



# Kansas Residual Market State Activity Report

Third Quarter 2020



## Executive Summary

NCCI, as Pool and Plan Administrator of the Kansas Workers Compensation Insurance Plan, is pleased to provide the Third Quarter 2020 *Kansas Residual Market State Activity Report*.

Readers will notice that the order of our charts and tables has been reorganized, based on customer feedback. This will provide a more streamlined picture of the key measurement factors and issues relating to the operation of the Kansas Plan. Residual Market demographics contained in this report include:

## Table of Contents

Residual Market Demographics	
Residual Market Total Policies and Premium in Force .....	1
Kansas Residual Market Reinsurance Pool Booked Loss Ratio .....	2
Kansas Residual Market Reinsurance Pool Ultimate Net Written Premium .....	2
Kansas Residual Market Reinsurance Pool Net Operating Results.....	3
Collections/Indemnification.....	4
Voluntary Coverage Assistance Program.....	5
Total Applications Bound .....	6
Total Application Premium Bound.....	6
Residual Market Total Policy Counts .....	7
Residual Market Total Premium Volume.....	7
Total Premium Distribution by Size of Risk.....	8
Residual Market Top 10 Classification Codes by Policy Count.....	9
Residual Market Top 10 Classification Codes by Premium Volume .....	9
Glossary of Terms.....	10

If you have any questions or comments about this report, please feel free to contact the individual listed below.

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## Residual Market Demographics

### Residual Market Total Policies and Premium in Force As of September 30, 2020—compared to prior year

Total number of Assigned Risk Plan policies and estimated premium volume in force reported as of the date listed above. The other exhibits in this report describe quarterly and year-to-date data.

	2020	2019	2020 vs. 2019 #	2020 vs. 2019 %
<b>Policy Count</b>	5,452	6,829	-1,377	-20.2%
<b>Premium Volume</b>	\$19,717,889	\$23,499,204	-\$3,781,315	-16.1%

