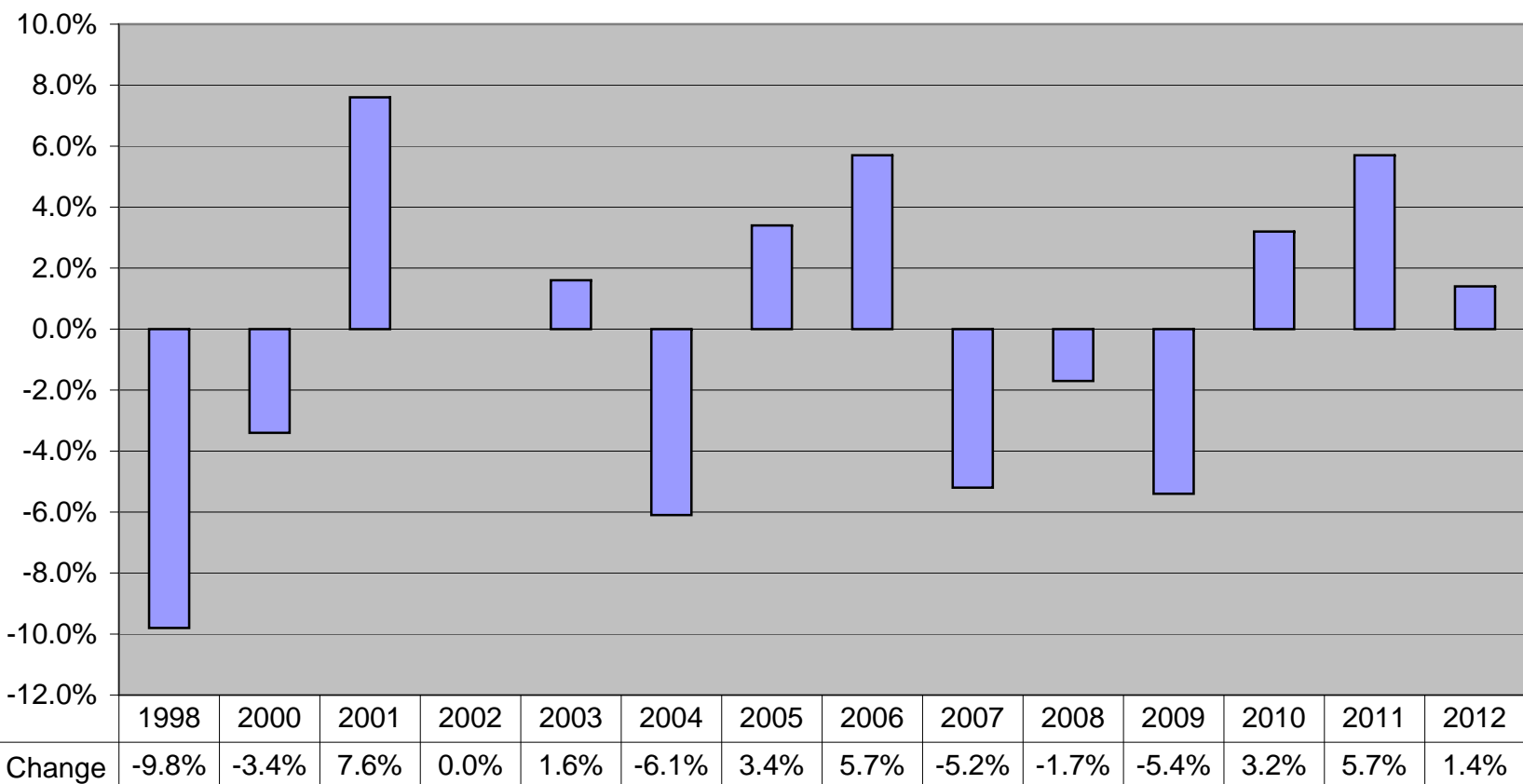
## Maryland Industry vs IWIF Loss Ratios from 2001 through 2010



	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
◆ IWIF	151.2%	98.2%	88.2%	72.2%	80.9%	84.5%	95.3%	86.1%	100.1%	95.9%
■ W/O IWIF	73.6%	83.1%	82.4%	70.1%	60.6%	70.0%	80.0%	68.0%	71.4%	89.9%
▲ Industry	92.2%	87.2%	84.2%	70.8%	67.4%	74.6%	84.4%	72.7%	78.2%	91.3%

Industry information includes IWIF. Source - NAIC Market Share Reports as of 2010

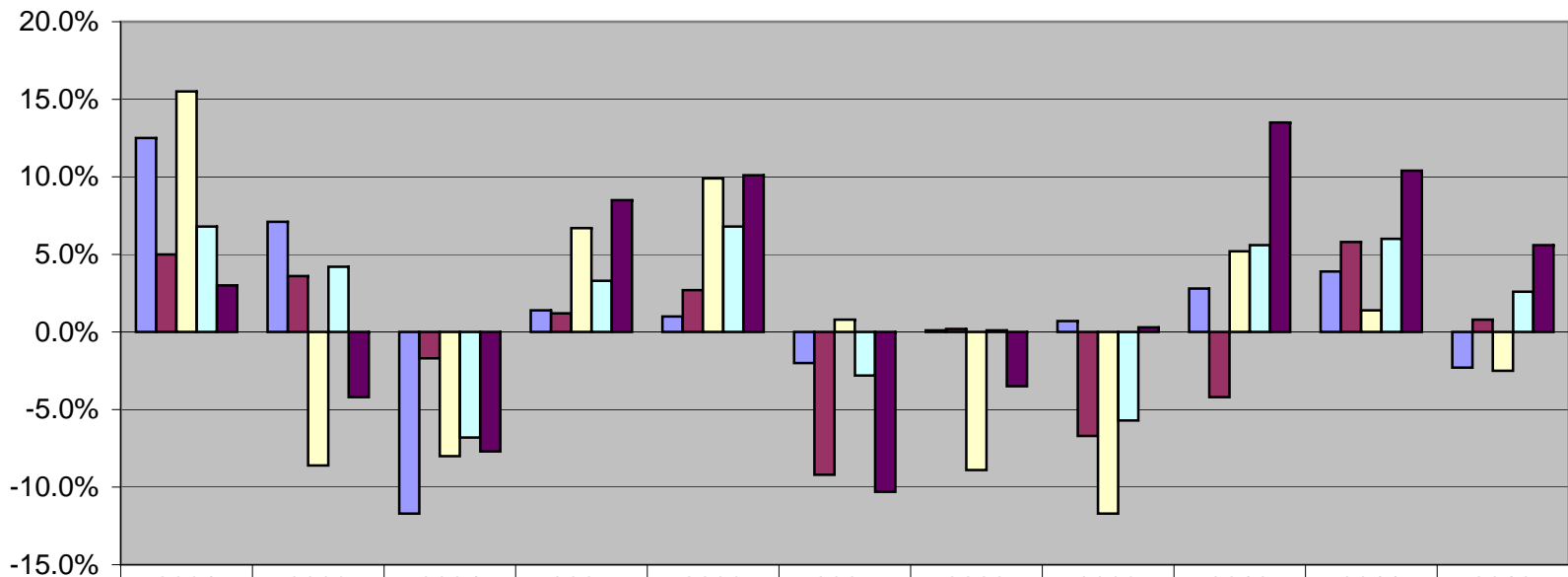
### Comparison of Changes in NCCI Maryland Pure Premium Loss Cost Filings with the MIA for the Years 1998 through 2012



**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 2001 through 2012



	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
■ Manufacturing	12.5%	7.1%	-11.7%	1.4%	1.0%	-2.0%	0.1%	0.7%	2.8%	3.9%	-2.3%
■ Contracting	5.0%	3.6%	-1.7%	1.2%	2.7%	-9.2%	0.2%	-6.7%	-4.2%	5.8%	0.8%
■ Office/Clerical	15.5%	-8.6%	-8.0%	6.7%	9.9%	0.8%	-8.9%	-11.7%	5.2%	1.4%	-2.5%
■ Goods/Services	6.8%	4.2%	-6.8%	3.3%	6.8%	-2.8%	0.1%	-5.7%	5.6%	6.0%	2.6%
■ Miscellaneous	3.0%	-4.2%	-7.7%	8.5%	10.1%	-10.3%	-3.5%	0.3%	13.5%	10.4%	5.6%

