

New Mexico Residual Market State Activity Report

Annual 2017



Executive Summary

NCCI, as Pool and Plan Administrator of the New Mexico Workers Compensation Insurance Plan, is pleased to provide the Annual 2017 *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.

Heidi Mangum, Plan Administration

561-893-3012

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Residual Market Demographics

Residual Market Total Policies and Premium in Force

As of December 31, 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	1,427	2,551	-1,124	-44.1%
Premium Volume	\$5,637,075	\$8,937,467	-\$3,300,392	-36.9%

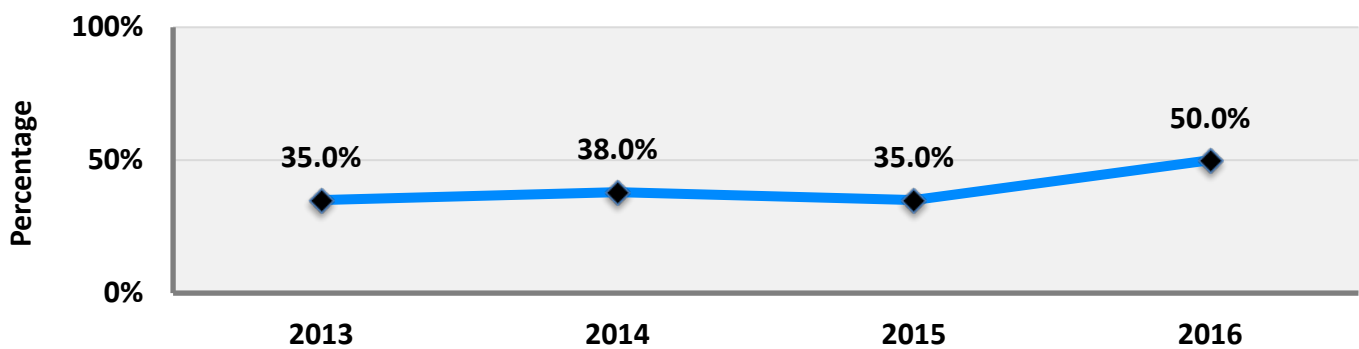


Residual Market Demographics

New Mexico Residual Market Reinsurance Pool Booked Loss Ratio Policy Year Financial Results through 3rd 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.

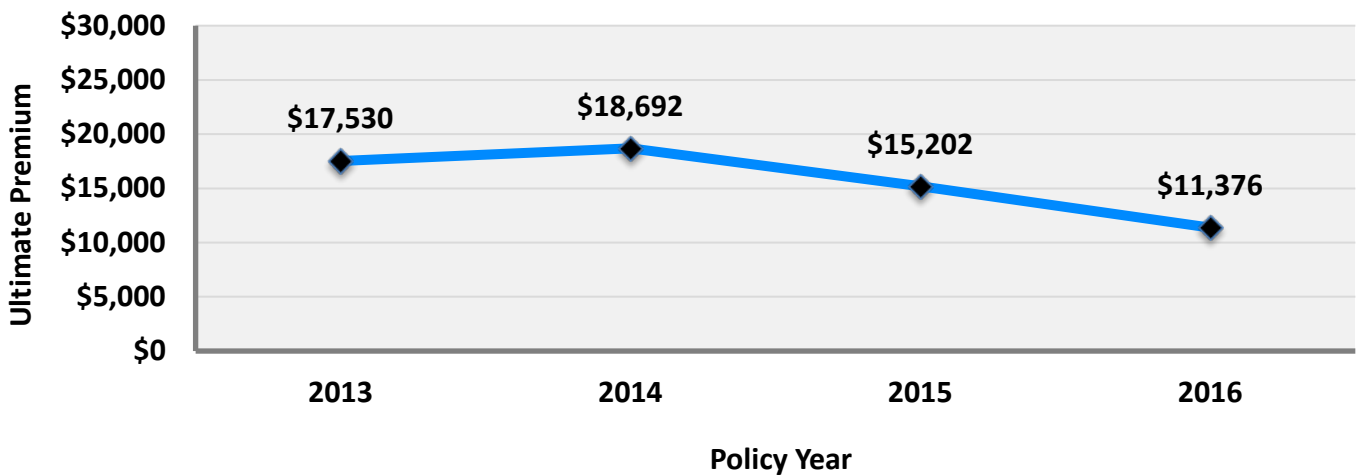
Booked Loss Ratio



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

Policy Year Financial Results through 3rd 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.



