

New Hampshire Residual Market State Activity Report

Second Quarter 2017



Executive Summary

NCCI, as Pool and Plan Administrator of the New Hampshire Workers Compensation Insurance Plan, is pleased to provide the Second Quarter 2017 *New Hampshire 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 New Hampshire Plan. Residual Market demographics contained in this report include:

Table of Contents

Residual Market Demographics	
Residual Market Total Policies and Premium in Force	1
New Hampshire Residual Market Reinsurance Pool Booked Loss Ratio	2
New Hampshire Residual Market Reinsurance Pool Ultimate Net Written Premium	2
New Hampshire Residual Market Reinsurance Pool Net Operating Results	3
Collections/Indemnification.....	4
Voluntary Coverage Assistance Program.....	5
Total Applications Bound	6
Total Application Premium Bound.....	7
Residual Market Total Policy Counts	8
Residual Market Total Premium Volume.....	8
Total Premium Distribution by Size of Risk.....	9
Residual Market Top 10 Classification Codes by Policy Count	10
Residual Market Top 10 Classification Codes by Premium Volume	10
Glossary of Terms.....	11

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

Chantel Weishaar, Senior Technical Business Analyst 561-893-3015



Residual Market Demographics

Residual Market Total Policies and Premium in Force

As of June 30, 2017—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.

	2017	2016	2017 vs. 2016 #	2017 vs. 2016 %
Policy Count	5,143	5,683	-540	-9.5%
Premium Volume	\$18,212,571	\$22,866,531	-\$4,653,960	-20.4%

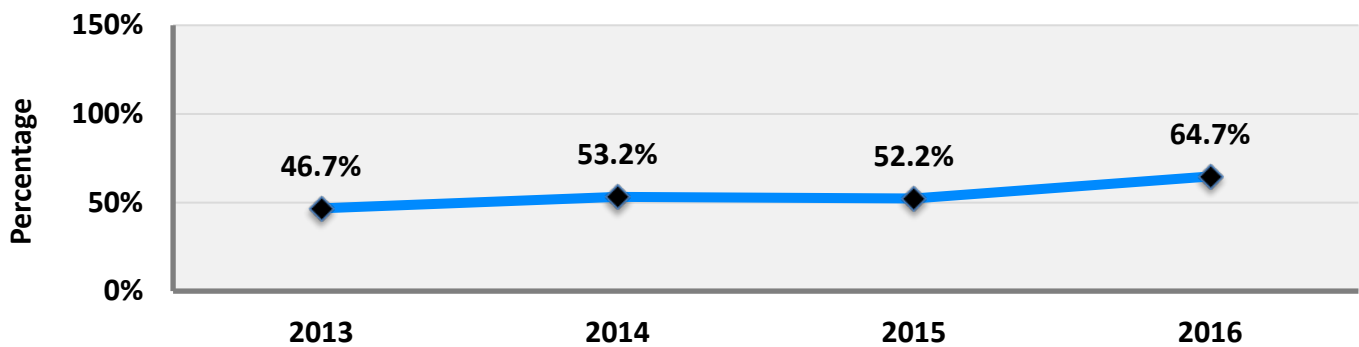


Residual Market Demographics

New Hampshire Residual Market Reinsurance Pool Booked Loss Ratio Policy Year Financial Results through 1st Quarter 2017 for 2016 and prior years*