NCCI did not submit a pure premium loss cost filing for 2002

**Largest Payroll Classes by Industry Group for Maryland  
(payroll information only available through 1st quarter 2009)**

	Latest Available Payroll (in 100's)	1/1/2012 Loss Cost	Change from 2005 to 2012	Change from 2011 to 2012	% of Statewide Payroll	% Change in Payroll from 2008 to 2009
<b>Largest Manufacturing Classes</b>						
TELEVISION, RADIO, TELEPHONE OR TELECOMMUNICATION DEVICE MFG NOC	2,668,707	0.59	11.3%	-4.8%	0.4%	20.2%
PRINTING	1,966,312	1.67	3.7%	-11.6%	0.3%	-0.7%
MACHINE SHOP NOC	1,445,534	1.94	-17.8%	-4.9%	0.2%	-2.3%
FOOD PRODUCTS MFG. NOC	1,383,947	1.66	-10.8%	7.8%	0.2%	2.1%
BAKERY & DRIVERS, ROUTE SUPERVISORS	1,287,423	4.65	97.0%	-8.6%	0.2%	-3.3%
IRON OR STEEL: MANUFACTURING: STEEL MAKING-& DRIVERS	1,181,288	4.74	33.9%	1.5%	0.2%	19333.5%
DRUG, MEDICINE OR PHARMACEUTICAL PREPARATION, COMPOUNDING, OR BLENDING-NOMF	1,138,330	0.77	-29.4%	-10.5%	0.2%	10.7%
PLASTICS MANUFACTURING: MOLDED PRODUCTS NOC	923,427	2.48	10.2%	-6.8%	0.1%	-4.6%
INSTRUMENT MFG NOC	821,965	1.14	83.9%	9.6%	0.1%	11.2%
SHEET METAL PRODUCTS MFG. - SHOP ONLY	800,186	2.92	26.4%	1.7%	0.1%	-17.0%
PRECISION MACHINED PARTS MFG NOC	623,022	1.36	16.2%	-4.2%	0.1%	-13.1%
CLOTH, CANVAS AND RELATED PRODUCTS MFG. NOC	565,398	2.35	35.8%	-1.7%	0.1%	-9.9%
PHARMACEUTICAL OR SURGICAL GOODS MFG NOC	563,153	1.05	40.0%	-4.5%	0.1%	4.0%
LAUNDRY NOC & ROUTE SUPERVISORS, DRIVERS	551,936	5.28	93.4%	-5.7%	0.1%	-4.0%
AIRPLANE MFG	546,299	1.02	-3.8%	22.9%	0.1%	17.8%
ICE CREAM MFG & DRIVERS	539,136	1.92	-29.4%	-10.3%	0.1%	-1.2%
AUTOMOBILE ENGINE MFG	530,020	1.39	58.0%	6.9%	0.1%	-22.8%
SERUM, ANTI-TOXIN OR VIRUS MFG & DRIVERS	478,794	0.42	2.4%	-10.6%	0.1%	71.9%
BOTTLING-ALL OPERATIONS & ROUTE SUPERVISORS, DRIVERS	469,053	5.34	3.1%	-7.6%	0.1%	-38.0%
ELECTRICAL APPARATUS MFG NOC	461,941	1.34	-31.3%	4.7%	0.1%	-17.5%
CHEMICAL MANUFACTURING NOC-ALL OPERATIONS & DRIVERS	445,762	2.36	140.8%	2.6%	0.1%	-18.7%
CARPENTRY-SHOP ONLY-& DRIVERS	430,103	2.91	-21.8%	1.4%	0.1%	-27.4%
SILK THREAD OR YARN MFG	429,095	1.42	31.5%	12.7%	0.1%	-7.2%
PAINT MFG	389,380	2.15	36.9%	-1.8%	0.1%	-23.8%
NEWSPAPER PUBLISHING	341,569	3.19	47.7%	-3.9%	0.0%	3.4%
COMPUTING, RECORDING OR OFFICE MACHINE MFG NOC	336,684	0.76	-20.0%	-1.3%	0.0%	9.7%
AIRCRAFT ENGINE MFG	314,568	1.55	-9.4%	10.7%	0.0%	-15.6%
LAUNDRY AND DRY CLEANING STORE-RETAIL-& ROUTE SUPERVISORS, DRIVERS	288,035	1.80	20.8%	-8.2%	0.0%	-3.5%
DRUG, MEDICINE OR PHARMACEUTICAL PREPARATION MFG & INCLUDES MFG OF INGREDIENT	282,336	0.73	-12.0%	15.9%	0.0%	-21.2%
ELECTRIC POWER OR TRANSMISSION EQUIPMENT MFG	258,694	2.20	15.2%	5.3%	0.0%	16.5%
SUGAR MANUFACTURING OR REFINING FROM SUGAR CANE OR SUGAR BEETS	241,263	5.88	90.9%	7.5%	0.0%	-5.8%
SOAP OR SYNTHETIC DETERGENT MFG	240,923	2.01	28.0%	6.3%	0.0%	632.7%
CONCRETE PRODUCTS MFG & DRIVERS	236,685	6.18	-13.7%	7.9%	0.0%	-35.2%

**Largest Payroll Classes by Industry Group for Maryland  
(payroll information only available through 1st quarter 2009)**

	Latest Available Payroll (in 100's)	1/1/2012 Loss Cost	Change from 2005 to 2012	Change from 2011 to 2012	% of Statewide Payroll	% Change in Payroll from 2008 to 2009
<b>Largest Manufacturing Classes</b>						
CORRUGATED OR FIBER BOARD CONTAINER MFG	226,975	2.34	-46.5%	-0.4%	0.0%	-10.3%
IRON OR STEEL: FABRICATION: IRON WORKS-SHOP-ORNAMENTAL-& DRIVERS	226,110	6.02	8.5%	-2.4%	0.0%	6.9%
FURNITURE MANUFACTURING AND CABINET SHOP - ASSEMBLY BY HAND - WOOD	222,188	1.93	6.0%	2.1%	0.0%	4.3%
CREAMERY & ROUTE SUPERVISORS, DRIVERS	221,152	3.40	-9.6%	1.8%	0.0%	4.2%
METAL STAMPED GOODS MFG NOC	213,585	2.45	-20.7%	0.8%	0.0%	-17.3%
CEMENT MFG	206,161	3.82	57.9%	-8.4%	0.0%	-30.5%
MEAT PRODUCTS MFG NOC	203,951	2.52	-21.3%	-3.4%	0.0%	39.4%
HOUSE FURNISHINGS INSTALLATION NOC & UPHOLSTERING	199,831	2.80	-6.4%	-3.1%	0.0%	-20.5%
PLASTICS MFG: FABRICATED PRODUCTS NOC	189,071	2.28	-8.1%	-1.7%	0.0%	-5.9%
PLASTER BOARD OR PLASTER BLOCK MFG & DRIVERS	184,738	2.78	47.9%	-2.1%	0.0%	-6.8%
OXYGEN OR HYDROGEN MFG & DRIVERS	184,099	2.38	33.0%	5.8%	0.0%	6.3%
CAN MFG	176,802	2.15	-19.5%	3.9%	0.0%	-5.1%
BOILERMAKING	172,963	3.39	30.9%	-26.5%	0.0%	169.8%
SPIRITUOUS LIQUOR BOTTLING	168,047	5.91	66.9%	4.8%	0.0%	3.0%
WIRE GOODS MFG NOC	164,487	2.69	7.2%	4.7%	0.0%	4.1%
FABRIC COATING OR IMPREGNATING NOC	154,982	1.76	-29.9%	0.6%	0.0%	0.1%
HARDWARE MFG NOC	139,383	2.49	-27.0%	-12.9%	0.0%	-18.9%
DENTAL LABORATORY	118,074	0.49	14.0%	14.0%	0.0%	-8.7%
SHEET METAL PRODUCTS MFG.	118,009	3.66	n/a	-23.8%	0.0%	77.3%
PAPER GOODS MFG NOC	117,977	1.74	39.2%	1.8%	0.0%	-39.8%
BUILDING OR ROOFING PAPER OR FELT PREPARATION-NO INSTALLATION	117,627	3.29	10.0%	10.0%	0.0%	-9.5%
POTTERY MFG: PORCELAIN WARE-MECHANICAL PRESS FORMING	116,743	3.29	1.2%	-25.4%	0.0%	297.4%
GLASS MERCHANT	115,669	3.80	-3.3%	-15.4%	0.0%	-10.7%
IRON OR STEEL: FABRICATION: IRON OR STEEL WORKS-SHOP-STRUCTURAL-& DRIVERS	114,904	6.63	-15.6%	4.7%	0.0%	-16.1%
MILK PRODUCTS MFG NOC	112,771	3.38	-23.0%	-2.3%	0.0%	68.5%
CHEMICAL BLENDING AND MIXING NOC-ALL OPERATIONS & DRIVERS	105,852	1.33	31.7%	2.3%	0.0%	30.2%
MATTRESS OR BOX SPRING MFG	99,895	2.85	-31.2%	15.4%	0.0%	-28.0%
ASPHALT WORKS OPERATED BY PAVING CONTRACTORS - PERMANENT LOCATION & DRIVER	97,970	6.49	-25.4%	5.0%	0.0%	-47.3%
STONE CUTTING OR POLISHING NOC & DRIVERS	96,523	5.14	-2.7%	4.5%	0.0%	-24.9%
ASPHALT OR TAR DISTILLING OR REFINING & DRIVERS	91,629	2.50	90.8%	-4.2%	0.0%	-11.4%
UPHOLSTERING	89,300	1.54	45.3%	5.5%	0.0%	-5.5%
GEAR MFG OR GRINDING	89,107	2.27	-3.0%	-9.9%	0.0%	n/a
BOOKBINDING	84,499	1.25	-35.6%	5.9%	0.0%	-20.1%
CLEANING OR DYEING & ROUTE SUPERVISORS, DRIVERS	83,982	1.67	89.8%	20.1%	0.0%	-11.6%