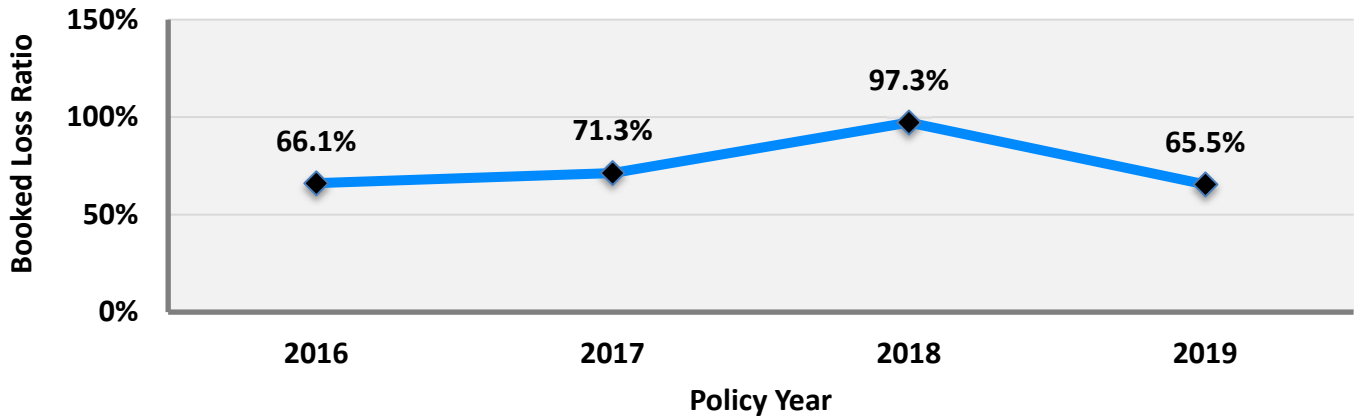


## Residual Market Demographics

### Kansas Residual Market Reinsurance Pool Booked Loss Ratio

#### Policy Year Financial Results through 2nd Quarter 2020 for 2019 and prior years\*

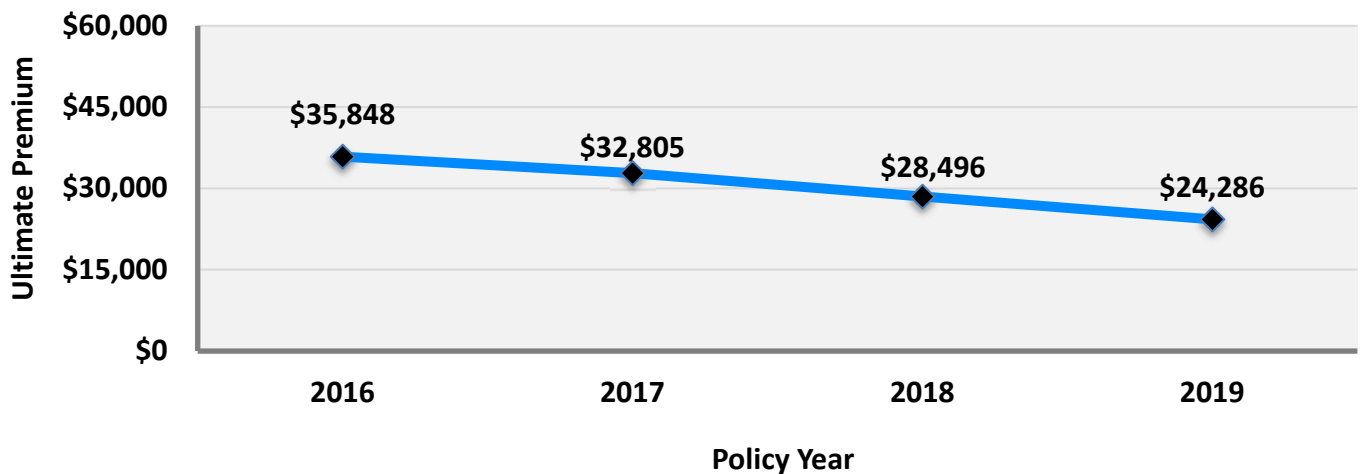
The ratio of total incurred losses to total earned premiums in a given period, in this state, expressed as a percentage.



### Kansas Residual Market Reinsurance Pool Ultimate Net Written Premium (Projected to Ultimate) (000's)

#### Policy Year Financial Results through 2nd Quarter 2020 for 2019 and prior years\*

The premium charged by an insurance company for the period of time and coverage provided by an insurance contract in this state.



\*3rd Quarter 2020 data will be available the end of January 2021 due to the timing of data reporting

