



New Mexico Residual Market State Activity Report

First Quarter 2019



New Mexico Residual Market State Activity Report

«Term_Title_First_Quarter_Second_Quarte» «Term_Year»

Executive Summary

NCCI, as Pool and Plan Administrator of the New Mexico Workers Compensation Insurance Plan, is pleased to provide the First Quarter 2019 *New Mexico 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 Mexico Plan. Residual Market demographics contained in this report include:

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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 March 31, 2019—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.

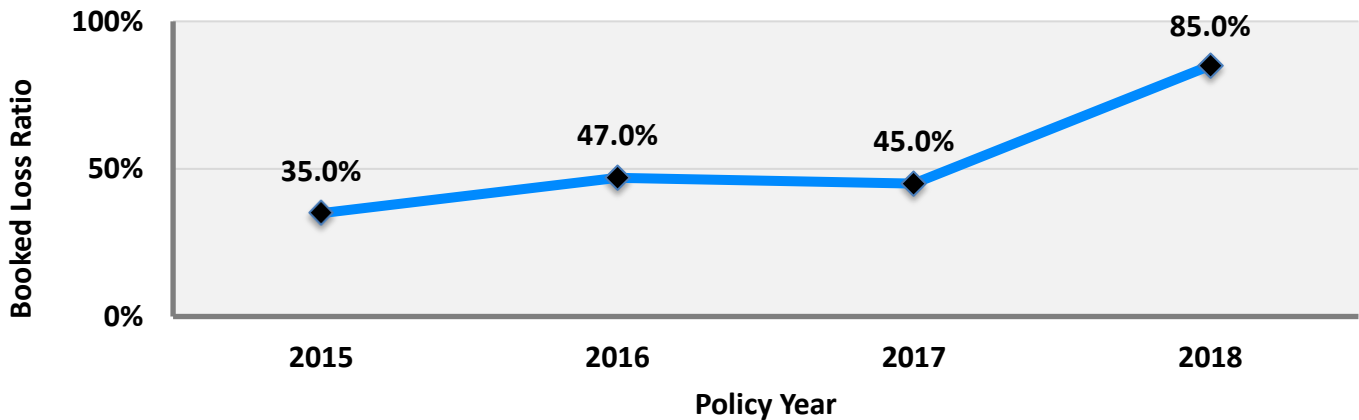
	2019	2018	2019 vs. 2018 #	2019 vs. 2018 %
Policy Count	1,708	1,657	51	3.1%
Premium Volume	\$6,834,810	\$5,954,119	\$880,691	14.8%



Residual Market Demographics

New Mexico Residual Market Reinsurance Pool Booked Loss Ratio Policy Year Financial Results through 4th Quarter 2018 for 2018 and prior years*

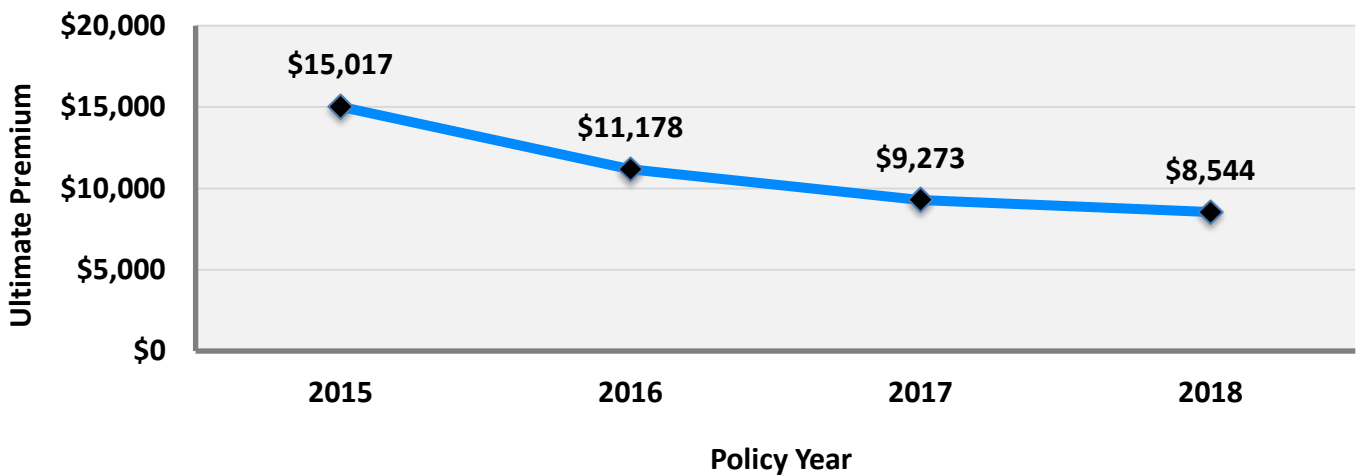
The ratio of total incurred losses to total earned premiums in a given period, in this state, expressed as a percentage.