**Largest Payroll Classes by Industry Group for Maryland  
(payroll information only available through 1st quarter 2009)**

	Latest Available Payroll (in 100's)	1/1/2012 Loss Cost	Change from 2005 to 2012	Change from 2011 to 2012	% of Statewide Payroll	% Change in Payroll from 2008 to 2009
<b>Largest Contracting Classes</b>						
CONTRACTOR--PROJECT MANAGER, CONSTRUCTION EXECUTIVE, CONSTRUCTION MANAGER	5,784,142	1.33	-34.2%	6.4%	0.8%	-6.6%
ELECTRICAL WIRING-WITHIN BUILDINGS & DRIVERS	5,010,304	3.64	-24.8%	0.6%	0.7%	-4.9%
PLUMBING NOC & DRIVERS	4,000,754	4.35	-11.8%	5.1%	0.6%	-7.7%
HEATING, VENTILATION, AIR-CONDITIONING AND REFRIGERATIONSYSTEMS-INSTALLATION, S	2,293,241	4.56	-31.3%	9.9%	0.3%	3.8%
MACHINERY OR EQUIPMENT ERECTION OR REPAIR NOC & DRIVERS	1,982,203	4.61	-4.6%	-6.5%	0.3%	-12.5%
BURGLAR AND FIRE ALARM INSTALLATION OR REPAIR & DRIVERS	1,769,430	1.99	-9.5%	7.6%	0.2%	2.1%
CONCRETE OR CEMENT WORK-FLOORS, DRIVEWAYS, YARDS OR SIDEWALKS-& DRIVERS	1,742,474	3.56	-22.6%	0.8%	0.2%	-14.6%
CARPENTRY NOC	1,651,661	6.98	2.8%	5.9%	0.2%	-3.8%
LANDSCAPE GARDENING & DRIVERS	1,512,514	3.96	2.3%	5.6%	0.2%	-8.7%
EXCAVATION & DRIVERS	1,497,763	5.07	23.4%	1.4%	0.2%	-22.0%
CARPENTRY-DETACHED ONE OR TWO FAMILY DWELLINGS	1,448,001	7.69	1.9%	-8.2%	0.2%	-15.8%
PAINTING NOC & SHOP OPERATIONS, DRIVERS	1,142,532	5.77	10.5%	4.3%	0.2%	-7.9%
MASONRY NOC	986,894	6.26	-15.6%	3.5%	0.1%	-21.6%
CARPENTRY-INSTALLATION OF CABINET WORK OR INTERIOR TRIM	961,215	6.01	13.6%	11.5%	0.1%	-10.8%
WALLBOARD, SHEETROCK, DRYWALL, PLASTERBOARD, OR CEMENT BOARD INSTALLATION- V	790,197	4.25	-30.4%	-11.8%	0.1%	-15.7%
CONSTRUCTION OR ERECTION PERMANENT YARD	752,751	4.17	-16.1%	4.3%	0.1%	-8.2%
ELEVATOR ERECTION OR REPAIR	715,900	3.29	-24.5%	-12.0%	0.1%	-7.2%
SHEET METAL WORK - INSTALLATION & DRIVERS	611,004	4.52	n/a	-5.8%	0.1%	84.9%
CONCRETE CONSTRUCTION NOC	564,744	7.64	4.7%	2.0%	0.1%	-25.9%
FURNITURE OR FIXTURES INSTALLATION-PORTABLE-NOC	544,480	6.53	46.1%	8.7%	0.1%	-8.7%
STREET OR ROAD CONSTRUCTION: PAVING OR REPAVING & DRIVERS	511,593	7.38	7.9%	4.5%	0.1%	-12.8%
GAS MAIN OR CONNECTION CONSTRUCTION & DRIVERS	460,800	3.21	-35.4%	4.6%	0.1%	6.3%
SEWER CONSTRUCTION-ALL OPERATIONS & DRIVERS	449,995	4.31	16.8%	-17.3%	0.1%	-19.0%
DOOR AND WINDOW INSTALLATION - ALL TYPES - RESIDENTIAL AND COMMERCIAL	436,387	6.34	-21.8%	8.0%	0.1%	0.5%
AUTOMATIC SPRINKLER INSTALLATION & DRIVERS	396,285	4.87	-12.3%	14.6%	0.1%	-11.8%
CERAMIC TILE, INDOOR STONE, MARBLE, OR MOSAIC WORK	316,887	4.01	-15.0%	4.4%	0.0%	-15.2%
INSULATION WORK NOC & DRIVERS	305,970	6.54	7.2%	11.2%	0.0%	-14.7%
GLAZIER-AWAY FROM SHOP & DRIVERS	293,350	6.44	-34.7%	3.7%	0.0%	-17.8%
OIL STILL ERECTION OR REPAIR	280,668	2.36	2.6%	-23.6%	0.0%	1607.6%
ELECTRIC LIGHT OR POWER LINE CONSTRUCTION & DRIVERS	270,743	8.43	-53.6%	-15.1%	0.0%	1.1%
STREET OR ROAD CONSTRUCTION: SUBSURFACE WORK & DRIVERS	267,808	5.96	13.7%	-12.1%	0.0%	-11.5%
FLOOR COVERING INSTALLATION--RESILIENT FLOORING -- CARPET AND LAMINATEFLOORING	265,563	4.29	-11.0%	-6.7%	0.0%	-15.0%
CONDUIT CONSTRUCTION-FOR CABLES OR WIRES-& DRIVERS	240,300	6.29	30.0%	4.8%	0.0%	-13.5%
TELEPHONE OR CABLE TV LINE INSTALLATION-CONTRACTORS, UNDERGROUND & DRIVERS	238,073	3.04	-13.9%	-23.6%	0.0%	-13.9%
CONCRETE CONSTRUCTION IN CONNECTION WITH BRIDGES OR CULVERTS	236,995	6.75	-17.4%	8.3%	0.0%	-1.8%
ROOFING-ALL KINDS & DRIVERS	219,231	17.87	-8.2%	1.1%	0.0%	-16.7%
CLEANER - DEBRIS REMOVAL - CONSTRUCTION	214,452	3.35	-18.5%	-7.5%	0.0%	49.9%



**Largest Payroll Classes by Industry Group for Maryland  
(payroll information only available through 1st quarter 2009)**