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

Booked Loss Ratio

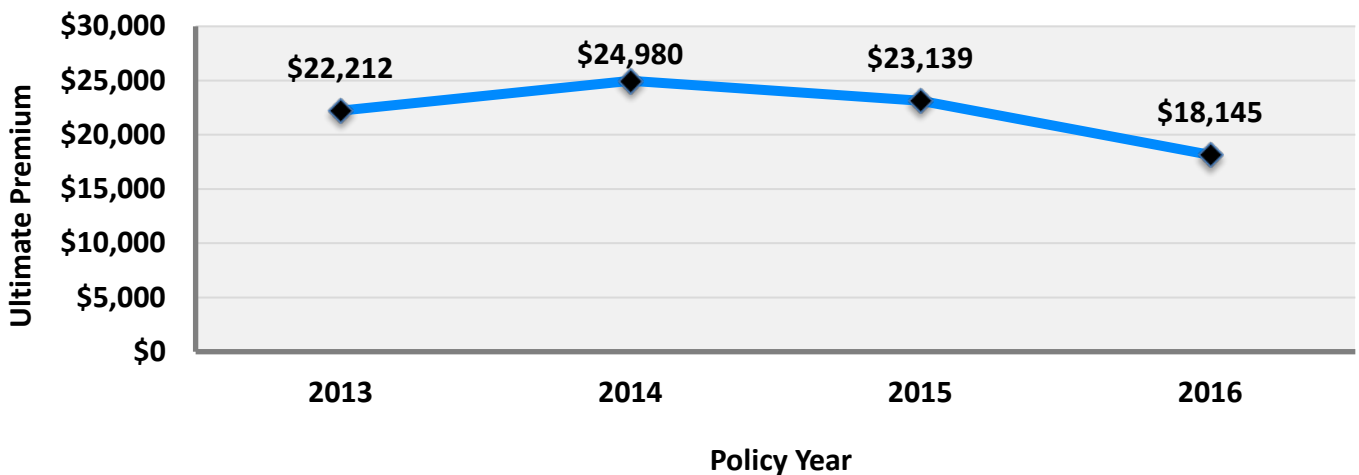


New Hampshire Residual Market Reinsurance Pool Ultimate Net Written Premium

(Projected to Ultimate) (000's)

Policy Year Financial Results through 1st Quarter 2017 for 2016 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.



* Second Quarter 2017 data will be available the end of October 2017 due to the timing of data reporting

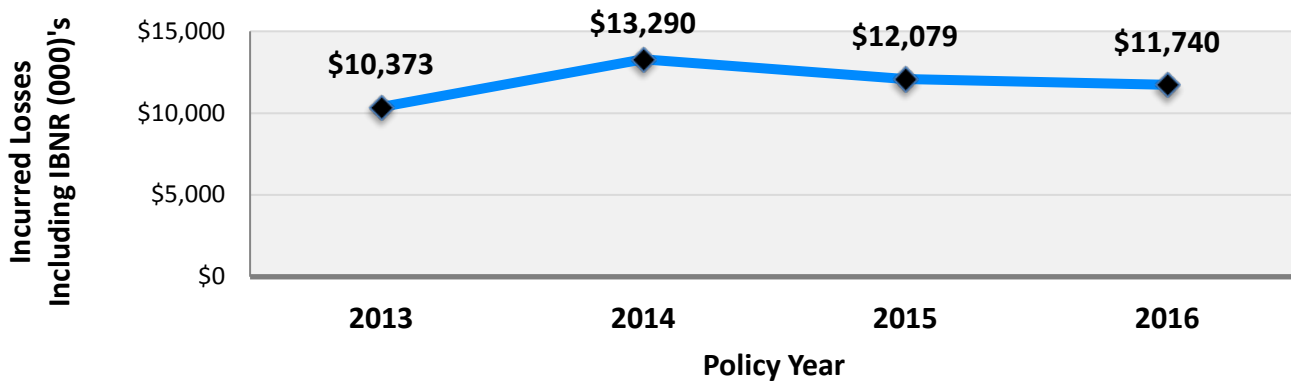


Residual Market Demographics

New Hampshire Residual Market Reinsurance Pool Net Operating Results (Projected to Ultimate) Incurred Losses