New Mexico Residual Market Reinsurance Pool Ultimate Net Written Premium (Projected to Ultimate) (000's)

Policy Year Financial Results through 4th Quarter 2018 for 2018 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.



*1st Quarter 2019 data will be available the end of July 2019 due to the timing of data reporting

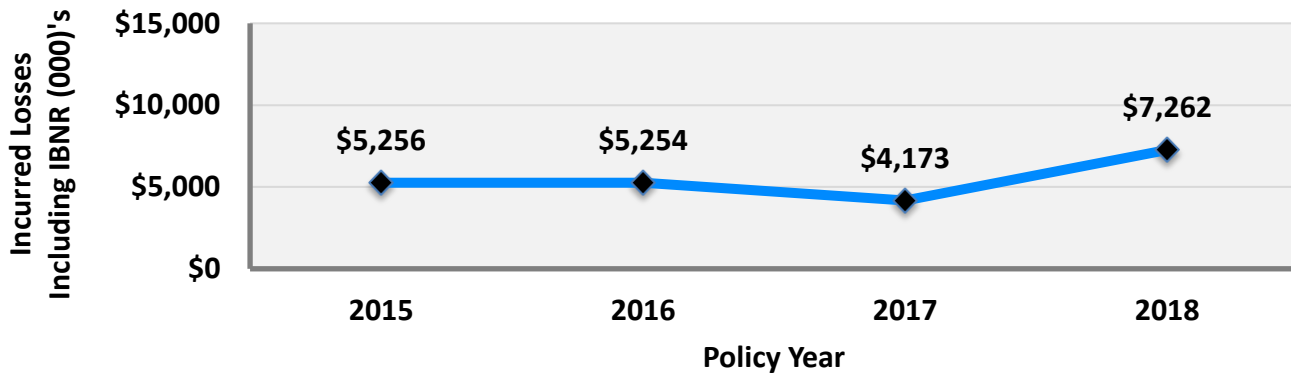


Residual Market Demographics

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

Policy Year Financial Results through 4th Quarter 2018 for 2018 and prior years*

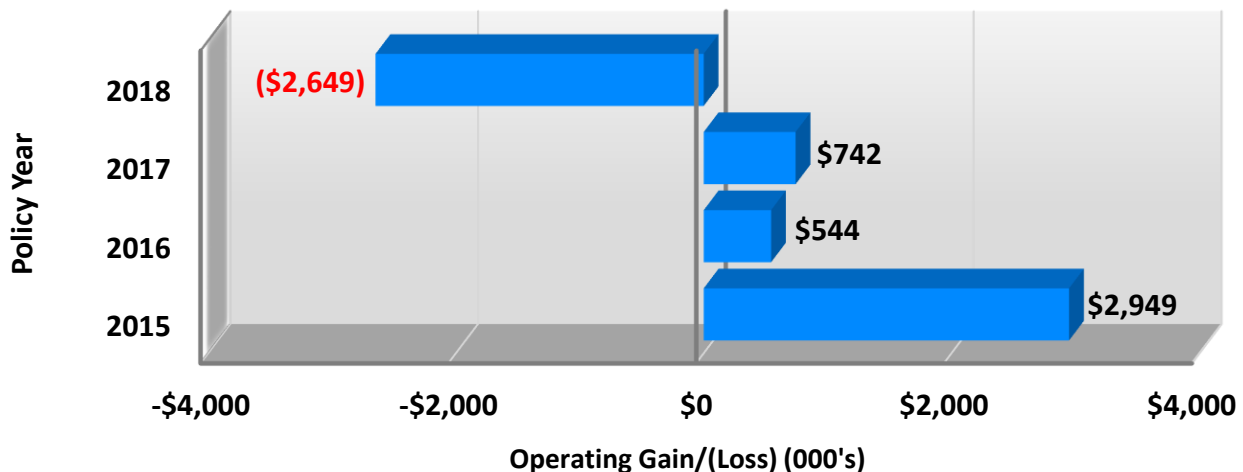
Policy year incurred losses reflect paid losses, case reserves and IBNR reserves for policies written in a particular policy year in that state.



