

#### **Cliff Merritt**

Senior Division Executive—Residual Markets NCCI



#### State of the Residual Market

Premium and market share continue to decline



Combined ratios reflect aggregate self-sufficiency—with some state exceptions

Loss ratios are stable on a year-over-year basis



Uncollectible premium remains a concern



### Agenda



Reinsurance Pool financial results and trends



Assigned Risk Plan volumes, composition, and year-over-year trends



2024 Administration Achievements



Initiatives and Activities—2025 and Beyond



2025 Servicing Carrier Bid States





Reinsurance Pool financial results and trends



#### **Pool Data Sources**

27

24

03

POOL STATES NWCRA\* NATIONAL POOL SINGLE-STATE POOLS





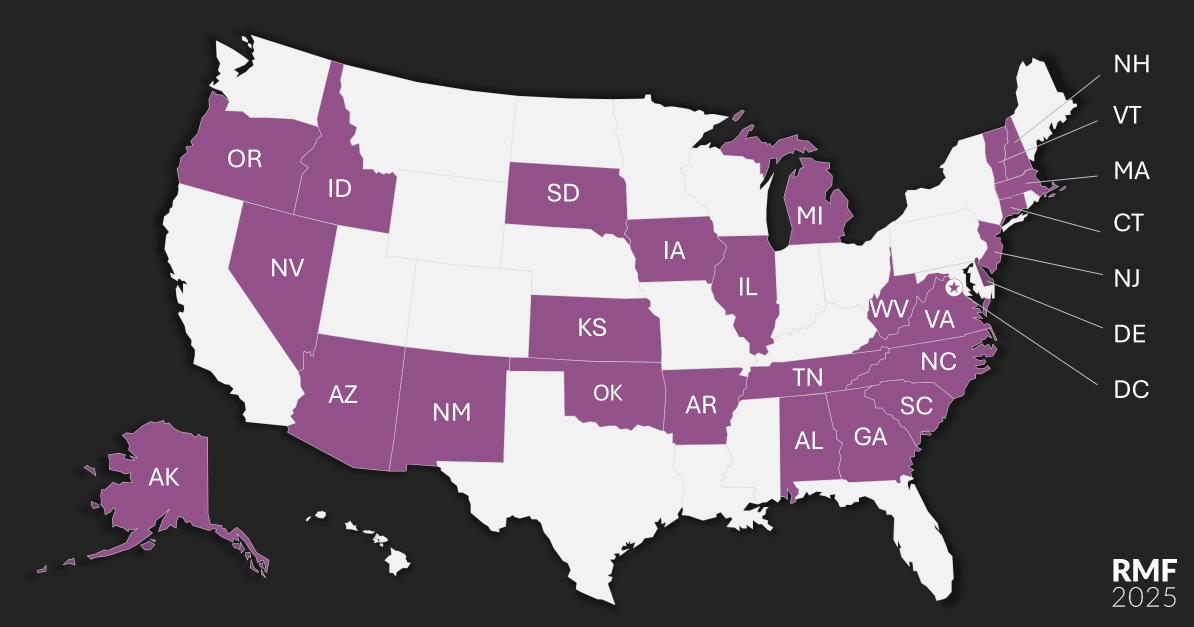
Poll Question

What state's residual market mechanism was added in 2024?