Policy Year Financial Results through 1st Quarter 2017 for 2016 and prior years*

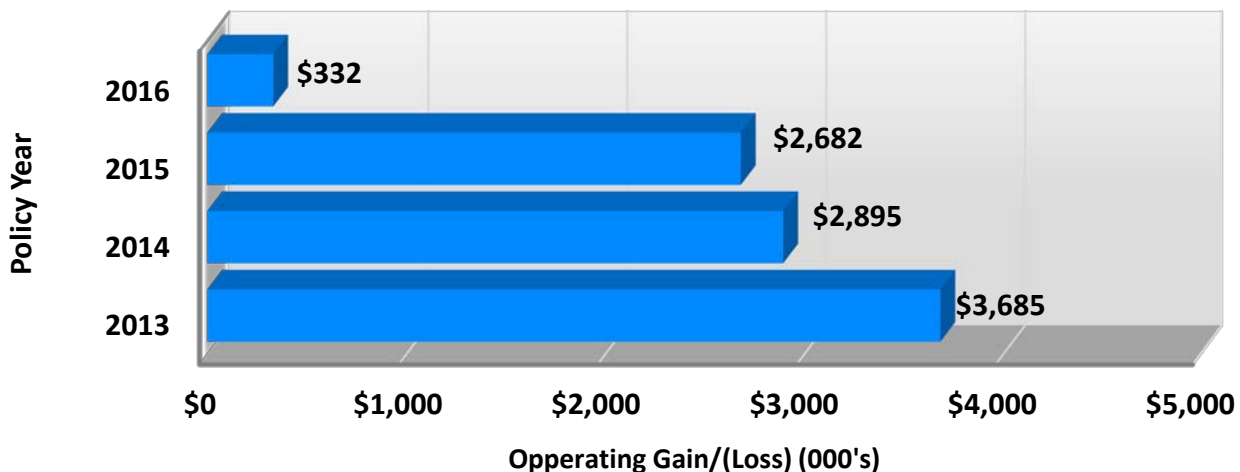
Policy year incurred losses reflect paid losses, case reserves and IBNR reserves for policies written in a particular policy year in that state.



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

Policy Year Financial Results through 1st Quarter 2017 for 2016 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.



* Second Quarter 2017 data will be available the end of October 2017 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 New Hampshire for Policy Years 2013-2017, obtained through NP-4 and NP-5 reports including traumatic and black lung claims, evaluated through First Quarter 2017.

Policy Year	Gross Written Premium	Uncollectible Premium	Percentage
2013	\$22,833,146	\$621,364	2.7%
2014	\$25,602,174	\$621,896	2.4%
2015	\$24,141,060	\$796,159	3.3%
2016	\$17,594,834	*	N/A
2017	\$2,164,710	*	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 Second Quarter Data through June 30, 2017

The volume of assigned risk applications redirected to the voluntary market through NCCI's **VCAP[®] Service**. The following shows the results **VCAP[®] Service** has provided during Second Quarter 2017.