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

Policy Year Financial Results through 4th Quarter 2018 for 2018 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.



*1st Quarter 2019 data will be available the end of July 2019 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 Mexico for Policy Years 2014-2018, obtained through NP-4 and NP-5 reports including traumatic and black lung claims, evaluated through 4th Quarter 2018.

Policy Year	Gross Written Premium	Uncollectible Premium	Percentage
2014	\$19,228,360	\$598,365	3.1%
2015	\$15,413,629	\$396,286	2.6%
2016	\$11,747,017	\$568,723	4.8%
2017	\$9,576,265	*	N/A
2018	\$5,840,948	*	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

First Quarter Data through March 31, 2019

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 First Quarter 2019.

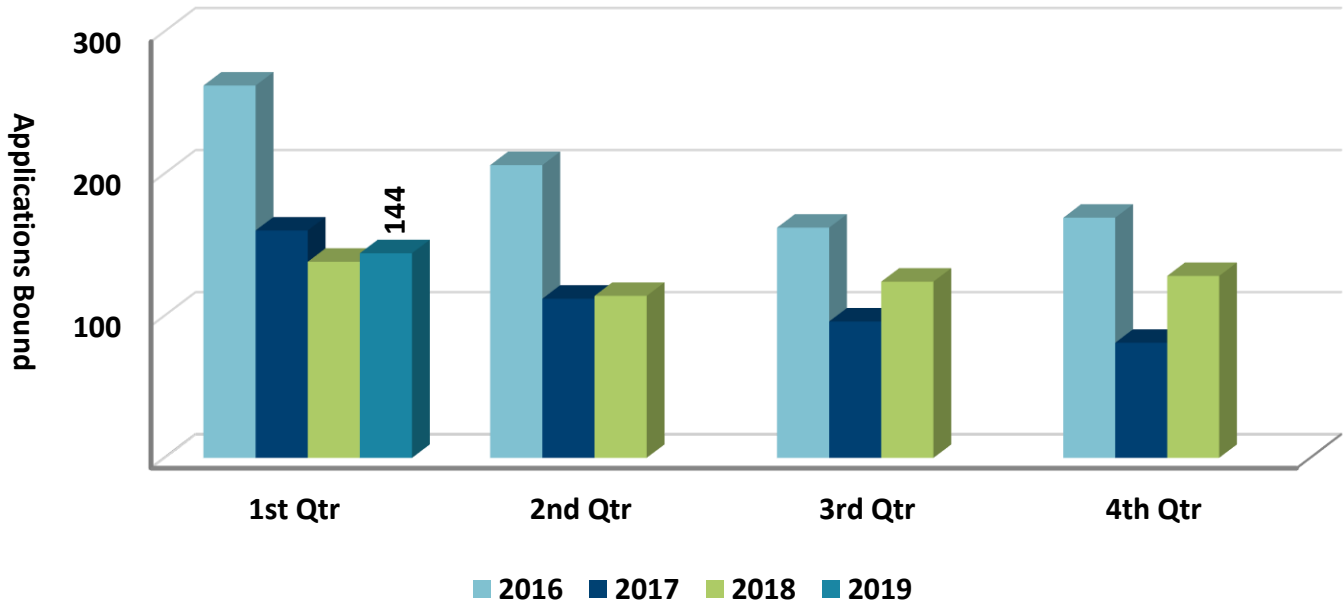
Number of Applications Reviewed by VCAP[®] Service	220
Number of VCAP[®] Service Matches	208
VCAP[®] Service Offers as a % of Matches	36.06%
Number of Confirmed VCAP[®] Service Policies	74
Confirmed VCAP[®] Service Policies as a % of Applications Reviewed	33.64%
Savings as a % of Redirected Assigned Risk Premium	6.83%