* Fourth Quarter 2017 data will be available the end of April 2018 due to the timing of data reporting

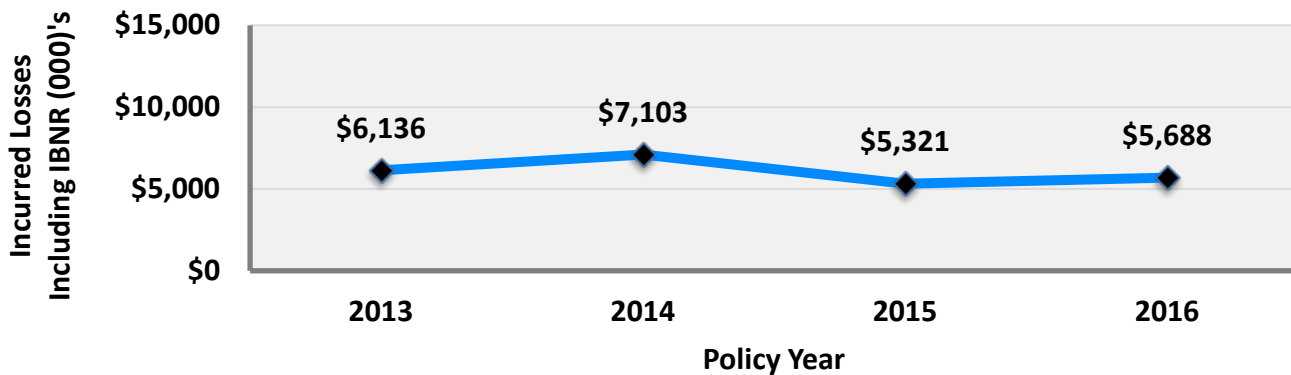


Residual Market Demographics

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

Policy Year Financial Results through 3rd Quarter 2017 for 2016 and prior years*

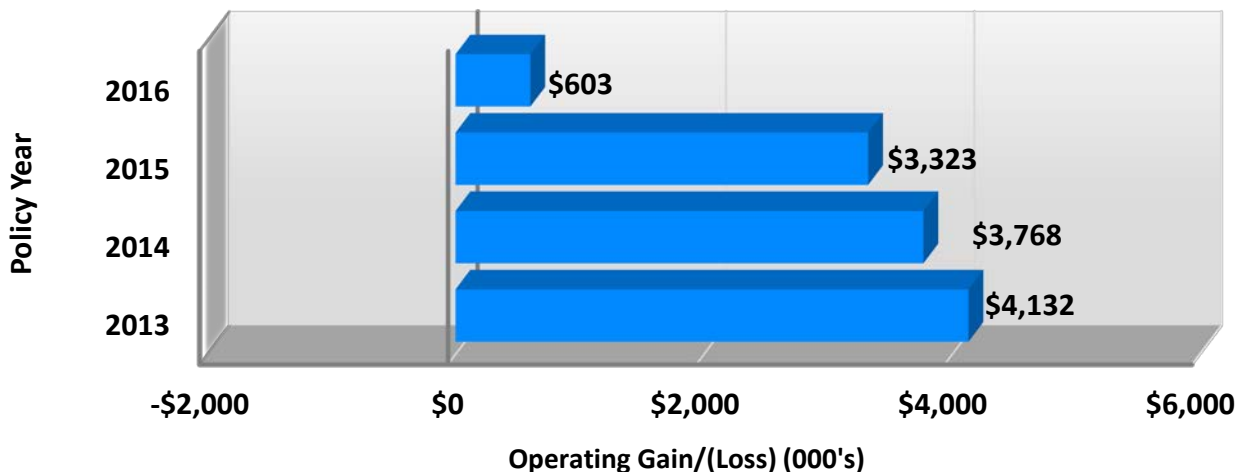
Policy year incurred losses reflect paid losses, case reserves and IBNR reserves for policies written in a particular policy year in that state.