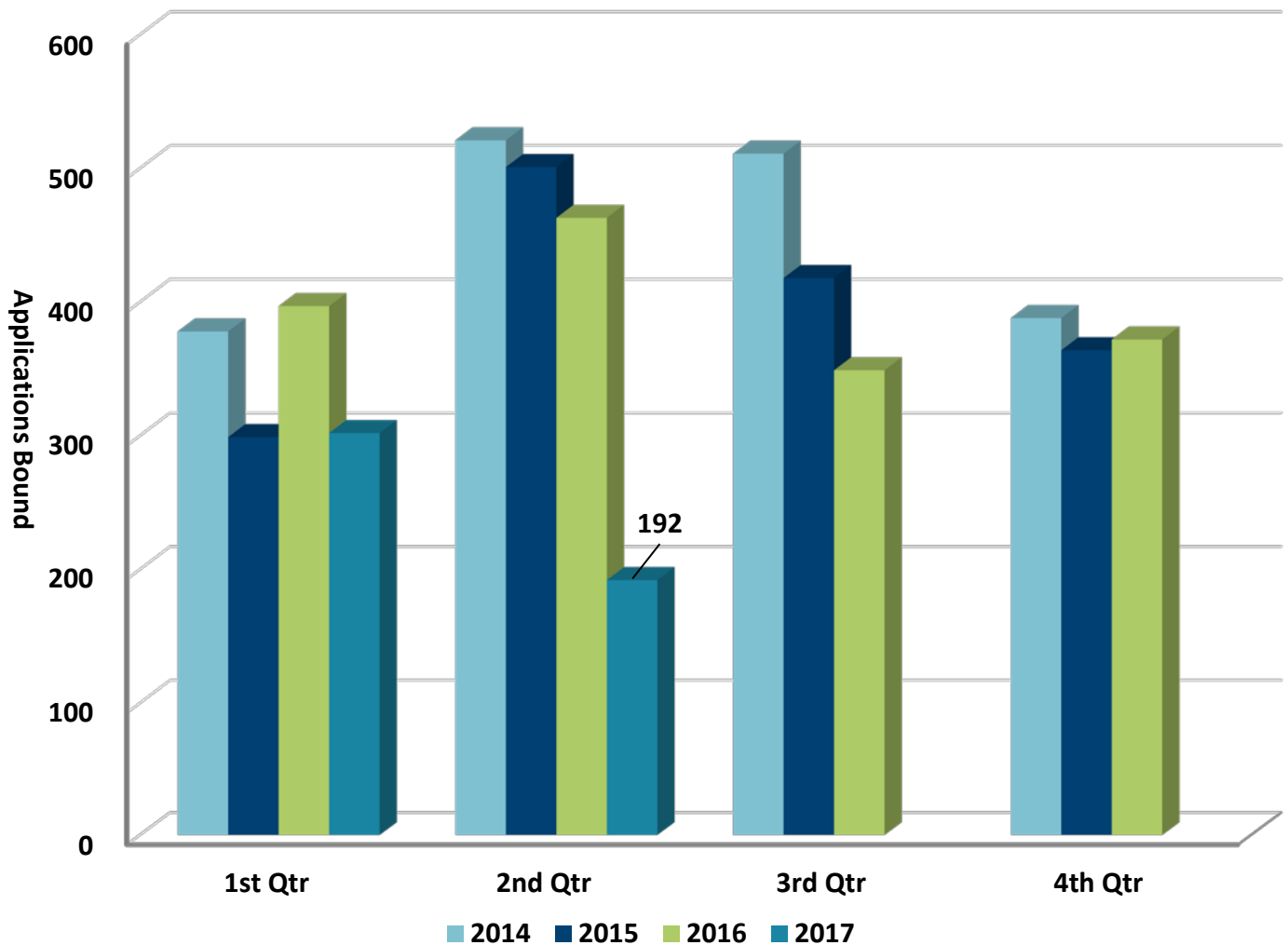
Number of Applications Reviewed by VCAP[®] Service	411
Number of VCAP[®] Service Matches	395
VCAP[®] Service Offers as a % of Matches	53.92%
Number of Confirmed VCAP[®] Service Policies	212
Confirmed VCAP[®] Service Policies as a % of Applications Reviewed	51.58%
Savings as a % of Redirected Assigned Risk Premium	1.17%