Residual Market Demographics

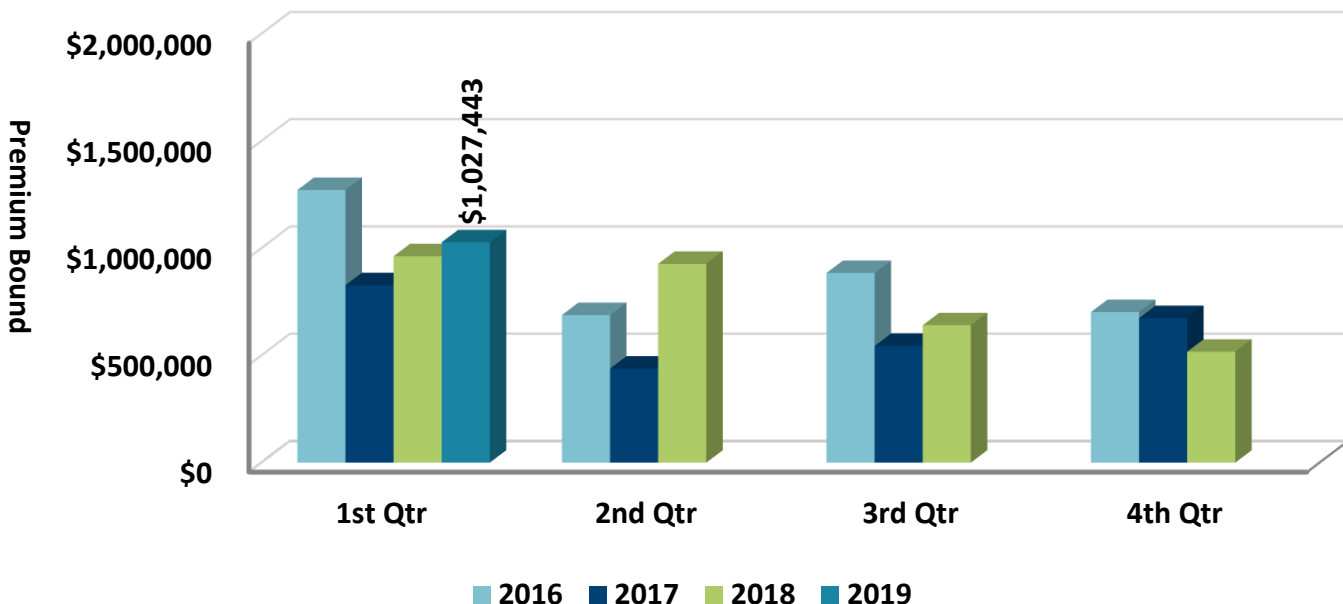
Total Applications Bound — 2016 vs. 2017 vs. 2018 vs. 2019

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 — 2016 vs. 2017 vs. 2018 vs. 2019

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).