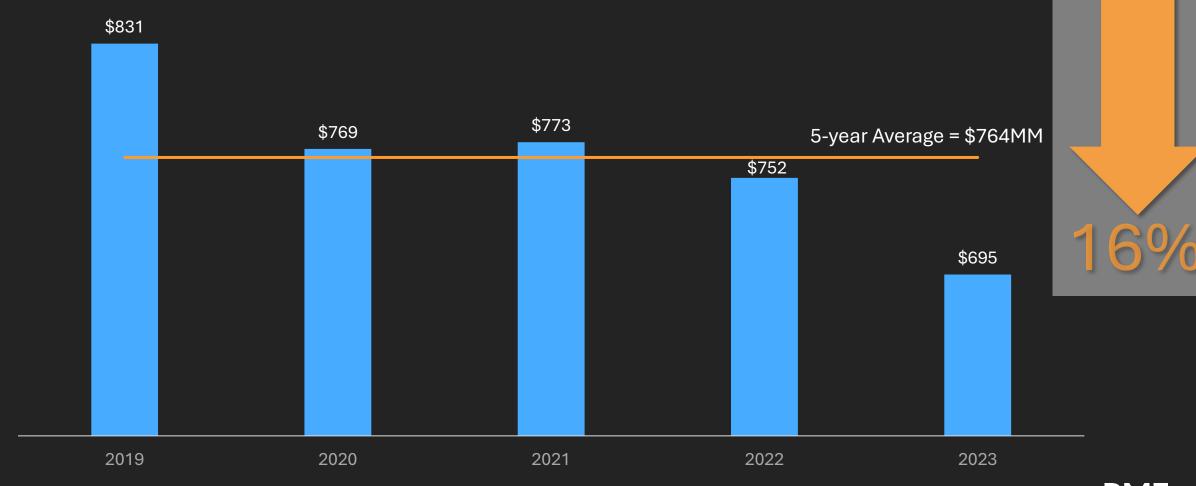
# Pool Data



## Pool Premium Volume and Trending

Projection to Ultimate





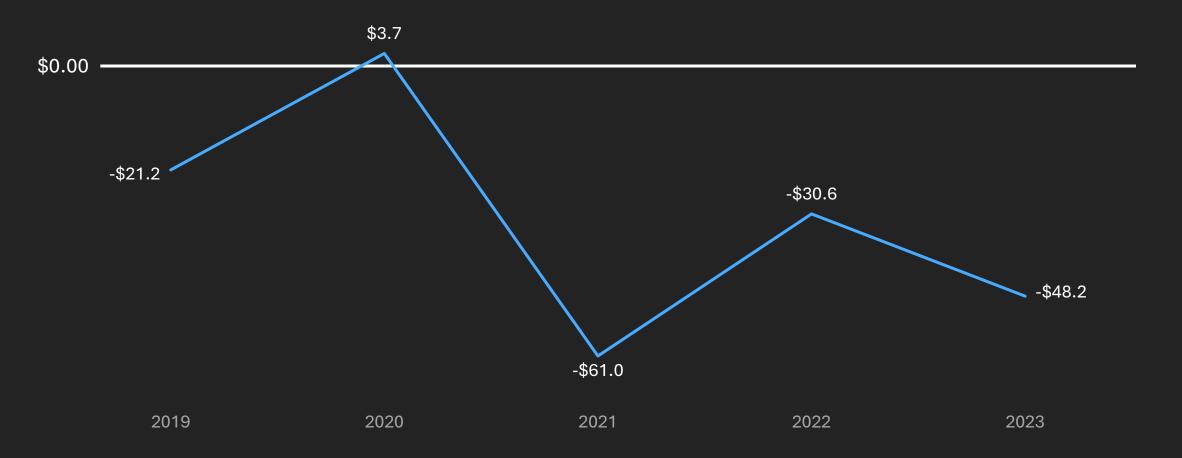


RESIDUAL MARKET **RMF** 2025

# Policy Year Operating Results

Projection to Ultimate

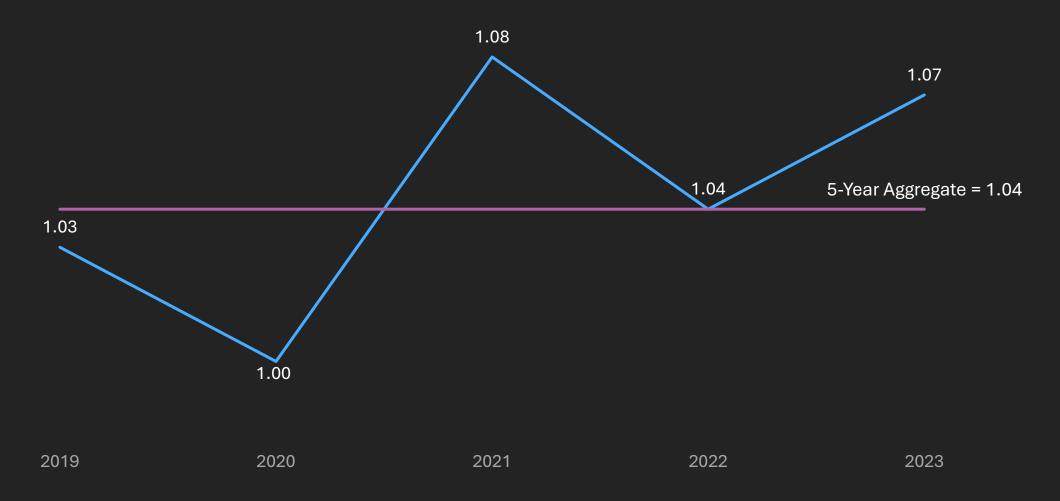