Residual Market Demographics

Total Applications Bound 2014 vs. 2015 vs. 2016 vs. 2017

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

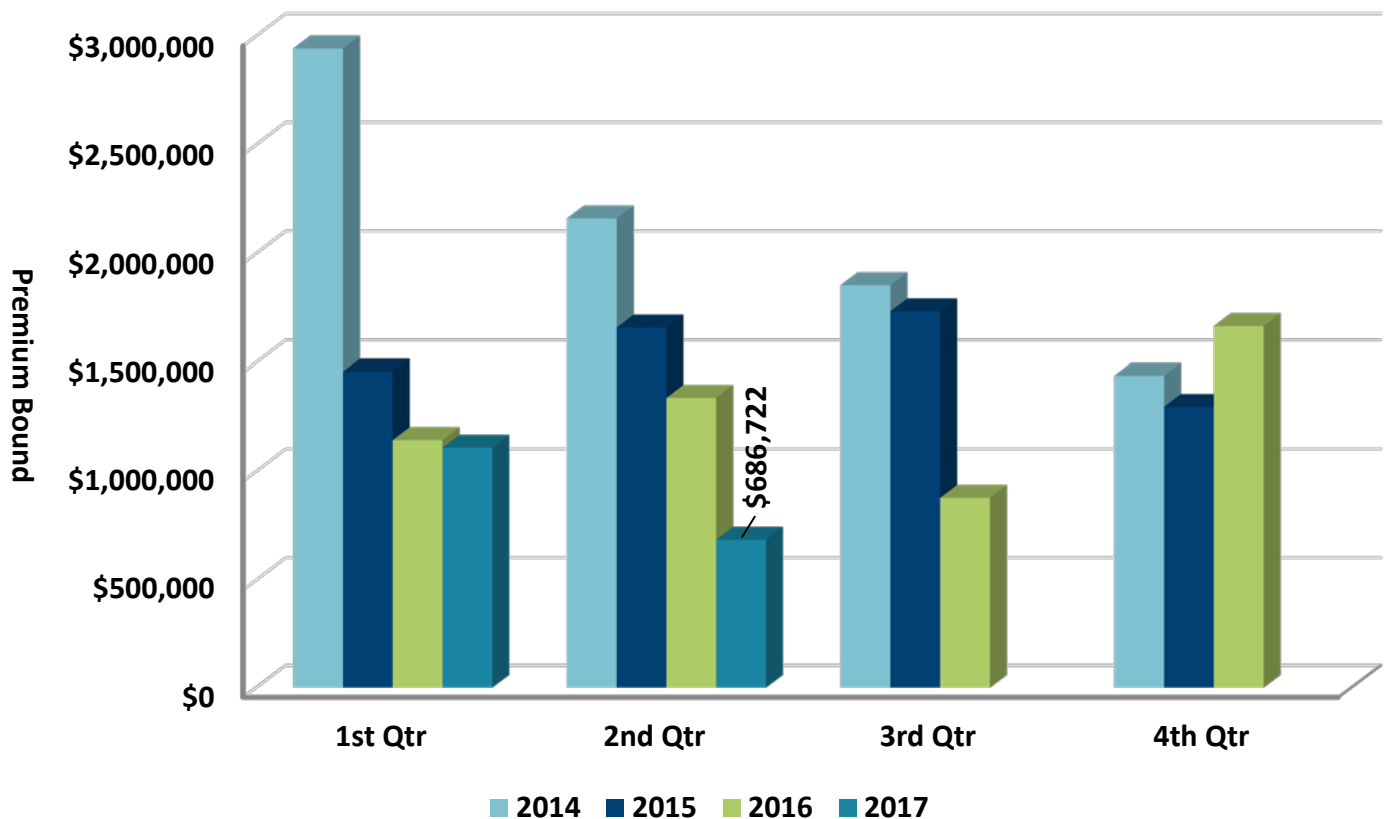




Residual Market Demographics

Total Application Premium Bound 2014 vs. 2015 vs. 2016 vs. 2017

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).