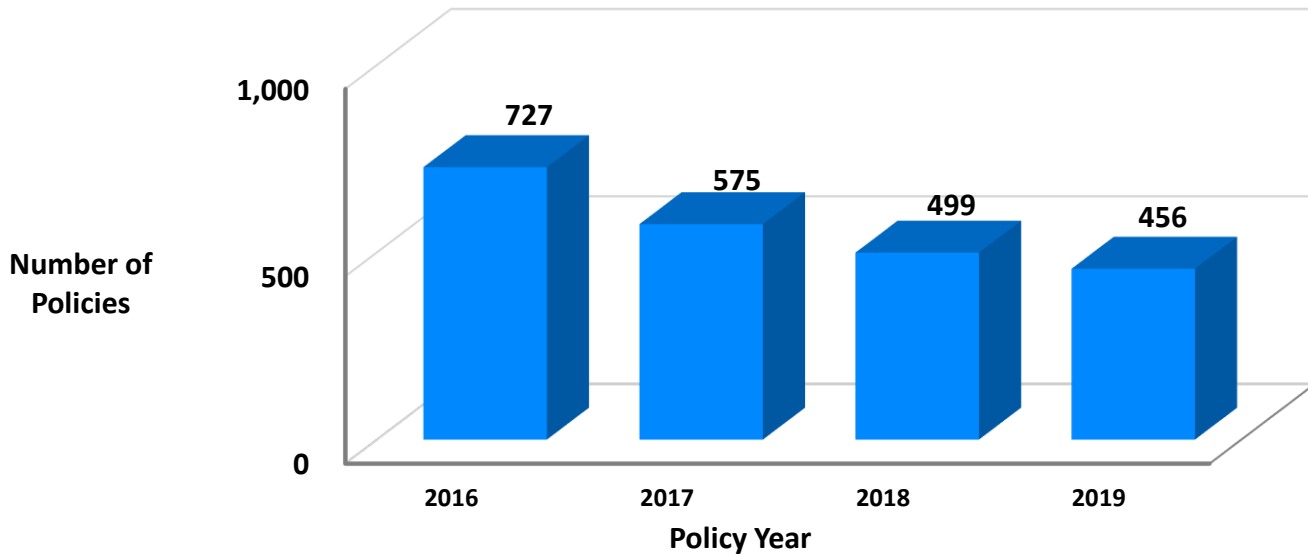


Residual Market Demographics

Residual Market Total Policy Counts

First Quarter Data for Policies Reported through March 31, 2019

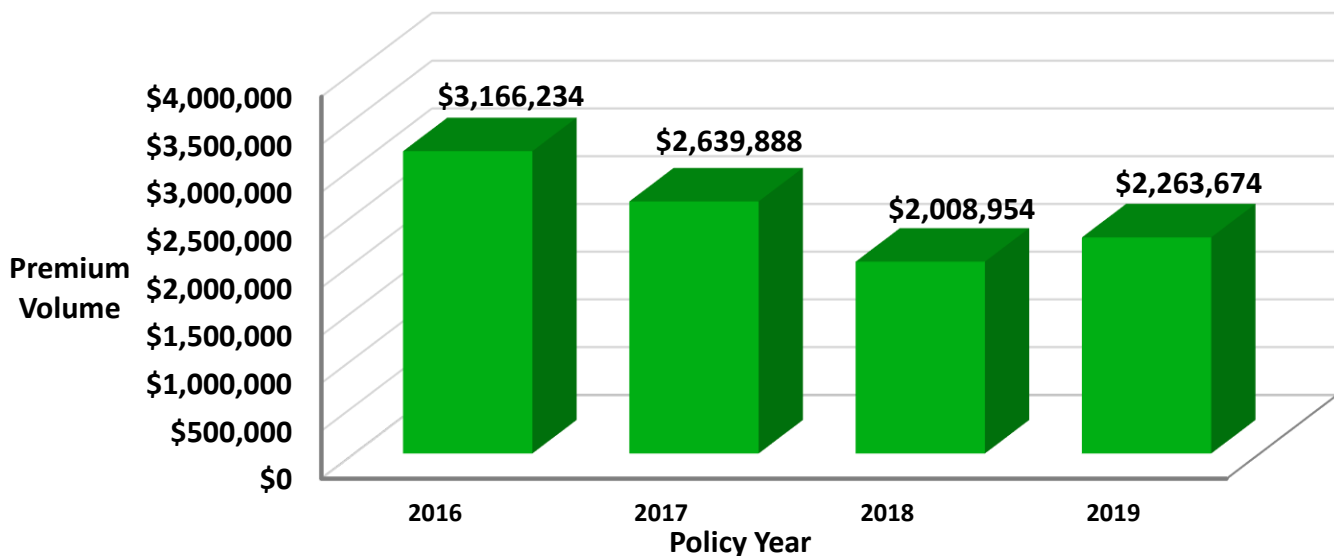
Total number of all Assigned Risk Plan policies with effective dates during the calendar period listed above.