**\$ Millions** 





## Combined Ratios | Trending

By Policy Year



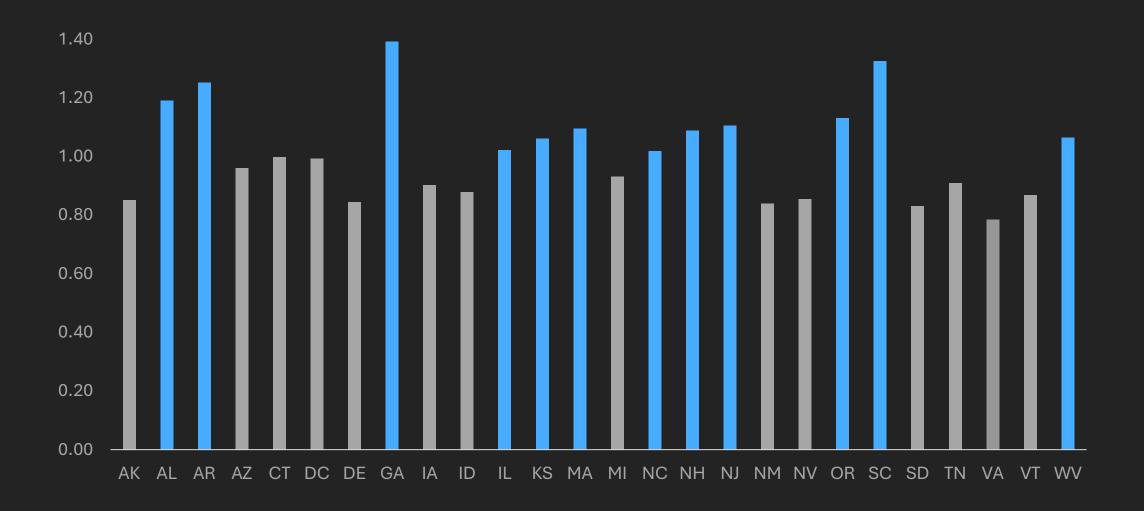


# Combined Ratios | By Jurisdiction Policy Years 2019–2023

Number of Jurisdictions	Combined Ratio	
8	< .90	OR ID SD VTNH MA
6	.90–1.00	MI
6	1.01–1.10	
6	> 1.10	KS NC S
		AZ NM  AR  SC  AL GA
		RMF