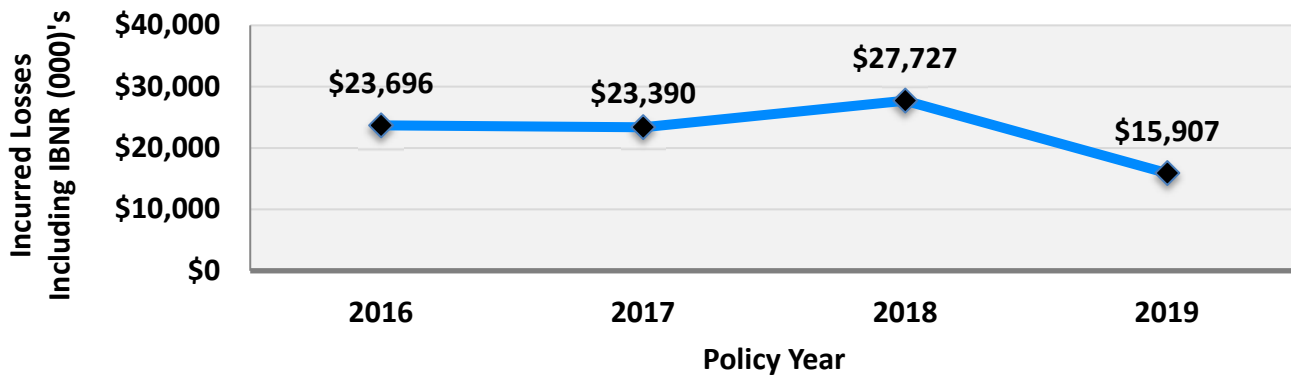


## Residual Market Demographics

### Kansas Residual Market Reinsurance Pool Net Operating Results (Projected to Ultimate) Incurred Losses

#### Policy Year Financial Results through 2nd Quarter 2020 for 2019 and prior years\*

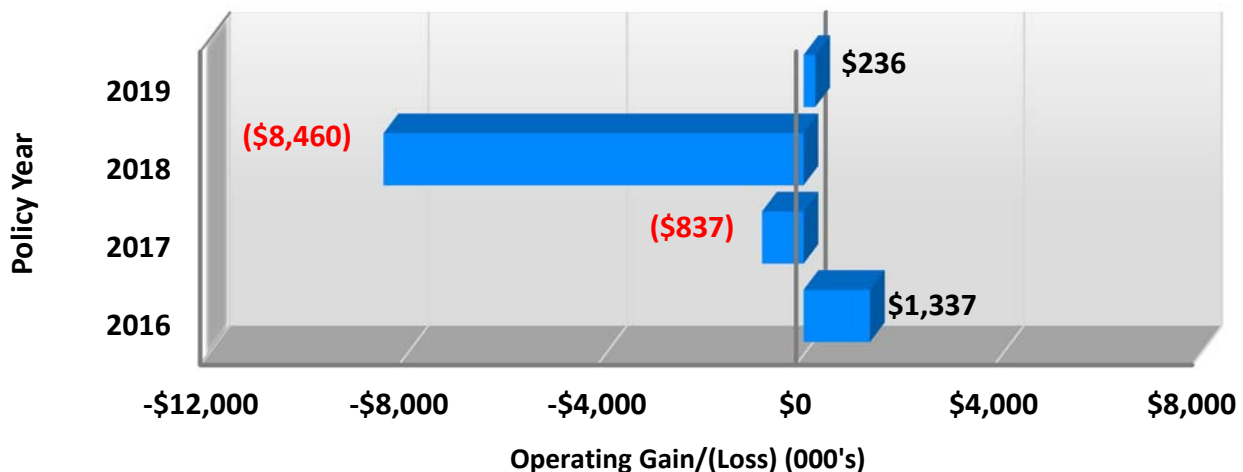
Policy year incurred losses reflect paid losses, case reserves and IBNR reserves for policies written in a particular policy year in that state.



### Kansas Residual Market Reinsurance Pool Net Operating Results (Projected to Ultimate) Estimated Net Operating Gain/(Loss) (000's)

#### Policy Year Financial Results through 2nd Quarter 2020 for 2019 and prior years\*

The financial statement presentation that reflects the excess of earned premium over incurred losses, less all operating expenses, plus all investment income in that state.



\*3rd Quarter 2020 data will be available the end of January 2021 due to the timing of data reporting



## Residual Market Demographics

### Collections/Indemnification

The following shows a comparison of gross written premium and uncollectible premium reported in Kansas for Policy Years 2016-2020, obtained through NP-4 and NP-5 reports including traumatic and black lung claims, evaluated through 2nd Quarter 2020.

Policy Year	Gross Written Premium \$	Uncollectible Premium \$	Percentage
2016	36,911,900	1,063,625	2.9%
2017	33,853,082	1,047,775	3.1%
2018	29,553,116	887,548	3.0%
2019	24,357,761	*	N/A
2020	8,484,090	*	N/A

\* The uncollectible premiums provided are reported by the servicing carriers on a quarterly basis. Uncollectible premium is generally reported up to 24 months after the policy expiration date due to audit, billing, and collection requirements. Therefore, the uncollectible premium data has not yet developed for the more recent policy years.



## Residual Market Demographics

### Voluntary Coverage Assistance Program

#### Third Quarter Data through September 30, 2020

The volume of assigned risk applications redirected to the voluntary market through NCCI's **VCAP<sup>®</sup> Service**. The following shows the results **VCAP<sup>®</sup> Service** has provided during Third Quarter 2020.