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

Policy Year Financial Results through 3rd 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.



* Fourth Quarter 2017 data will be available the end of April 2018 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 2013-2017, obtained through NP-4 and NP-5 reports including traumatic and black lung claims, evaluated through Third Quarter 2017.

Policy Year	Gross Written Premium	Uncollectible Premium	Percentage
2013	\$17,658,799	\$128,452	0.7%
2014	\$19,185,968	\$494,300	2.6%
2015	\$15,418,524	\$235,002	1.5%
2016	\$11,170,953	*	N/A
2017	\$4,364,932	*	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

Annual Data through December 31, 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 2017.

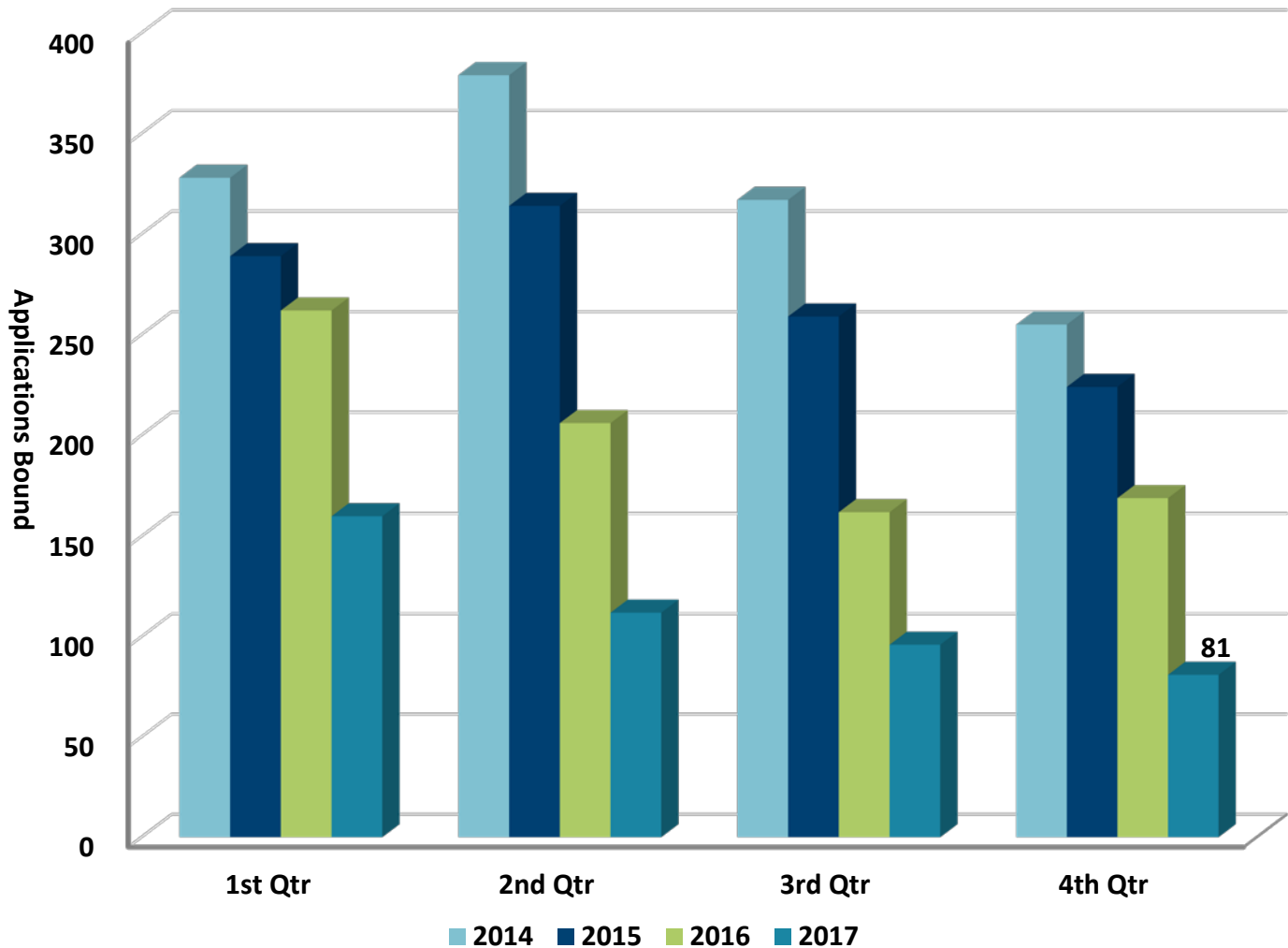
Number of Applications Reviewed by VCAP[®] Service	705
Number of VCAP[®] Service Matches	656
VCAP[®] Service Offers as a % of Matches	39.18%
Number of Confirmed VCAP[®] Service Policies	257
Confirmed VCAP[®] Service Policies as a % of Applications Reviewed	36.45%
Savings as a % of Redirected Assigned Risk Premium	10.93%