### Combined Ratios | By State

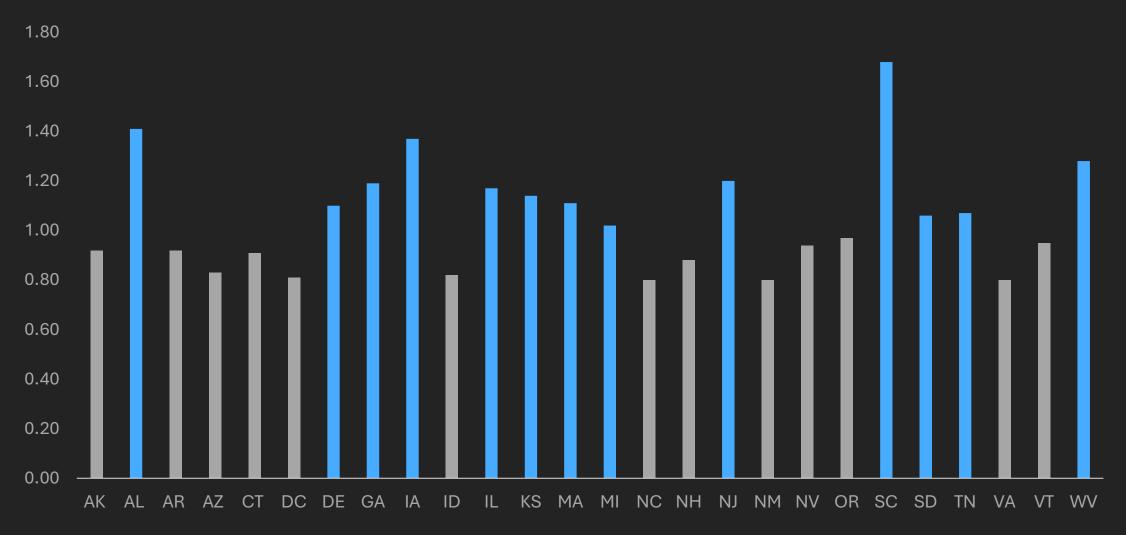
Policy Years 2019–2023





#### State Combined Ratios

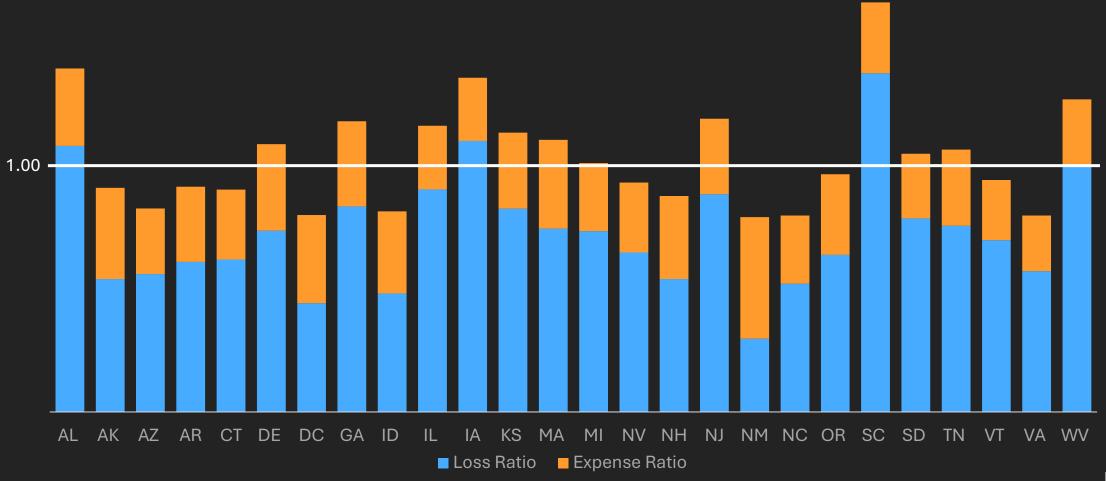
Policy Year 2023





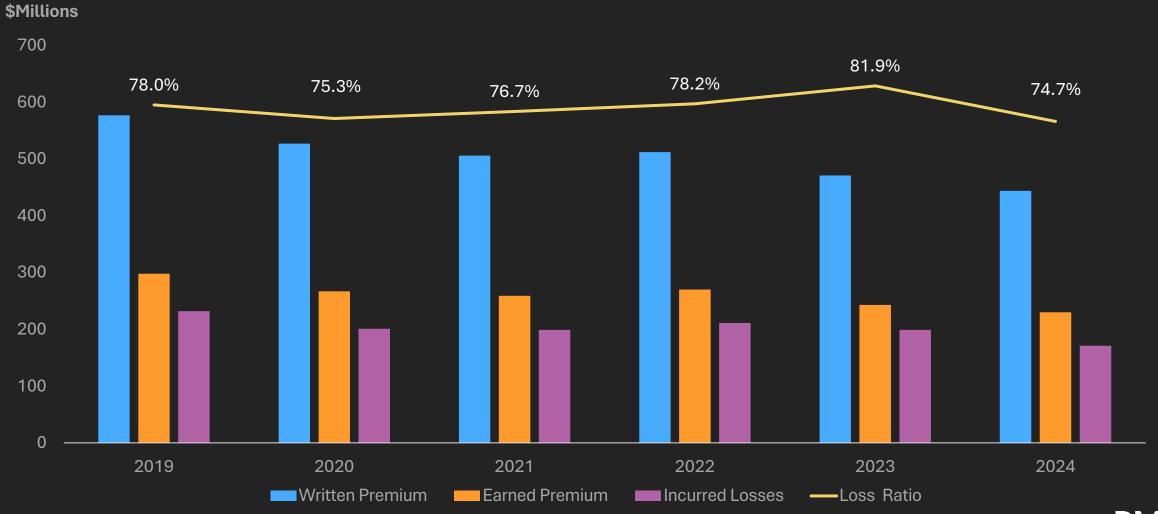
#### **State Combined Ratios**

Policy Year 2023—Projected to Ultimate



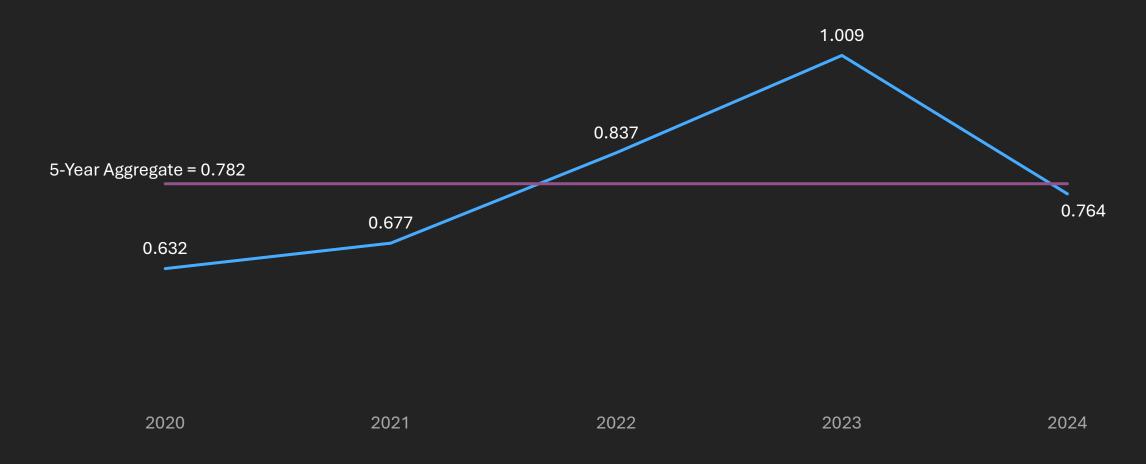


# Policy Years 2019–2024 Valued at Nine Months



#### **Combined Ratios**

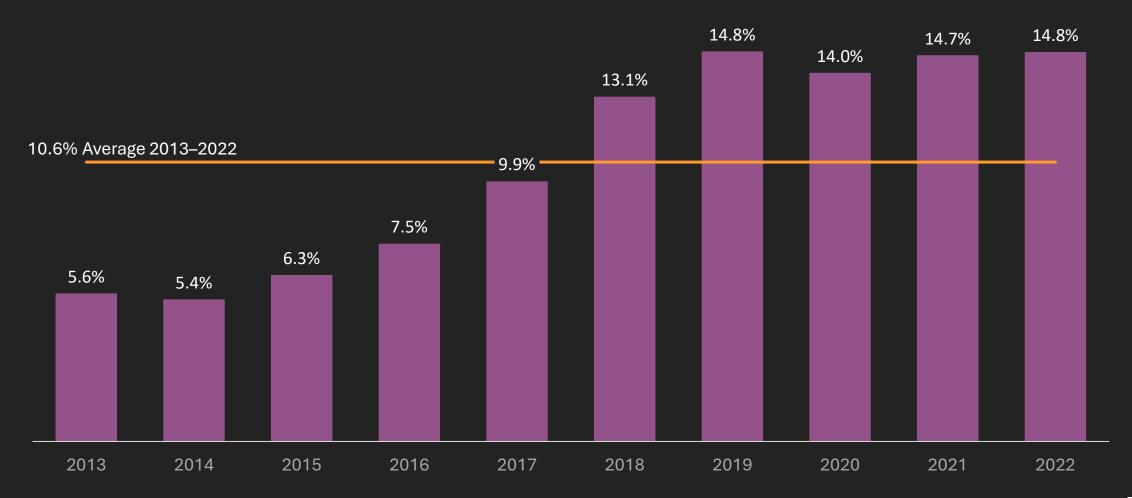