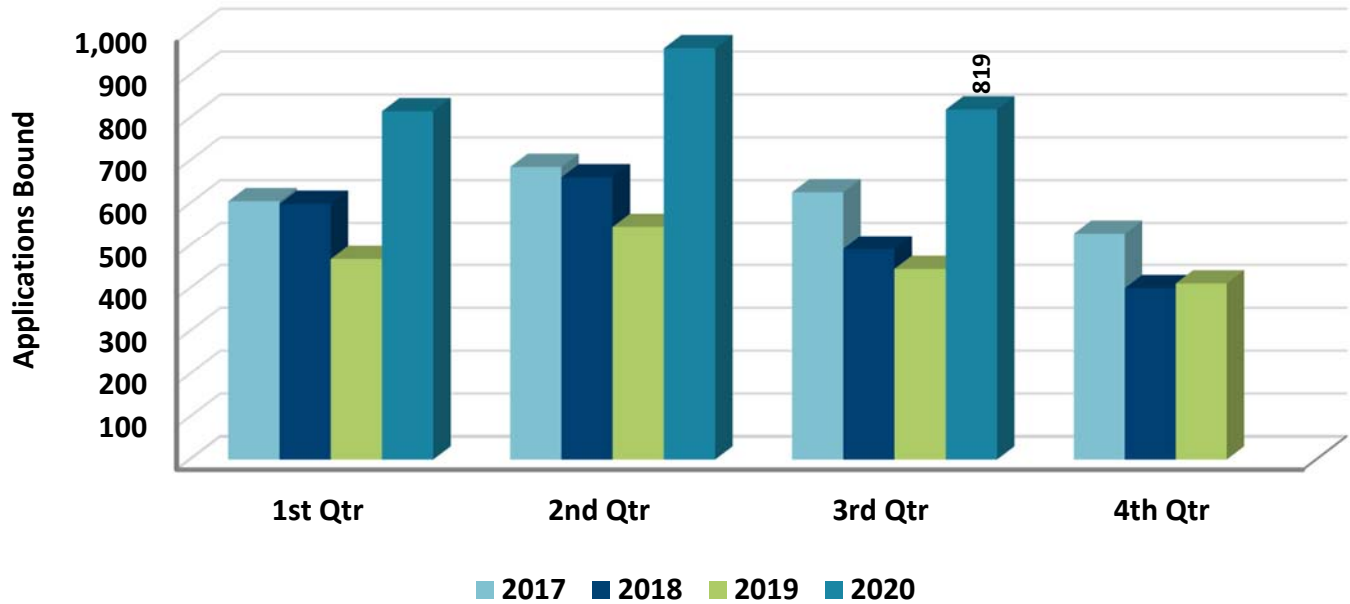
Number of Applications Reviewed by <b>VCAP<sup>®</sup> Service</b>	1,001
Number of <b>VCAP<sup>®</sup> Service</b> Matches	829
<b>VCAP<sup>®</sup> Service</b> Offers as a % of Matches	22.56%
Number of Confirmed <b>VCAP<sup>®</sup> Service</b> Policies	177
Confirmed <b>VCAP<sup>®</sup> Service</b> Policies as a % of Applications Reviewed	17.68%
Savings as a % of Redirected Assigned Risk Premium	7.82%



## Residual Market Demographics

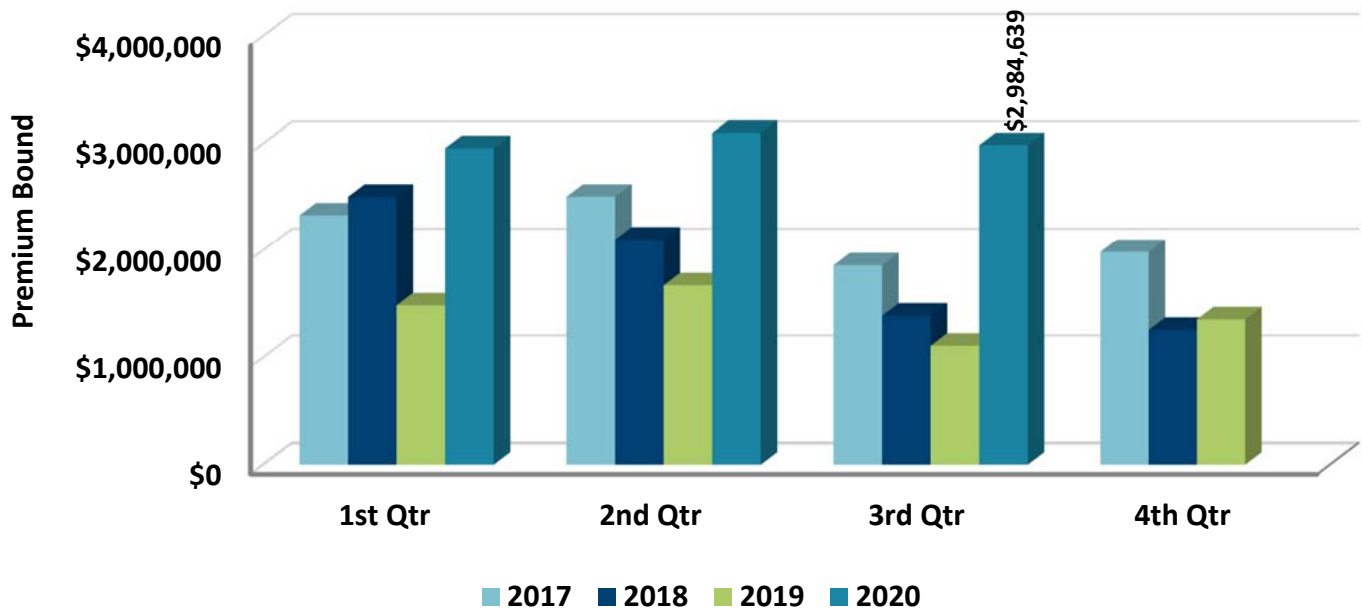
### Total Applications Bound — 2017 vs. 2018 vs. 2019 vs. 2020