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).



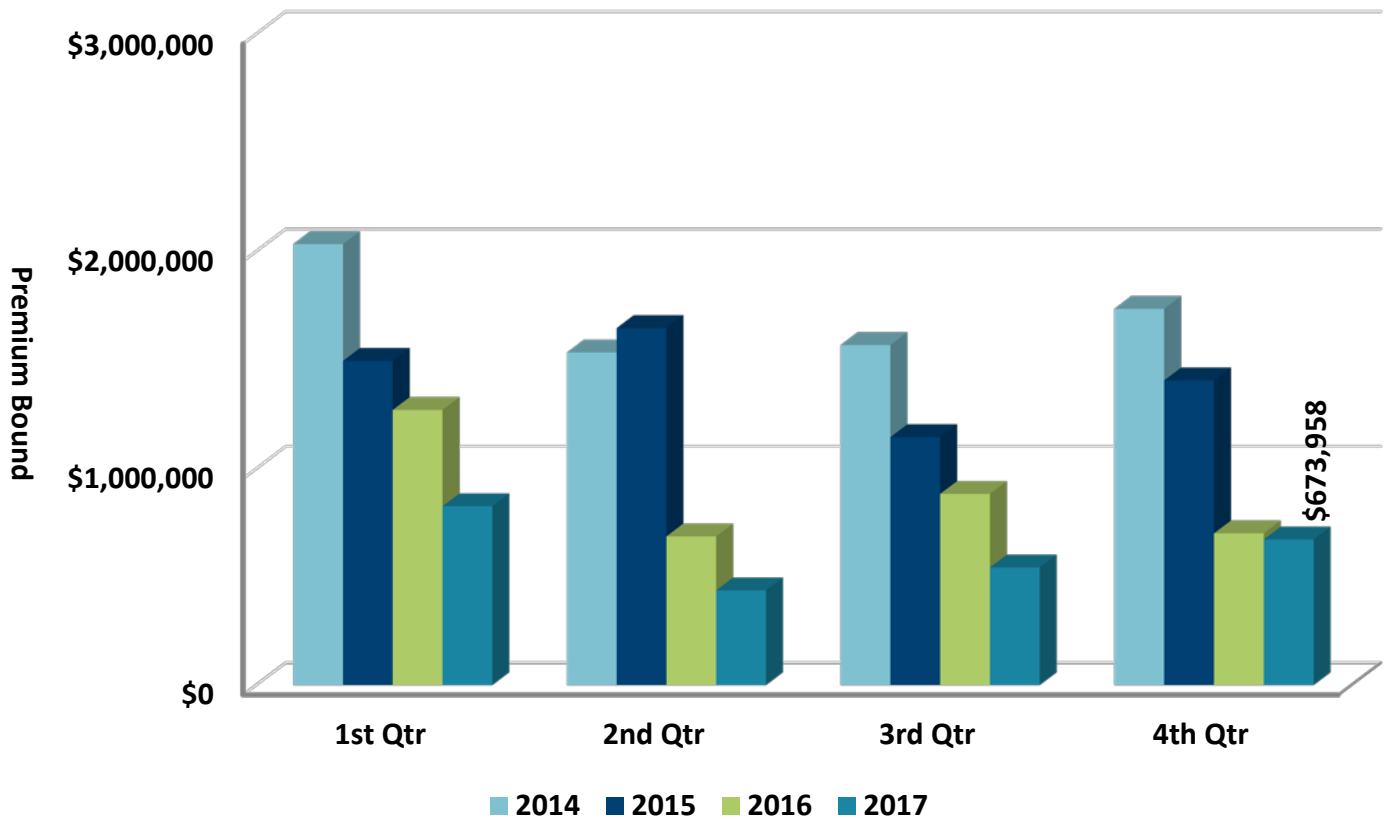


Residual Market Demographics

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).