	Latest Available Payroll (in 100's)	1/1/2012 Loss Cost	Change from 2005 to 2012	Change from 2011 to 2012	% of Statewide Payroll	% Change in Payroll from 2008 to 2009
<b>Largest Contracting Classes</b>						
IRON OR STEEL: ERECTION-FRAME STRUCTURES	185,949	20.31	-27.1%	-19.8%	0.0%	15.8%
IRON OR STEEL: ERECTION NOC	174,943	7.39	-38.6%	-14.6%	0.0%	-15.1%
CONCRETE WORK-INCIDENTAL TO THE CONSTRUCTION OF PRIVATE RESIDENCE	158,981	4.32	-14.3%	14.9%	0.0%	-24.9%
DRILLING NOC & DRIVERS	156,217	10.22	26.0%	0.9%	0.0%	-2.6%
MOBILE CRANE AND HOISTING SERVICE CONTRACTORS-NOC-ALL OPERATIONS-INCLUDINGY,	153,219	9.57	15.2%	26.1%	0.0%	-16.5%
BOILER INSTALLATION OR REPAIR-STEAM	141,330	6.41	-39.1%	-7.9%	0.0%	-46.0%
OIL OR GAS PIPELINE CONSTRUCTION & DRIVERS	137,936	4.89	-31.9%	25.7%	0.0%	-42.0%
SWIMMING POOL CONSTRUCTION-NOT IRON OR STEEL- & DRIVERS	117,437	8.82	31.8%	11.2%	0.0%	47.9%
WELDING OR CUTTING NOC & DRIVERS	111,640	4.79	-32.1%	-13.7%	0.0%	19.9%
TELEPHONE OR CABLE TV LINE INSTALLATION-CONTRACTORS, SERVICE LINES ANDCONNEC`	106,414	3.56	-34.4%	-25.4%	0.0%	-10.3%
FENCE INSTALLATION AND REPAIR - METAL, VINYL, WOOD, OR PREFABRICATEDCONCRETE P	94,970	5.63	-9.6%	4.6%	0.0%	-5.5%
CARPENTRY-DWELLINGS-THREE STORIES OR LESS	94,954	7.69	-2.9%	-8.2%	0.0%	-20.9%
IRRIGATION OR DRAINAGE SYSTEM CONSTRUCTION & DRIVERS	74,807	5.00	15.7%	3.3%	0.0%	-5.1%
SIGN INSTALLATION, MAINTENANCE, REPAIR OR REMOVAL & DRIVERS	53,187	9.71	7.4%	0.3%	0.0%	18.6%
FARM MACHINERY OPERATION-BY CONTRACTOR-& DRIVERS	43,343	4.72	-4.5%	5.4%	0.0%	-2.7%
ASBESTOS CONTRACTOR-NOC & DRIVERS	36,218	13.70	43.8%	25.9%	0.0%	-19.8%
PAPERHANGING & DRIVERS	34,643	2.44	36.3%	-3.6%	0.0%	2.1%
PILE DRIVING	30,424	6.43	-5.7%	-24.0%	0.0%	-30.7%
CEILING INSTALLATION-SUSPENDED ACOUSTICAL GRID TYPE	24,483	5.02	-30.3%	2.2%	0.0%	-27.2%
TELEPHONE, TELEGRAPH OR FIRE ALARM LINE CONSTRUCTION & DRIVERS	22,776	3.19	-45.7%	-27.2%	0.0%	30.1%
TELEPHONE OR CABLE TV LINE INSTALLATION-CONTRACTORS, OVERHEAD & DRIVERS	21,684	4.09	-68.1%	-28.1%	0.0%	-56.5%
RAILROAD CONSTRUCTION: LAYING OR RELAYING OF TRACKS OR MAINTENANCE OF WAYBY	18,570	4.45	-38.9%	-22.6%	0.0%	-39.8%
PAINTING: METAL STRUCTURES-OVER TWO STORIES IN HEIGHT-& DRIVERS	16,100	23.43	-23.4%	-5.3%	0.0%	-3.2%
IRON OR STEEL: ERECTION-FRAME STRUCTURES NOT OVER TWO STORIES IN HEIGHT	14,854	52.60	83.5%	11.8%	0.0%	49.8%
PLASTERING NOC & DRIVERS	13,702	5.56	-58.4%	15.8%	0.0%	14.3%
SHAFT SINKING-ALL OPERATIONS	12,722	7.21	40.5%	-8.2%	0.0%	83.8%
ASBESTOS CONTRACTOR-PIPE AND BOILER WORK EXCLUSIVELY & DRIVERS	11,293	6.48	-28.9%	-23.9%	0.0%	-16.0%
LATHING & DRIVERS	3,997	3.02	-31.8%	0.3%	0.0%	147.3%
JETTY OR BREAKWATER CONSTRUCTION-ALL OPERATIONS TO COMPLETION & DRIVERS	1,738	4.56	-16.6%	3.9%	0.0%	114.4%
HOTHOUSE ERECTION-ALL OPERATIONS	1,637	3.09	-54.2%	-13.9%	0.0%	178.0%
OIL OR GAS - LEASE WORK NOC - BY SPECIALIST CONTRACTOR & DRIVERS	652	7.12	48.3%	-0.1%	0.0%	-74.3%
BUILDING RAISING OR MOVING	145	15.70	-20.5%	-13.5%	0.0%	4.6%
STREET OR ROAD CONSTRUCTION: ROCK EXCAVATION & DRIVERS	118	12.76	45.0%	-8.6%	0.0%	n/a

**Largest Payroll Classes by Industry Group for Maryland  
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<b>Largest Office &amp; Clerical Classes</b>						
CLERICAL OFFICE EMPLOYEES NOC	280,858,649	0.14	-17.6%	-6.7%	39.5%	-2.4%
SALESPERSONS OR COLLECTORS-OUTSIDE	59,113,455	0.29	0.0%	3.6%	8.3%	-2.9%
PHYSICIAN & CLERICAL	36,316,188	0.24	9.1%	4.3%	5.1%	4.8%
AUDITOR, ACCOUNTANT, OR COMPUTER SYSTEM DESIGNER OR PROGRAMMER - TRAVELING	31,092,970	0.07	-12.5%	0.0%	4.4%	11.3%
COLLEGE: PROFESSIONAL EMPLOYEES & CLERICAL	20,319,192	0.24	-4.0%	4.3%	2.9%	1.5%
ATTORNEY-ALL EMPLOYEES & CLERICAL, MESSENGERS, DRIVERS	11,649,612	0.09	-18.2%	-10.0%	1.6%	7.3%
ARCHITECTURAL OR ENGINEERING FIRM - INCLUDING SALESPERSONS & DRIVERS	9,840,489	0.41	-10.9%	-22.6%	1.4%	7.1%
HOSPITAL: PROFESSIONAL EMPLOYEES	7,712,025	0.79	51.9%	2.6%	1.1%	5.2%
BUILDING OR PROPERTY MANAGEMENT - PROPERTY MANAGERS AND LEASING AGENTS & CLI	6,123,286	0.69	-5.5%	4.5%	0.9%	3.6%
TELECOMMUNICATIONS CO.: OFFICE OR EXCHANGE EMPLOYEES & CLERICAL	5,621,133	0.19	5.6%	-5.0%	0.8%	77.1%
RADIO OR TELEVISION BROADCASTING STATION-ALL EMPLOYEES & CLERICAL, DRIVERS	3,228,812	0.29	-38.3%	0.0%	0.5%	-4.0%
CHILD CARE CENTER - ALL EMPLOYEES INCLUDING CLERICAL, SALESPERSONS & DRIVERS	1,914,843	0.61	19.6%	13.0%	0.3%	45.2%
AUTOMOBILE SALESPERSONS	1,819,685	0.52	-18.8%	2.0%	0.3%	-11.6%
CLERICAL TELECOMMUTER EMPLOYEES	693,496	0.12	-40.0%	-14.3%	0.1%	29.8%
PHOTOGRAPHER-ALL EMPLOYEES & CLERICAL, SALESPERSONS, DRIVERS	640,297	1.03	39.2%	-4.6%	0.1%	-4.6%
MAILING OR ADDRESSING COMPANY OR LETTER SERVICE SHOP	556,867	0.93	-1.1%	3.3%	0.1%	-21.1%
LABOR UNION-ALL EMPLOYEES	553,254	0.29	-25.6%	16.0%	0.1%	27.3%
REAL ESTATE APPRAISAL COMPANIES-OUTSIDE EMPLOYEES	174,850	0.17	-43.3%	-10.5%	0.0%	6.3%
THEATER NOC: PLAYERS, ENTERTAINERS OR MUSICIANS	107,338	1.58	-11.2%	6.0%	0.0%	-17.0%
MAILING OR ADDRESSING COMPANY OR LETTER SERVICE SHOP - CLERICAL STAFF	40,056	0.63	n/a	-17.1%	0.0%	206.8%
AVIATION-AIR TRAFFIC CONTROLLERS UNDER CONTRACT WITH THE FAA	2,326	0.14	n/a	-6.7%	0.0%	n/a
INSURANCE COMPANIES - INCLUDING CLERICAL & SALESPERSONS	new	0.14	n/a	n/a	n/a	n/a
BANKS AND TRUST COMPANIES - ALL EMPLOYEES, SALESPERSONS, DRIVERS & CLERICAL	new	0.14	n/a	n/a	n/a	n/a
CHECK CASHING ESTABLISHMENTS - ALL EMPLOYEES, SALESPERSONS, DRIVERS & CLERICAL	new	0.14	n/a	n/a	n/a	n/a