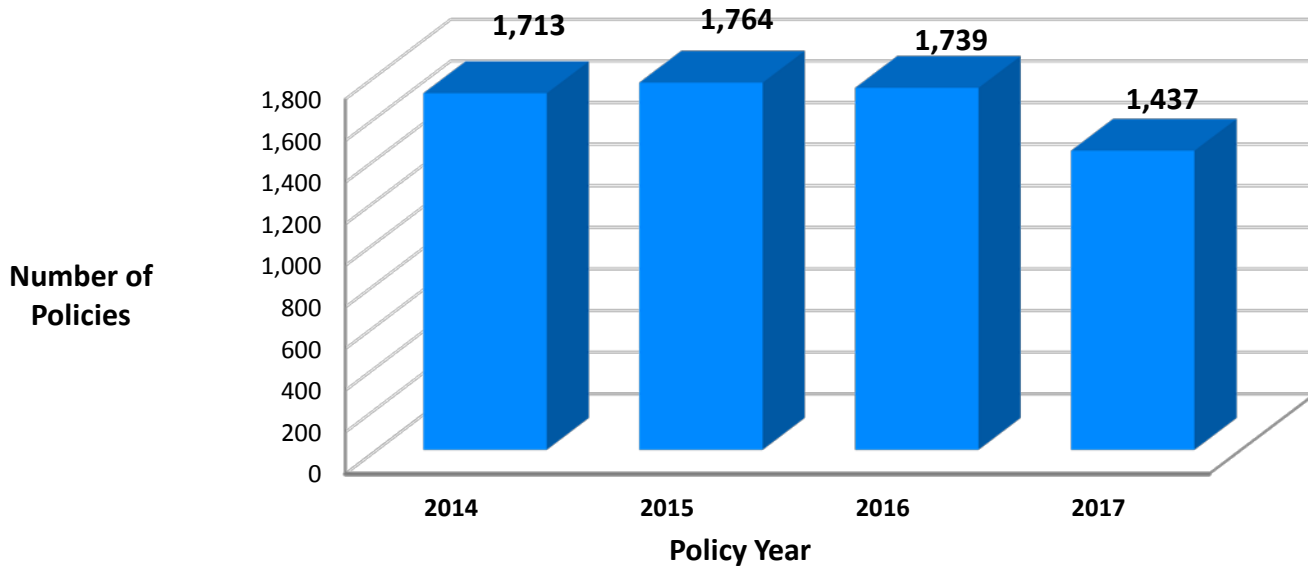


Residual Market Demographics

Residual Market Total Policy Counts

Second Quarter Data for Policies Reported through June 30, 2017

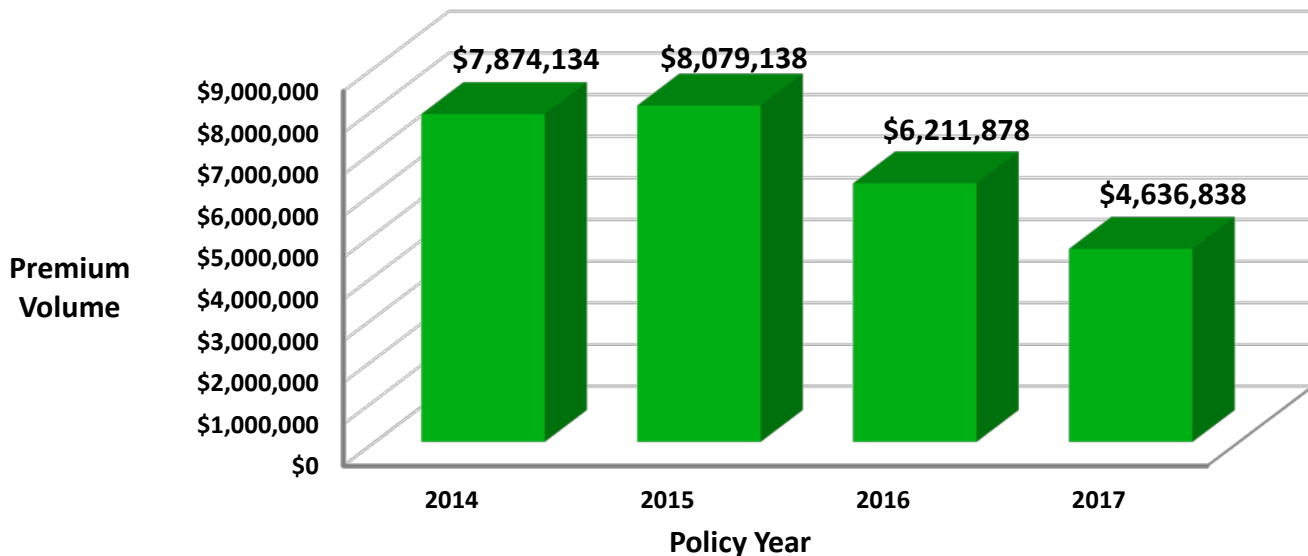
Total number of all Assigned Risk Plan policies with effective dates during the calendar period listed above.