The number of applications—both new and churn—that are assigned to a Servicing Carrier or a Direct Assignment Carrier (if applicable).



### Total Application Premium Bound — 2017 vs. 2018 vs. 2019 vs. 2020

The total estimated premium on bound applications—both new and churn—that are assigned to a Servicing Carrier or a Direct Assignment Carrier (if applicable).





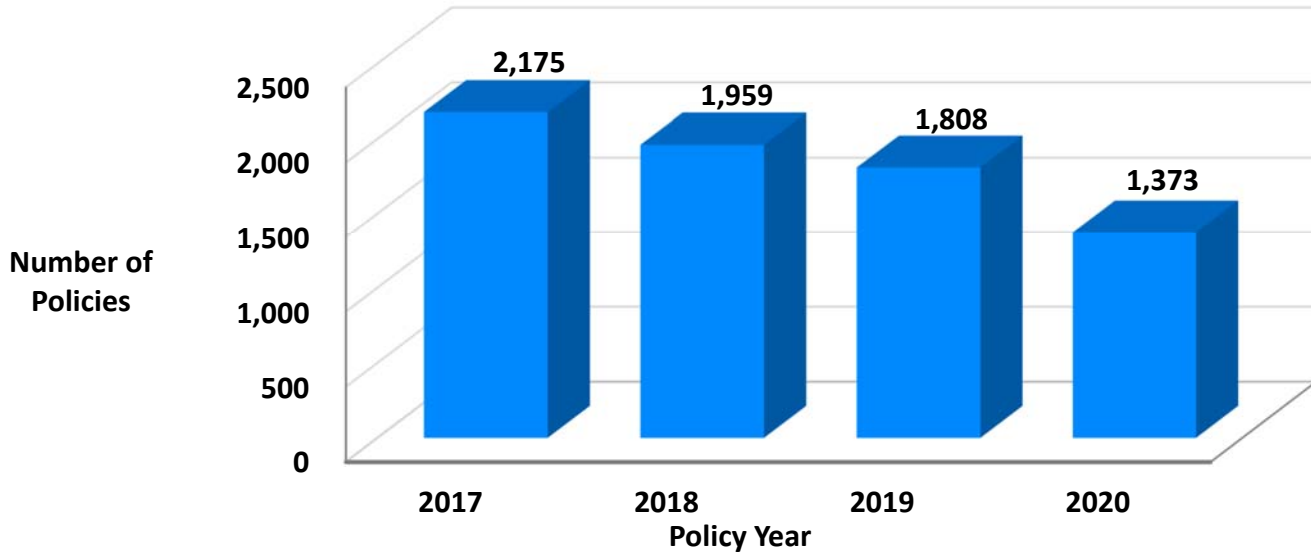


## Residual Market Demographics

### Residual Market Total Policy Counts

#### Third Quarter Data for Policies Reported through September 30, 2020

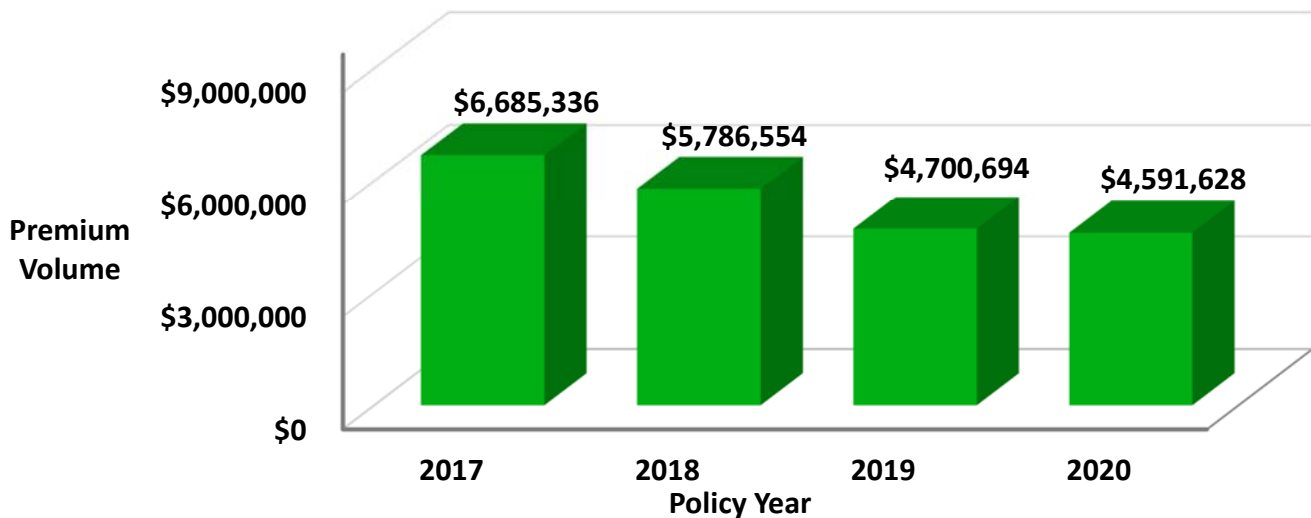
Total number of all Assigned Risk Plan policies with effective dates during the calendar period listed above.



### Residual Market Total Premium Volume

#### Third Quarter Data Reported through September 30, 2020

Total amount of all Assigned Risk Plan premium with effective dates during the calendar period listed above.





## Residual Market Demographics

### Total Premium Distribution by Size of Risk

#### Third Quarter Data Reported through September 30, 2020

The total number of Assigned Risk Plan policies reported to NCCI by Direct Assignment and Servicing Carriers in a premium range as of the date listed above.