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<b>Largest Goods &amp; Services Classes</b>						
STORE: RETAIL NOC	12,924,588	1.50	24.0%	-8.5%	1.8%	-15.2%
RESTAURANT NOC	12,288,011	1.21	-12.3%	-1.6%	1.7%	4.5%
ANALYTICAL LABORATORIES OR ASSAYING - INCLUDING LABORATORY, OUTSIDEEMPLOYEES	9,699,123	0.27	-6.9%	-10.0%	1.4%	12.7%
CONVALESCENT OR NURSING HOME-ALL EMPLOYEES	7,836,094	1.85	5.7%	5.1%	1.1%	14.4%
AUTOMOBILE SERVICE OR REPAIR CENTER & DRIVERS	7,214,289	2.30	16.2%	7.0%	1.0%	-6.2%
RESTAURANT: FAST FOOD	5,618,747	1.32	-0.8%	13.8%	0.8%	0.2%
OFFICE MACHINE INSTALLATION, INSPECTION, ADJUSTMENT OR REPAIR	5,544,088	0.60	1.7%	-3.2%	0.8%	-2.4%
STORE: MEAT, GROCERY AND PROVISION STORES COMBINED-RETAIL NOC	4,938,904	3.03	31.7%	27.8%	0.7%	14.2%
BUILDING OR PROPERTY MANAGEMENT - ALL OTHER EMPLOYEES	4,641,887	2.19	12.3%	-1.8%	0.7%	4.4%
JANITORIAL SERVICES BY CONTRACTORS - NO WINDOW CLEANING ABOVE GROUND LEVEL&	4,360,658	2.27	13.5%	-3.8%	0.6%	-2.5%
STORE: CLOTHING, WEARING APPAREL OR DRY GOODS-RETAIL	4,291,455	1.16	41.5%	7.4%	0.6%	-4.3%
STORE: WHOLESALE NOC	3,856,825	2.52	4.1%	7.2%	0.5%	-2.5%
HOTEL: ALL OTHER EMPLOYEES & SALESPERSONS, DRIVERS	2,651,634	1.84	33.3%	7.0%	0.4%	-14.1%
BARBERSHOP, BEAUTY PARLOR OR HAIR STYLING SALON	2,424,626	0.34	-22.7%	-5.6%	0.3%	-1.1%
GASOLINE STATION: SELF-SERVICE AND CONVENIENCE/GROCERY-RETAIL	2,413,979	1.66	-2.4%	13.7%	0.3%	-4.3%
HOSPITAL-VETERINARY & DRIVERS	2,377,163	0.95	-14.4%	9.2%	0.3%	8.2%
STORE: DRUG - RETAIL	1,805,438	1.19	70.0%	-10.5%	0.3%	-6.6%
LUMBERYARD NEW MATERIALS ONLY: ALL OTHER EMPLOYEES & YARD, WAREHOUSE,DRIVEF	1,619,754	3.69	12.8%	-3.4%	0.2%	-13.8%
YMCA, YWCA, YMHA OR YWHA, INSTITUTION - ALL EMPLOYEES & CLERICAL	1,614,185	0.70	34.6%	6.1%	0.2%	5.9%
STORE: HARDWARE	1,599,796	1.64	23.3%	-1.8%	0.2%	-2.4%
AUTOMOBILE BODY REPAIR	1,577,234	1.33	25.5%	-5.0%	0.2%	-2.0%
RETIREMENT LIVING CENTERS: HEALTH CARE EMPLOYEES	1,557,740	1.96	-8.0%	-3.4%	0.2%	7.4%
CLUB - COUNTRY, GOLF, FISHING, OR YACHT - ALL EMPLOYEES & CLERICAL,SALESPERSONS,	1,556,660	1.37	-22.2%	7.9%	0.2%	2.1%
COLLEGE: ALL OTHER EMPLOYEES	1,382,238	2.03	36.2%	12.2%	0.2%	6.4%
HOSPITAL: ALL OTHER EMPLOYEES	1,357,970	1.51	-37.6%	-9.6%	0.2%	18.5%
STORE: FURNITURE & DRIVERS	1,355,808	2.78	33.7%	8.2%	0.2%	-23.8%
BUILDING MATERIAL DEALER-NEW MATERIALS ONLY: STORE EMPLOYEES	1,334,387	2.22	44.2%	9.4%	0.2%	-10.2%
STORE: JEWELRY	1,291,170	0.36	-14.3%	-10.0%	0.2%	-4.1%
HOME, PUBLIC, AND TRAVELING HEALTHCARE--ALL EMPLOYEES	1,089,579	1.95	-14.8%	-9.7%	0.2%	25.9%
HOTEL: RESTAURANT EMPLOYEES	1,082,341	1.33	-4.3%	6.4%	0.2%	-3.7%
SOCIAL SERVICES ORGANIZATION-ALL EMPLOYEES & SALESPERSONS, DRIVERS	1,024,387	1.39	n/a	0.7%	0.1%	-20.7%
STORE: AUTOMOBILE PARTS & ACCESSORIES- NOC & DRIVERS	928,409	2.22	27.6%	7.2%	0.1%	-11.1%
STORE: DEPARTMENT-RETAIL	841,297	1.23	-19.6%	0.8%	0.1%	-17.6%
STORAGE WAREHOUSE NOC	829,210	3.71	-21.4%	-3.6%	0.1%	-9.3%
RETIREMENT LIVING CENTERS: ALL OTHER EMPLOYEES, SALESPERSONS & DRIVERS	796,703	2.53	42.1%	-5.9%	0.1%	5.1%
MACHINERY DEALER NOC-STORE OR YARD-& DRIVERS	699,046	4.37	41.4%	1.6%	0.1%	-8.5%