Residual Market Total Premium Volume

Second Quarter Data Reported through June 30, 2017

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

Second Quarter Data Reported through June 30, 2017

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	1,074	74.7%	\$1,013,799	21.9%	\$943
\$2500–4999	171	11.9%	\$614,944	13.3%	\$3,596
\$5000–9999	110	7.7%	\$753,712	16.3%	\$6,851
\$10000–19999	48	3.3%	\$633,906	13.7%	\$13,206
\$20000–49999	26	1.8%	\$767,452	16.6%	\$29,517
\$50000–99999	6	0.4%	\$435,718	9.4%	\$72,619
\$100000–199999	1	0.1%	\$113,861	2.5%	\$113,861
\$200000 +	1	0.1%	\$303,446	6.5%	\$303,446
Total	1,437	100.0%	\$4,636,838	100.0%	\$3,227

Second Quarter 2016 Data for Comparison

Premium Interval	Policy Count	% of Total Policies	Total State Premium	% of Total Premium	Average Premium
\$0–2499	1,280	73.6%	\$1,226,138	19.7%	\$957
\$2500–4999	203	11.7%	\$722,782	11.6%	\$3,560
\$5000–9999	144	8.3%	\$1,006,437	16.2%	\$6,989
\$10000–19999	64	3.7%	\$845,770	13.6%	\$13,215
\$20000–49999	35	2.0%	\$1,037,273	16.7%	\$29,636
\$50000–99999	11	0.6%	\$781,760	12.6%	\$71,069
\$100000–199999	1	0.1%	\$190,362	3.1%	\$190,362
\$200000 +	1	0.1%	\$401,356	6.5%	\$401,356
Total	1,739	100%	\$6,211,878	100%	\$3,572



Residual Market Demographics

Residual Market Top 10 Classification Codes by Policy Count Second Quarter Data Reported through June 30, 2017

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	Description	Policy Count	% of Policies
1	5645	Carpentry Construction of Residential Dwellings Not Exceeding Three Stories in Height	175	12.2%
2	5474	Painting NOC & Shop Operations Drivers	62	4.3%
3	9102	Park NOC-All Employees & Drivers	57	4.0%
4	5445	Wallboard Sheetrock Drywall Plasterboard or Cement Board Installation Within Buildings	48	3.3%
5	9015	Buildings-Operation by Owner or Lessee	45	3.1%
6	9014	Janitorial Services by Contractors-No Window Cleaning Above Ground Level & Drivers	43	3.0%
7	8810	Clerical Office Employees NOC	39	2.7%
8	7228	Trucking-Local Hauling Only-& Drivers	32	2.2%
9	5437	Carpentry-Installation of Cabinet Work or Interior Trim	32	2.2%
10	5551	Roofing-All Kinds & Drivers	29	2.0%

Residual Market Top 10 Classification Codes by Premium Volume Second Quarter Data Reported through June 30, 2017

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	Description	Premium	% of Premium
1	9014	Janitorial Services by Contractors-No Window Cleaning Above Ground Level & Drivers	\$389,097	8.4%
2	5645	Carpentry Construction of Residential Dwellings Not Exceeding Three Stories in Height	\$389,028	8.4%
3	8835	Nursing-Home Health Public and Traveling-All Employees	\$243,485	5.3%
4	5551	Roofing-All Kinds & Drivers	\$170,931	3.7%
5	9102	Park NOC-All Employees & Drivers	\$167,400	3.6%
6	2709	Logging or Tree Removal - Mechanized Equipment Operators	\$158,083	3.4%
7	7228	Trucking-Local Hauling Only-& Drivers	\$133,953	2.9%
8	9015	Buildings-Operation by Owner or Lessee	\$116,600	2.5%
9	8864	Social Service Organization - All Employees & Salespersons Drivers	\$114,177	2.5%
10	5474	Painting NOC & Shop Operations Drivers	\$110,452	2.4%



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[®] 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[®] Service** redirects coverage opportunities for employers to voluntary market insurers, which generally provide coverage at a lower cost. **VCAP[®] Service** provides an additional source for producers and employers to secure voluntary workers compensation coverage prior to entering the residual market for coverage.