Premium Interval	Policy Count	% of Total Policies	Total State Premium \$	% of Total Premium	Average Premium \$
\$0–2499	965	70.3	1,091,986	23.8	1,132
\$2500–4999	231	16.8	805,455	17.5	3,487
\$5000–9999	109	7.9	759,158	16.5	6,965
\$10000–19999	39	2.8	508,567	11.1	13,040
\$20000–49999	20	1.5	578,204	12.6	28,910
\$50000–99999	7	0.5	475,825	10.4	67,975
\$100000–199999	1	0.1	172,096	3.7	172,096
\$200000 +	1	0.1	200,337	4.4	200,337
Total	1,373	100.0	4,591,628	100.0	3,344

### Third Quarter 2019 Data for Comparison

Premium Interval	Policy Count	% of Total Policies	Total State Premium \$	% of Total Premium	Average Premium \$
\$0–2499	1,364	75.4	1,347,064	28.7	988
\$2500–4999	253	14.0	882,447	18.8	3,488
\$5000–9999	131	7.2	892,572	19.0	6,814
\$10000–19999	38	2.1	502,975	10.7	13,236
\$20000–49999	14	0.8	397,097	8.4	28,364
\$50000–99999	6	0.3	387,662	8.2	64,610
\$100000–199999	2	0.1	290,877	6.2	145,439
\$200000 +	0	0.0	0	0.0	0
Total	1,808	100.0	4,700,694	100.0	2,600



## Residual Market Demographics

### Residual Market Top 10 Classification Codes by Policy Count Third Quarter Data Reported through September 30, 2020

The top 10 governing class codes by total policy count—policies issued by Servicing Carriers and Direct Assignment Carriers in this state as of the date listed above.