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<b>Largest Goods &amp; Services Classes</b>						
STORE: MEAT, FISH OR POULTRY DEALER-WHOLESALE	670,959	3.04	33.9%	-18.9%	0.1%	95.2%
INSPECTION OF RISKS FOR INSURANCE OR VALUATION PURPOSES NOC	627,218	1.29	33.0%	12.2%	0.1%	6.8%
STORAGE WAREHOUSE-FURNITURE & DRIVERS	587,287	7.18	55.4%	18.1%	0.1%	0.1%
GASOLINE DEALER & DRIVERS	516,036	5.96	30.7%	-6.1%	0.1%	-0.6%
RETIREMENT LIVING CENTERS: FOOD SERVICE EMPLOYEES	503,523	1.32	40.4%	-4.3%	0.1%	-1.3%
VENDING OR COIN OPERATED MACHINES-INSTALLATION, SERVICE OR REPAIR & SALESPERSO	472,946	2.78	3.3%	4.5%	0.1%	-6.5%
FUNERAL DIRECTOR & DRIVERS	461,509	0.78	-1.3%	-7.1%	0.1%	1.2%
AUTOMOBILE RENTAL CO.: ALL OTHER EMPLOYEES & COUNTER PERSONNEL, DRIVERS	459,457	1.66	22.1%	6.4%	0.1%	-4.7%
STORE: FLORIST & DRIVERS	455,243	2.22	40.5%	13.8%	0.1%	1.2%
QUICK PRINTING-COPYING OR DUPLICATION SERVICE-ALL EMPLOYEES & CLERICAL, SALESPE	449,849	0.61	-12.9%	10.9%	0.1%	-6.2%
AUTOMOBILE STORAGE GARAGE, PARKING LOT OR PARKING STATION, VALET SERVICE, CASH	414,600	2.67	30.2%	-11.3%	0.1%	-2.8%
ELECTRONIC EQUIPMENT - INSTALLATION, SERVICE, OR REPAIR - SHOP AND OUTSIDE & DRIV	410,341	2.94	97.3%	4.3%	0.1%	-18.0%
CLUB NOC & CLERICAL	405,683	0.99	-3.9%	3.1%	0.1%	2.1%
STORE: BOOK, RECORD, COMPACT DISC, SOFTWARE, VIDEO OR AUDIO CASSETTE RETAIL	388,771	0.59	20.4%	-21.3%	0.1%	14.7%
BUS CO.: GARAGE EMPLOYEES	370,672	2.51	-49.3%	-6.7%	0.1%	-0.8%
AMUSEMENT PARK OR EXHIBITION OPERATION AND DRIVERS	338,350	1.91	52.8%	-18.0%	0.0%	-8.3%
HOUSEHOLD AND COMMERCIAL APPLIANCES-ELECTRICAL-INSTALLATION, SERVICE OR REPAI	335,402	2.33	21.4%	22.0%	0.0%	-17.2%
PLUMBERS SUPPLIES DEALER & DRIVERS	296,253	3.31	-24.3%	2.5%	0.0%	-5.0%
FARM: NURSERY EMPLOYEES & DRIVERS	294,245	1.53	-23.1%	-3.2%	0.0%	-13.3%
BEER OR ALE DEALER-WHOLESALE & DRIVERS	291,715	6.41	22.1%	27.9%	0.0%	-2.3%
IRON OR STEEL MERCHANT & DRIVERS	256,235	5.16	21.4%	8.6%	0.0%	2.0%
STORE: MEAT, FISH OR POULTRY-RETAIL	241,324	1.40	-13.6%	-13.0%	0.0%	3.4%
GROUP HOMES-ALL EMPLOYEES & SALESPERSONS, DRIVERS	236,327	1.92	n/a	9.1%	0.0%	160.7%
FARM: FLORIST & DRIVERS	226,506	2.15	19.4%	21.5%	0.0%	7.8%
MUNICIPAL, TOWNSHIP, COUNTY OR STATE EMPLOYEE NOC	222,986	2.15	-25.3%	-4.9%	0.0%	-14.7%
STORE: DRUG-WHOLESALE	211,850	0.56	-21.1%	-5.1%	0.0%	97.3%
BOTTLE DEALER-USED & DRIVERS	205,546	4.41	-11.3%	11.4%	0.0%	2.2%
FARM MACHINERY DEALER-ALL OPERATIONS & DRIVERS	173,643	2.58	81.7%	-0.8%	0.0%	-3.1%
ROLLER-SKATING RINK OPERATION	155,981	1.16	33.3%	23.4%	0.0%	-4.9%
FARM: FIELD CROPS & DRIVERS	152,279	3.09	21.7%	4.0%	0.0%	5.2%
GASOLINE STATION: SELF-SERVICE ONLY-RETAIL	145,260	1.96	70.4%	14.6%	0.0%	-3.0%
SASH, DOOR OR ASSEMBLED MILLWORK DEALER & DRIVERS	137,266	3.95	9.7%	-1.5%	0.0%	-7.4%
CEMETERY OPERATIONS & DRIVERS	120,060	4.13	-3.5%	-6.1%	0.0%	3.1%
RESIDENTIAL CLEANING SERVICES BY CONTRACTOR - INSIDE	119,585	4.86	71.1%	14.1%	0.0%	-6.2%
STORAGE WAREHOUSE-COLD	114,886	4.48	41.3%	-0.7%	0.0%	19.2%
FEED, FERTILIZER, HAY, OR GRAIN DEALER & LOCAL MANAGERS, DRIVERS - NO MFG	114,150	2.36	23.6%	-0.4%	0.0%	2.8%
AUTOMOBILE RECYCLING & DRIVERS	106,789	6.17	32.1%	-8.7%	0.0%	2.4%

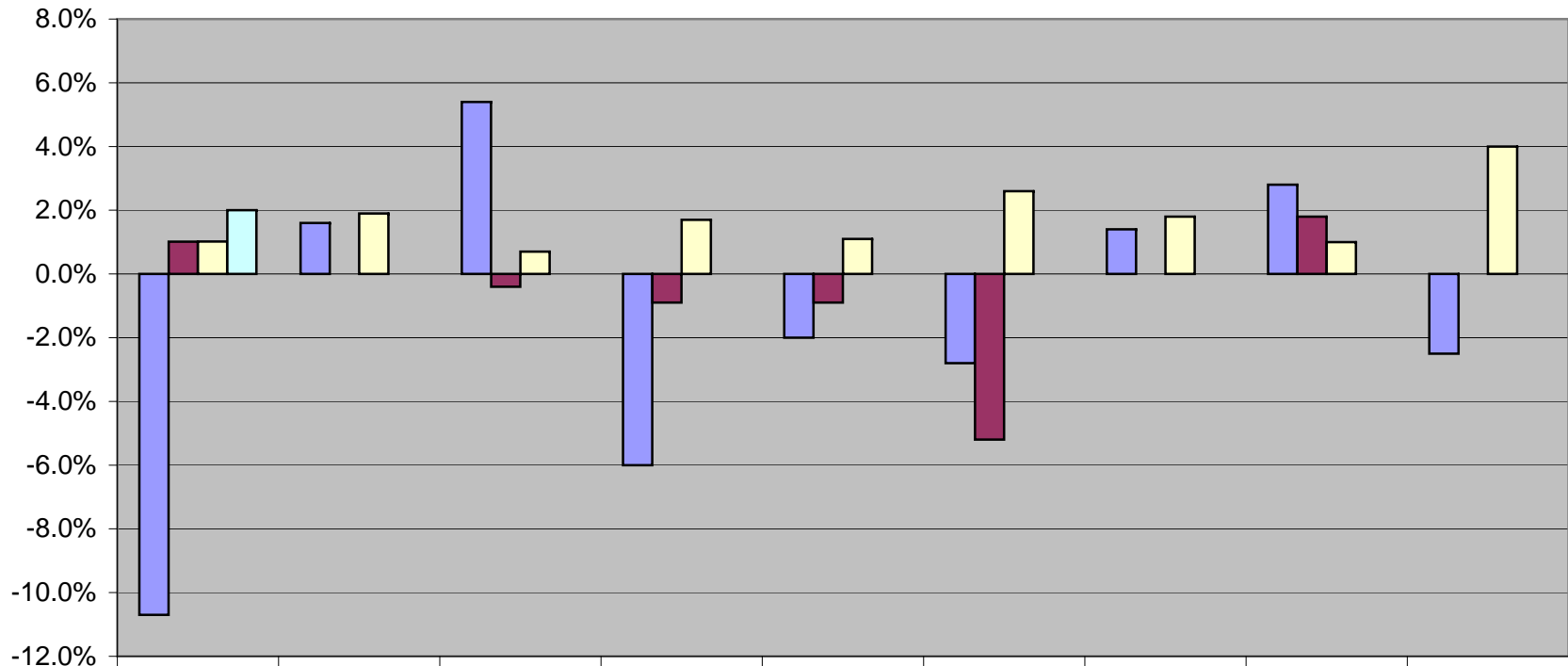
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<b>Largest Miscellaneous Classes</b>						
DRIVERS, CHAUFFEURS, MESSENGERS AND THEIR HELPERS NOC-COMMERCIAL	4,267,661	4.45	33.2%	-2.4%	0.6%	-3.8%
POLICE OFFICERS & DRIVERS	3,722,984	1.97	10.7%	2.1%	0.5%	-6.2%
TRUCKING - LOCAL HAULING ONLY & DRIVERS	3,097,009	5.93	3.3%	6.8%	0.4%	-5.9%
TRUCKING - LONG DISTANCE HAULING & DRIVERS	2,182,656	7.01	22.3%	9.5%	0.3%	-7.6%
TELEPHONE OR TELEGRAPH CO.: ALL OTHER EMPLOYEES & DRIVERS	2,160,027	2.44	23.9%	5.6%	0.3%	54.6%
AVIATION: AIR CARRIER - SCHEDULED, COMMUTER OR SUPPLEMENTAL - FLYING CREW	1,895,587	0.94	161.1%	19.0%	0.3%	1.7%
AVIATION: ALL OTHER EMPLOYEES & DRIVERS	1,794,630	5.02	127.1%	23.6%	0.3%	95.4%
PARK NOC-ALL EMPLOYEES & DRIVERS	1,361,650	1.61	-23.0%	6.6%	0.2%	-1.0%
GARBAGE, ASHES OR REFUSE COLLECTION & DRIVERS	1,040,166	8.20	67.3%	5.5%	0.1%	-1.4%
BUS CO.: ALL OTHER EMPLOYEES & DRIVERS	897,569	5.21	22.0%	-7.1%	0.1%	-1.8%
ELECTRIC LIGHT OR POWER CO. NOC-ALL EMPLOYEES & DRIVERS	890,017	1.22	34.1%	-3.2%	0.1%	3.7%
SCHOOL BUS CONTRACTOR-INCLUDING INCIDENTAL CHARTER SERVICE: ALL OTHER EMPLOY	521,032	2.89	95.3%	-13.7%	0.1%	-2.0%
THEATER NOC: ALL OTHER EMPLOYEES	364,934	1.45	-5.8%	-8.8%	0.1%	-6.2%
STREET CLEANING & DRIVERS	307,616	4.67	5.4%	-9.3%	0.0%	5.0%
MARINA & DRIVERS	281,417	3.75	33.9%	22.1%	0.0%	8.3%
QUARRY NOC & DRIVERS	213,506	3.62	-13.2%	-3.7%	0.0%	-26.8%
MAIL, PARCEL OR PACKAGE DELIVERY AND COURIER OR MESSENGER SERVICE COMPANIES -	192,655	10.06	103.2%	31.0%	0.0%	-13.7%
SEWAGE DISPOSAL PLANT OPERATION & DRIVERS	191,490	1.43	12.6%	-0.7%	0.0%	12.4%
ATHLETIC SPORTS OR PARK: CONTACT SPORTS	174,480	1.41	16.5%	30.6%	0.0%	10067.8%
AMBULANCE SERVICE COMPANIES AND EMS (EMERGENCY MEDICAL SERVICE) PROVIDERS&	159,061	6.79	n/a	24.6%	0.0%	204.0%
TREE PRUNING, SPRAYING, REPAIRING -- ALL OPERATIONS & DRIVERS	147,760	11.96	-2.4%	9.8%	0.0%	-25.8%
ATHLETIC SPORTS OR PARK: NONCONTACT SPORTS	144,719	1.76	-32.0%	30.4%	0.0%	7.1%
ATHLETIC SPORTS OR PARK: OPERATIONS & DRIVERS	143,562	1.74	67.3%	-11.2%	0.0%	48.5%
OIL OR GAS PIPELINE OPERATION & DRIVERS	133,672	1.67	63.7%	30.5%	0.0%	93.3%
TRUCKING: MAIL PARCEL OR PACKAGE DELIVERY-UNDER CONTRACT WITH THE U.S.POSTAL :	126,460	6.64	68.1%	22.3%	0.0%	-0.8%
COAL MINING-SURFACE & DRIVERS	118,201	12.84	47.1%	1.6%	0.0%	12.2%
WATERWORKS OPERATION & DRIVERS	117,646	2.54	31.6%	-4.5%	0.0%	-8.2%
SAND OR GRAVEL DIGGING & DRIVERS	115,467	4.04	-2.9%	-2.2%	0.0%	-33.9%
FREIGHT HANDLING NOC	114,377	5.71	34.4%	3.1%	0.0%	68.6%
AVIATION: AIR CHARTER OR AIR TAXI - FLYING CREW	91,479	1.24	-26.2%	-12.7%	0.0%	18.6%
BOAT BUILDING OR REPAIR & DRIVERS	90,772	2.34	15.3%	-3.7%	0.0%	-22.6%
TAXICAB CO.: ALL OTHER EMPLOYEES & DRIVERS	82,629	4.65	-2.9%	8.4%	0.0%	-42.2%
AMUSEMENT DEVICE OPERATION NOC-NOT TRAVELING-& DRIVERS	82,406	4.51	64.6%	22.2%	0.0%	-1.9%
GARBAGE WORKS	81,561	3.34	33.6%	15.6%	0.0%	6.4%
AVIATION - TRANSPORTATION OF PERSONNEL IN CONDUCT OF EMPLOYER'S BUSINESS -FLYI	73,929	1.02	-61.1%	9.7%	0.0%	-9.0%
GAS COMPANY: GAS CO.-NATURAL GAS-LOCAL DISTRIBUTION & DRIVERS	70,807	1.90	81.0%	3.8%	0.0%	-4.0%