#### Calendar Year





#### Uncollectible Premium

As Percentage of Policy Year Written Premium





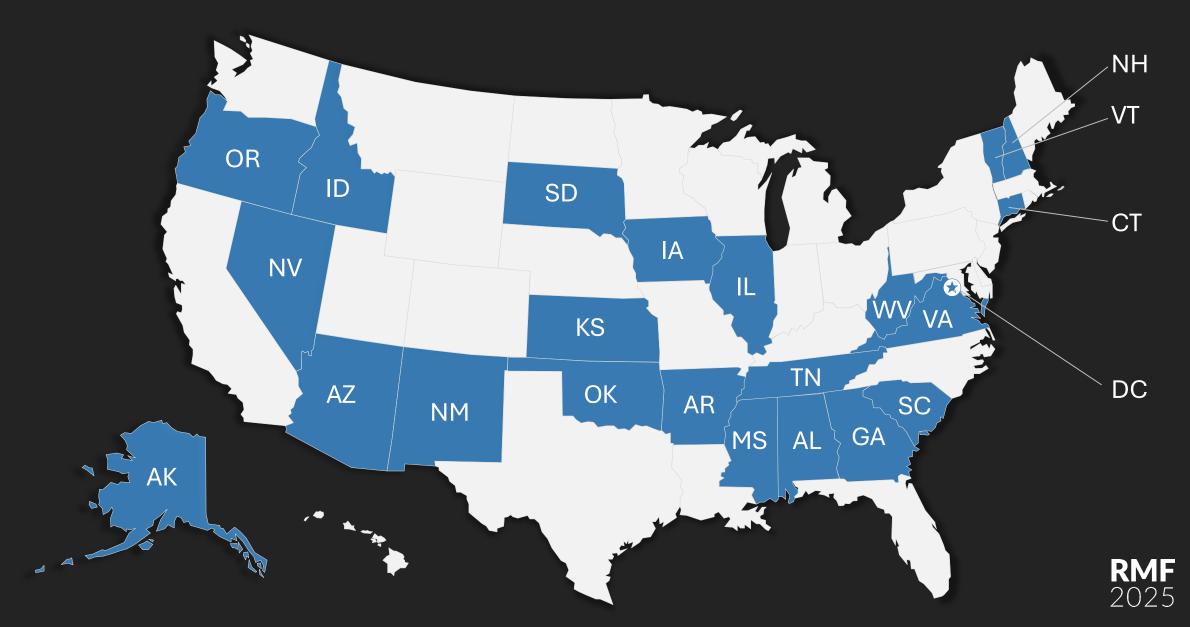




Assigned Risk Plan volumes, composition, and year-over-year trends



# Plan Data



#### In-Force Plan Premium

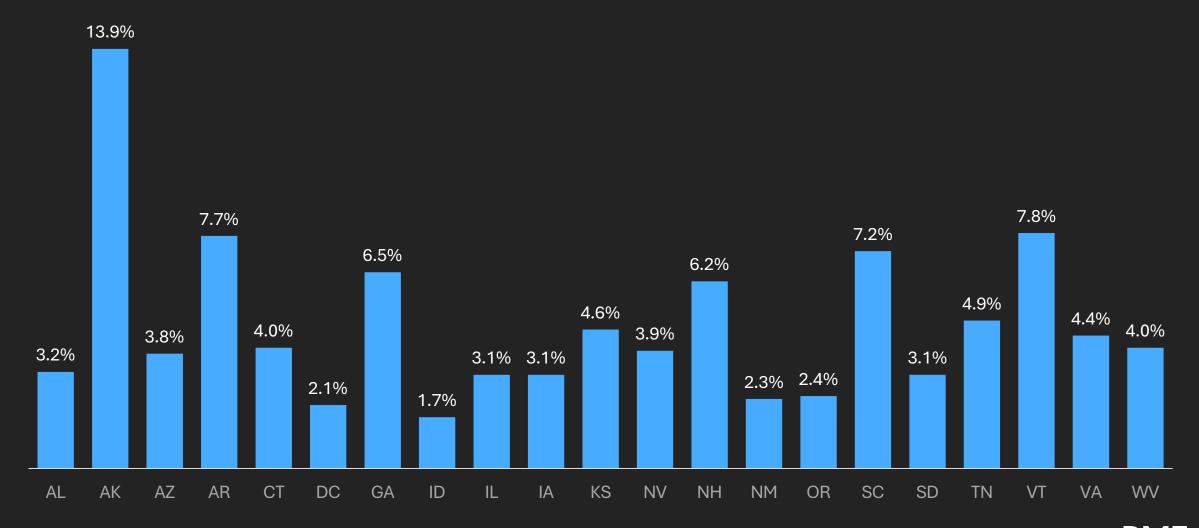
As of December 31, 2022–2024

	Premium	Policies	Average Policy Size	Policies < \$5K	Policies < \$10K