Rank	Code and Description	Policy Count	% of Policies
1	5645 - Carpentry Construction of Residential Dwellings Not Exceeding Three Stories in Height	139	10.1
2	5551 - Roofing-All Kinds & Drivers	121	8.8
3	7219 - Trucking - NOC-All Employees & Drivers	90	6.6
4	5474 - Painting NOC & Shop Operations, Drivers	68	5.0
5	5445 - Wallboard, Sheetrock, Drywall, Plasterboard, or Cement Board Installation - Within Buildings & Drive	56	4.1
6	5437 - Carpentry-Installation of Cabinet Work or Interior Trim	51	3.7
7	6216 - Oil or Gas - Lease Work NOC - By Specialist Contractor & Drivers	50	3.6
8	9014 - Janitorial Services by Contractors-No Window Cleaning Above Ground Level & Drivers	32	2.3
9	0106 - Tree Pruning, Spraying, Repairing - All Operations & Drivers	29	2.1
10	7711 - Firefighters & Drivers - Volunteer	25	1.8

### Residual Market Top 10 Classification Codes by Premium Volume Third Quarter Data Reported through September 30, 2020

The top 10 governing class codes by premium volume written on total policies issued by Servicing Carriers and Direct Assignment Carriers in this state as of the date listed above.

Rank	Code and Description	Premium \$	% of Premium
1	5551 - Roofing-All Kinds & Drivers	414,432	9.0
2	7219 - Trucking - NOC-All Employees & Drivers	407,674	8.9
3	8288 - Livestock Dealer or Commission Merchant & Salespersons, Drivers	365,128	8.0
4	5645 - Carpentry Construction of Residential Dwellings Not Exceeding Three Stories in Height	324,363	7.1
5	8824 - Retirement Living Centers - Health Care Employees	214,704	4.7
6	0083 - Farm: Cattle or Livestock Raising NOC & Drivers	164,815	3.6
7	5445 - Wallboard, Sheetrock, Drywall, Plasterboard, or Cement Board Installation - Within Buildings & Drive	124,354	2.7
8	6216 - Oil or Gas - Lease Work NOC - By Specialist Contractor & Drivers	109,686	2.4
9	5474 - Painting NOC & Shop Operations, Drivers	99,721	2.2
10	0106 - Tree Pruning, Spraying, Repairing - All Operations & Drivers	96,849	2.1



## Glossary of Terms

**Applications Bound**—The applications that are actually assigned to a Servicing Carrier or Direct Assignment Carrier (if applicable).

**Earned Premium or Premiums Earned**—That portion of written premiums applicable to the expired portion of the time for which the insurance was in effect. When used as an accounting term, “premiums earned” describes the premiums written during a period, plus the unearned premiums at the beginning of the period, less the unearned premiums at the end of the period.

**In Force (Policies/Premium)**—All policies and associated estimated premium that are current as of a given date.

**Incurred But Not Reported (IBNR)**—Pertaining to losses where the events that will result in a loss, and eventually a claim, have occurred, but have not yet been reported to the insurance company. The term may also include “bulk” reserves for estimated future development of case reserves.

**Loss Ratio**—The ratio of total incurred losses to total earned premiums in a given period, expressed as a percentage. The formula for loss ratio is  $(\text{loss} + \text{loss adjustment expense}) / \text{earned premium}$ .

**Premium Bound**—The total estimated annual premium on bound applications.

**Underwriting Gain/ (Loss)**—The financial statement presentation that reflects the excess of earned premium over incurred losses.

**VCAP<sup>®</sup> Service**—Voluntary Coverage Assistance Program is a supplemental program to NCCI’s Workers Compensation Insurance Plan. As part of NCCI’s strategic vision of maintaining and depopulating the residual market, NCCI’s **VCAP<sup>®</sup> Service** redirects coverage opportunities for employers to voluntary market insurers, which generally provide coverage at a lower cost. **VCAP<sup>®</sup> Service** provides an additional source for producers and employers to secure voluntary workers compensation coverage prior to entering the residual market for coverage.