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AVIATION:NOC - OTHER THAN HELICOPTERS - FLYING CREW	64,429	1.58	-24.0%	-7.6%	0.0%	-23.7%
ELECTRIC LIGHT OR POWER COOPERATIVE-REA PROJECT ONLY-ALL EMPLOYEES &DRIVERS	61,160	3.01	67.2%	2.0%	0.0%	-7.3%
RAILROAD OPERATION: NOC-ALL EMPLOYEES & DRIVERS	47,246	4.02	7.5%	7.2%	0.0%	683.8%
STONE CRUSHING & DRIVERS	42,020	7.82	59.6%	-16.0%	0.0%	-3.6%
AVIATION: HELICOPTERS - FLYING CREW	38,570	3.29	-36.2%	-18.6%	0.0%	-5.4%
AVIATION: STUNT FLYING, RACING, OR PARACHUTE JUMPING FLYING CREW	24,703	10.37	-17.0%	-19.0%	0.0%	n/a
TRUCKING: PARCEL OR PACKAGE DELIVERY-ALL EMPLOYEES & DRIVERS	14,233	5.54	9.9%	31.0%	0.0%	-34.0%
VESSELS-NOC-PROGRAM II-STATE ACT WITH PROGRAM I AND PROGRAM II USL DATAADDED I	11,327	3.42	-70.2%	-15.3%	0.0%	586.8%
TRUCKING: OIL FIELD EQUIPMENT-ALL EMPLOYEES & DRIVERS	8,506	5.48	51.4%	-11.2%	0.0%	-34.1%
QUARRY-CEMENT ROCK-SURFACE-& DRIVERS	7,534	12.78	113.0%	-4.3%	0.0%	-43.2%
LIME MFG-QUARRY-SURFACE-& DRIVERS	6,702	10.06	230.9%	31.0%	0.0%	-33.2%
CARNIVAL, CIRCUS OR AMUSEMENT DEVICE OPERATOR-TRAVELING-ALL EMPLOYEES &DRIVE	6,424	8.69	-3.1%	30.9%	0.0%	-6.5%
DREDGING-ALL TYPES-PROGRAM II-STATE ACT WITH PROGRAM I AND PROGRAM II USLDATA	6,245	4.40	-10.9%	2.1%	0.0%	192.9%
BRIDGE OR VEHICULAR TUNNEL OPERATION & DRIVERS	4,513	1.87	-8.8%	-6.0%	0.0%	-3.3%
LOGGING OR TREE REMOVAL - LOG HAULING & DRIVERS	3,855	7.17	n/a	2.9%	0.0%	28.2%
LOGGING OR TREE REMOVAL - NONMECHANIZED OPERATIONS	3,336	16.04	5.2%	3.9%	0.0%	-43.8%
LOGGING OR TREE REMOVAL - MECHANIZED EQUIPMENT OPERATORS	2,967	9.90	n/a	-17.3%	0.0%	135.1%
MINING NOC-NOT COAL-UNDERGROUND-& DRIVERS	2,725	4.66	-29.0%	-4.9%	0.0%	-1.5%
DIVING, SALVAGE, WRECKING-MARINE-PROGRAM II-STATE ACT WITH PROGRAM I ANDPROGR	1,650	8.05	-41.7%	-3.8%	0.0%	-26.3%
RAILROAD OPERATION: SALESPERSONS, COLLECTORS OR MESSENGERS - OUTSIDE PROGR	878	0.39	0.0%	2.6%	0.0%	-45.8%
IRRIGATION WORKS OPERATION & DRIVERS	607	3.09	-10.2%	-0.3%	0.0%	-94.0%
RAILROAD OPERATION: CLERICAL OFFICE EMPLOYEES - NOC - PROGRAM II - STATE ACT	16	0.19	-17.4%	-5.0%	0.0%	n/a