Residual Market Total Premium Volume

First Quarter Data Reported through March 31, 2019

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

First Quarter Data Reported through March 31, 2019

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	335	73.5%	\$321,278	14.2%	\$959
\$2500–4999	37	8.1%	\$130,489	5.8%	\$3,526
\$5000–9999	37	8.1%	\$260,094	11.5%	\$7,029
\$10000–19999	25	5.5%	\$362,139	16.0%	\$14,485
\$20000–49999	14	3.1%	\$440,872	19.5%	\$31,490
\$50000–99999	5	1.1%	\$332,869	14.7%	\$66,573
\$100000–199999	3	0.7%	\$415,933	18.4%	\$138,644
\$200000 +	0	0.0%	\$0	0.0%	\$0
Total	456	100.0%	\$2,263,674	100.0%	\$4,964

First Quarter 2018 Data for Comparison

Premium Interval	Policy Count	% of Total Policies	Total State Premium	% of Total Premium	Average Premium
\$0–2499	362	72.6%	\$343,016	17.1%	\$947
\$2500–4999	48	9.6%	\$175,141	8.7%	\$3,648
\$5000–9999	37	7.4%	\$263,660	13.1%	\$7,125
\$10000–19999	34	6.8%	\$486,789	24.2%	\$14,317
\$20000–49999	15	3.0%	\$467,966	23.3%	\$31,197
\$50000–99999	2	0.4%	\$142,038	7.1%	\$71,019
\$100000–199999	1	0.2%	\$130,344	6.5%	\$130,344
\$200000 +	0	0.0%	\$0	0.0%	\$0
Total	499	100.0%	\$2,008,954	100.0%	\$4,026



Residual Market Demographics

Residual Market Top 10 Classification Codes by Policy Count First Quarter Data Reported through March 31, 2019

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	49	10.8%
2	5551	Roofing-All Kinds & Drivers	42	9.2%
3	7219	Trucking - NOC-All Employees & Drivers	41	9.0%
4	6216	Oil or Gas - Lease Work NOC - By Specialist Contractor & Drivers	22	4.8%
5	5437	Carpentry-Installation of Cabinet Work or Interior Trim	14	3.1%
6	7222	Trucking - Oil Field Equipment - All Employees & Drivers	11	2.4%
7	5190	Electrical Wiring-Within Buildings & Drivers	9	2.0%
8	5348	Ceramic Tile, Indoor Stone, Marble or Mosaic Work	9	2.0%
9	6217	Excavation & Drivers	9	2.0%
10	5474	Painting NOC & Shop Operations, Drivers	8	1.8%

Residual Market Top 10 Classification Codes by Premium Volume First Quarter Data Reported through March 31, 2019

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	6216	Oil or Gas - Lease Work NOC - By Specialist Contractor & Drivers	\$256,081	11.3%
2	7219	Trucking - NOC-All Employees & Drivers	\$172,817	7.6%
3	0008	Farm	\$160,996	7.1%
4	5551	Roofing-All Kinds & Drivers	\$137,312	6.1%
5	8264	Bottle Dealer-Used & Drivers	\$136,019	6.0%
6	1710	Stone Crushing & Drivers	\$124,953	5.5%
7	9178	Athletic Sports or Park: Noncontact Sports	\$86,304	3.8%
8	8045	Store - Drug - Retail	\$68,932	3.1%
9	5403	Carpentry NOC	\$68,872	3.0%
10	5474	Painting NOC & Shop Operations, Drivers	\$64,122	2.8%



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.