2022	\$478.5MM	127,163	\$3,773	87%	94%
2023	\$454.6MM	122,311	\$3,717	87%	94%
2024	\$427.2MM	114,442	\$3,733	87%	94%



#### Residual Market Premium Market Share

Calendar Year 2023, by State







Poll Question:
What was the combined

2023 market share of

residual market premium

for all NCCI Plan states?

A. 4.0%

B. 4.4%

C. 5.0%

D. 5.6%

E. 6.1%





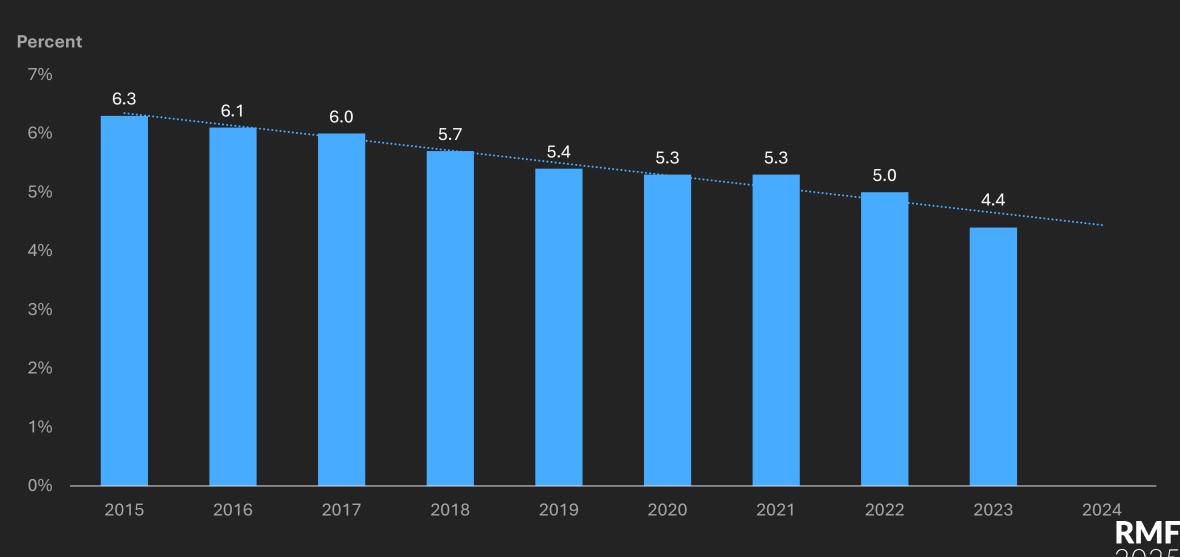
Answer:

B. 4.4%



#### Residual Market Share

Share of Calendar Year Direct Written Premium NCCI Plan Administration States



#### Residual Market Top 10 Classification Codes

2024 Policy Effective Dates

#### **Plan Policy Count**

5645 — Carpentry (13.4%)

5551—Roofing (7.6%)

5437—Carpentry (6.0%)

5474—Painting (5.6%)

7219—Trucking (5.0%)

5445—Wallboard, Sheetrock, Drywall, Plasterboard (2.7%)

5022—Masonry (2.2%)

9014—Janitorial Services by Contractors (2.1%)

0106—Tree Pruning, Spraying, Repairing (1.8%)

5190—Electrical Wiring (1.6%)

#### **Plan Premium Volume**

5645—Carpentry (10.9%)

5551—Roofing (9.1%)

7219—Trucking (3.4%)

5474—Painting (3.1%)

5437—Carpentry (2.9%)

0106—Tree Pruning, Spraying, Repairing (2.3%)

9014—Janitorial Services by Contractors (1.9%)

5445—Wallboard, Sheetrock, Drywall, Plasterboard (1.8%)

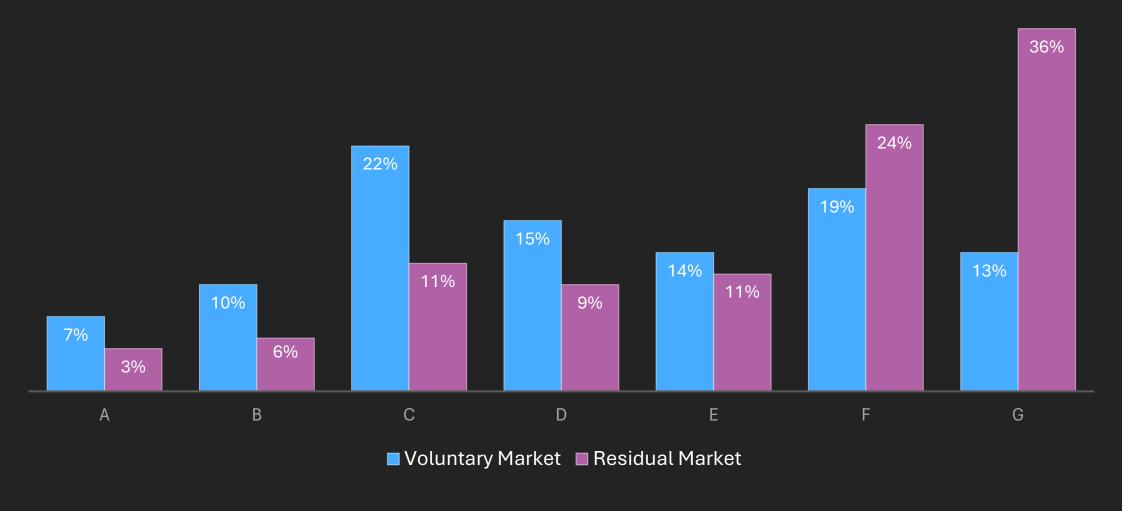
7720—Police Officers & Drivers (1.7%)

5403—Carpentry (1.6%)