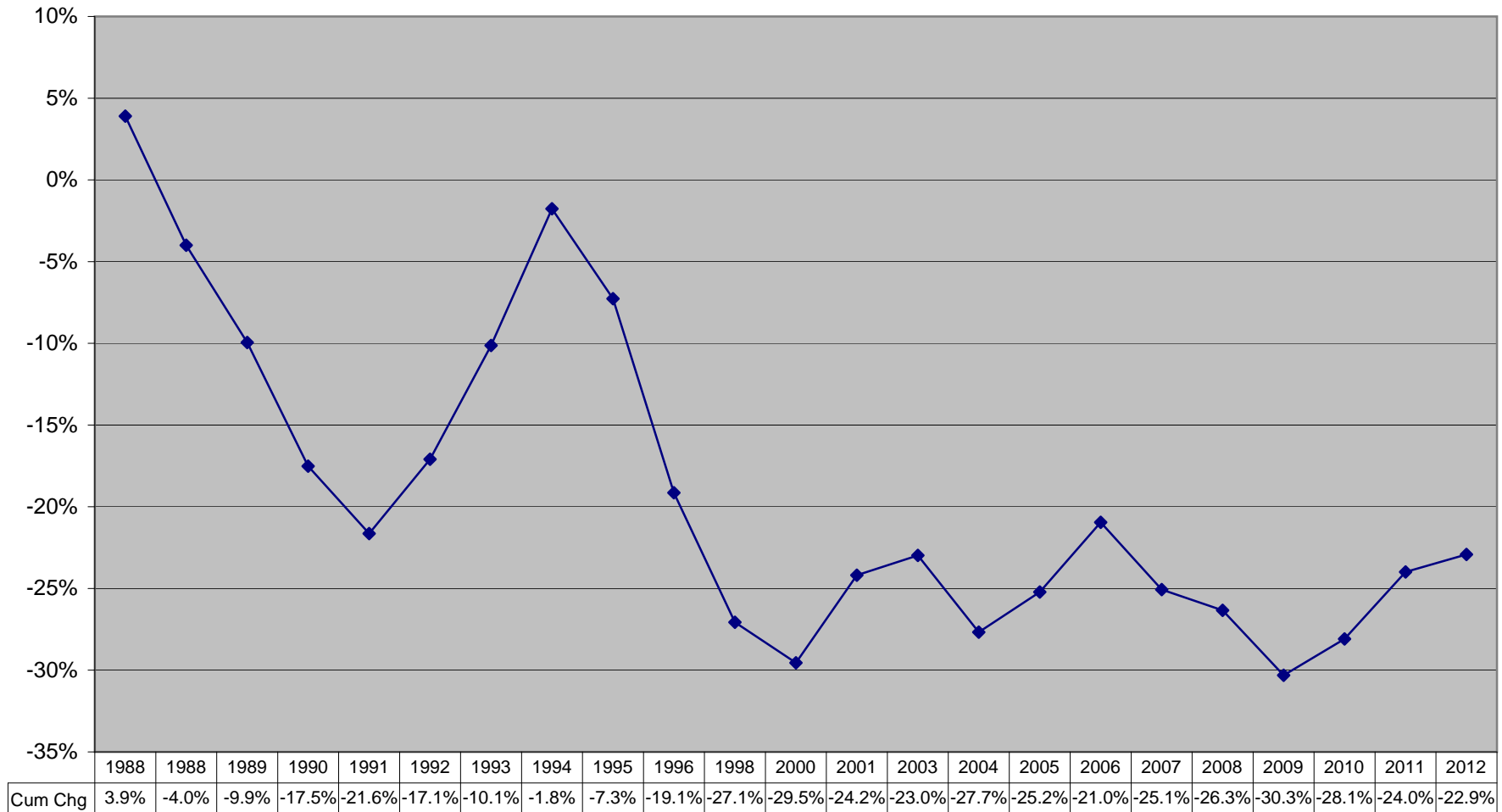
**Changes in the Components of NCCI Maryland Pure Premium Loss Cost Filings  
from 1/1/2004 through 1/1/2012**



	2004	2005	2006	2007	2008	2009	2010	2011	2012
Experience	-10.7%	1.6%	5.4%	-6.0%	-2.0%	-2.8%	1.4%	2.8%	-2.5%
Trend	1.0%	0.0%	-0.4%	-0.9%	-0.9%	-5.2%	0.0%	1.8%	0.0%
Benefits	1.0%	1.9%	0.7%	1.7%	1.1%	2.6%	1.8%	1.0%	4.0%
Other	2.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

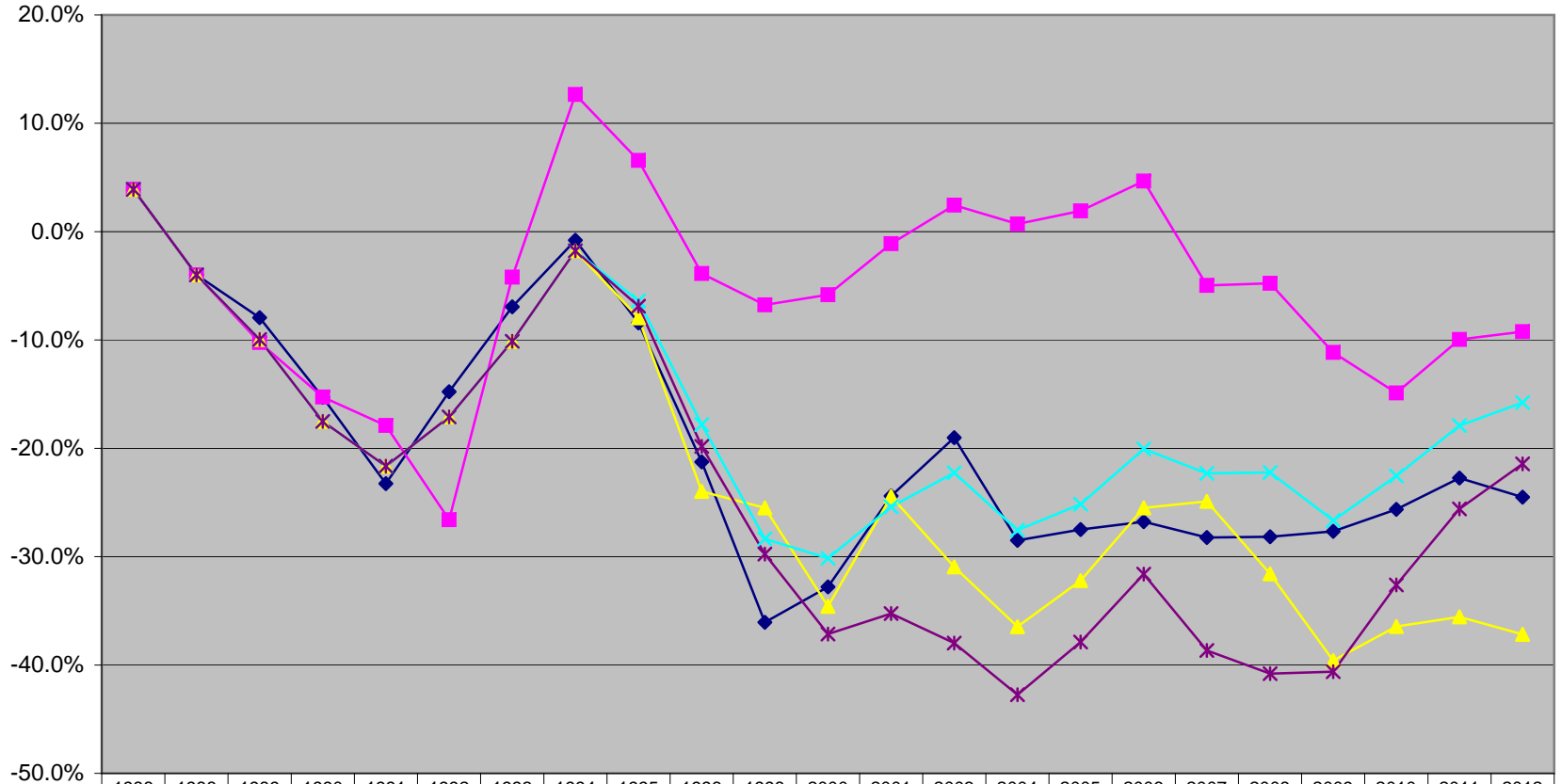
1. Information is not available prior to 2004

### Cumulative Impact of NCCI Maryland Pure Premium Loss Cost Filings for the Years 1988 through 2012





## Cumulative Impact of NCCI Maryland Pure Premium Loss Cost Changes by Industry Group from 1988 through 2012



	1988	1988	1989	1990	1991	1992	1993	1994	1995	1996	1998	2000	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
◆ Manufacturing	3.9%	-4.0%	-7.9%	-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%
■ Contracting	3.9%	-4.0%	-10.2%	-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%
▲ Office/Clerical	3.9%	-4.0%	-9.9%	-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%
✕ Goods/Services	3.9%	-4.0%	-9.9%	-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%
✱ Miscellaneous	3.9%	-4.0%	-9.9%	-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%

See next page for notes

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.