# Hazard Group Premium Concentration

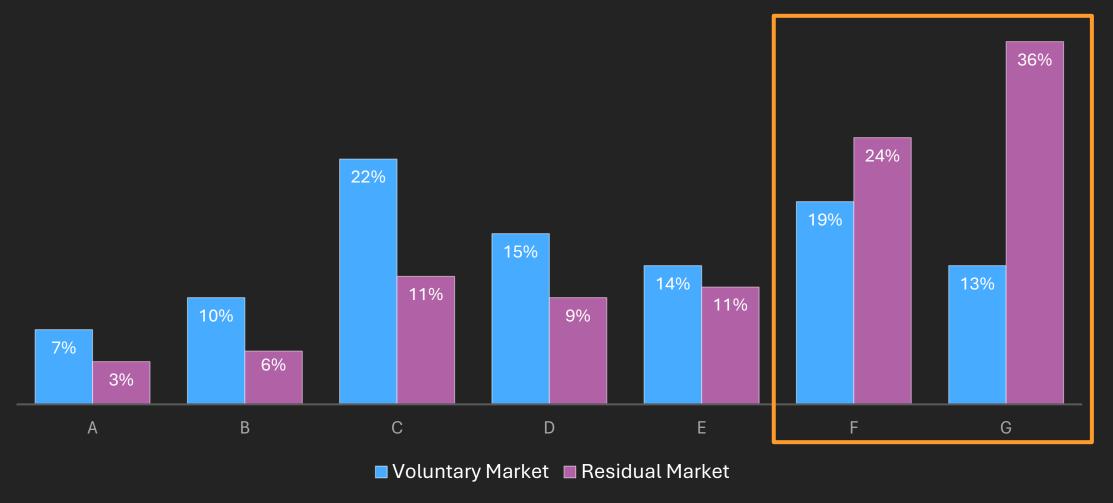
2024 Policy Year





# Hazard Group Premium Concentration

2024 Policy Year





## **Depopulation Program**





## **Depopulation Programs**

- → Eliminate disincentives
- → Provide credits towards voluntary premium

Take-Out Credit
Program 2023

Voluntary Coverage
Assistance Program 2024

- \$106MM credits generated
- 19,000+ policies removed or kept out of the residual market

- \$28.3MM Premium
- 7,227 Policies
- 12% Savings





# 2025 Bid States | In-Force Volumes

ALABAMA *	ARKANSAS	DISTRICT OF COLUMBIA	GEORGIA *	KANSAS	NORTH CAROLINA *	TENNESSEE *
Premium	Premium	Premium	Premium	Premium	Premium	Premium
\$7.6MM	\$15.3MM	\$2.3MM	\$48.3MM	\$15.3MM	\$58.6MM	\$26.9MM
Policy Count	Policy Count	Policy Count	Policy Count	Policy Count	Policy Count	Policy Count
1,233	4,517	491	15,875	3,693	20,586	5,252
Average Policy Size	Average Policy Size	Average Policy Size	Average Policy Size	Average Policy Size	Average Policy Size	Average Policy Size
\$6,156	\$3,391	\$4,732	\$3,041	\$4,149	\$2,844	\$5,087





# 2024 Administration Achievements



#### 2024 Administration Achievements

- Onboarding of Oklahoma residual market
- Servicing Carrier Reference Guide updates
- **SCSOS**<sup>SM</sup> **Service** enhancements
- Updates to **VCAP® Service** underwriting criteria
- Pool Indemnification Management System enhancements
- Servicing Carrier precertification training has transitioned to NCCI Academy





# Initiatives and Activities—2025 and Beyond



#### State of the Residual Market

Premium and market share continue to decline



Combined ratios reflect aggregate self-sufficiency—with some state exceptions

Loss ratios are stable on a year-over-year basis



Uncollectible premium remains a concern



**Data Reporting** 

**Industry Information** 

Residual Markets

Underwriting

Agents/Brokers

Insights

(3)

**Access WCIP** 

0

#### Residual Market Forum

March 5-6, 2025



Request an Assigned Risk Estimate Submit an Assigned Risk Application

Instruction Pages

State





#### **PLAN ADMINISTRATION**

- 2025 Residual Market Direct Assignment Carriers (PDF)
- 2025 Residual Market Servicing Carriers (PDF)
- Assigned Carrier Performance Standards

#### POOL ADMINISTRATION

- National Workers Compensation Reinsurance Association NFP Bylaws
- Reinsurance Pool Board Sites
- New Mexico Workers' Compensation
   Assigned Risk Pool Bylaws

#### **RESOURCES**

- Servicing Carrier Precertification
- RMF 2024 Highlights Report
- Residual Market Administrators

#### **PRODUCTS**

- NCCI Atlas (Access Manuals)
- Pool Financial Data Collection
- Pool Indemnification Manageme
- Pool Uncollectible Premium Syst
- Reinsurance Pools Results and Ir (RPRI)

#### **PUBLICATIONS / REPORTS**

 $\odot$ 

- Quarterly Results Updated
- State Activity Reports Updated
- Residual Market Management Summary 2023
- National Pool Premium Volume Report
   Updated
- We've Moved! Servicing Carrier
   Precertification Training Now in NCCI
   Academy

Complete Listing