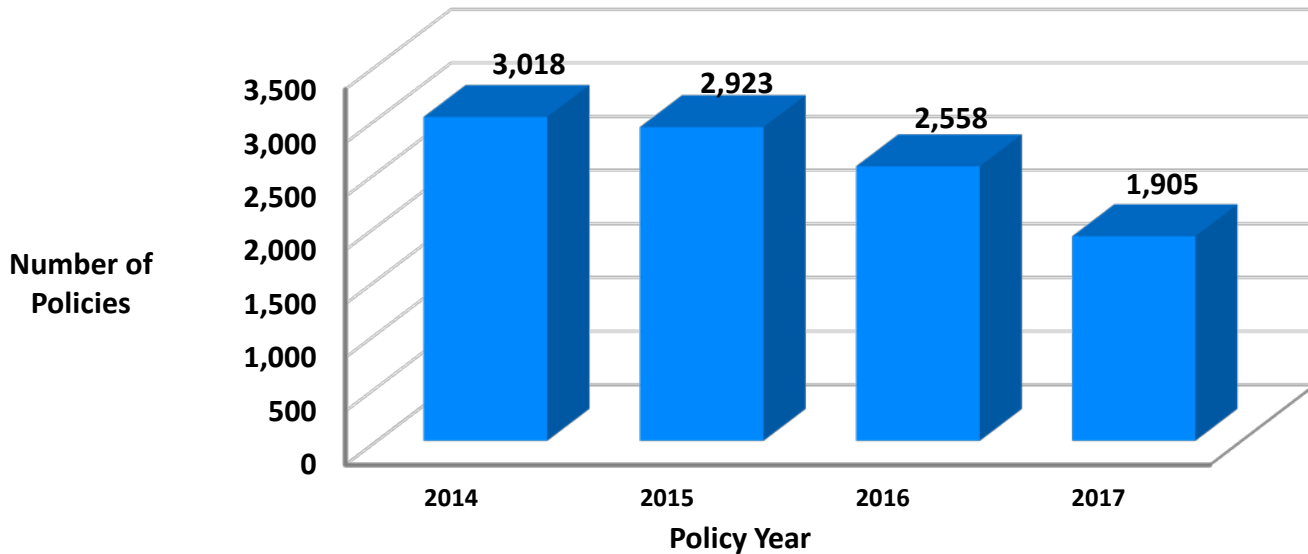


Residual Market Demographics

Residual Market Total Policy Counts

Annual Data for Policies Reported through December 31, 2017

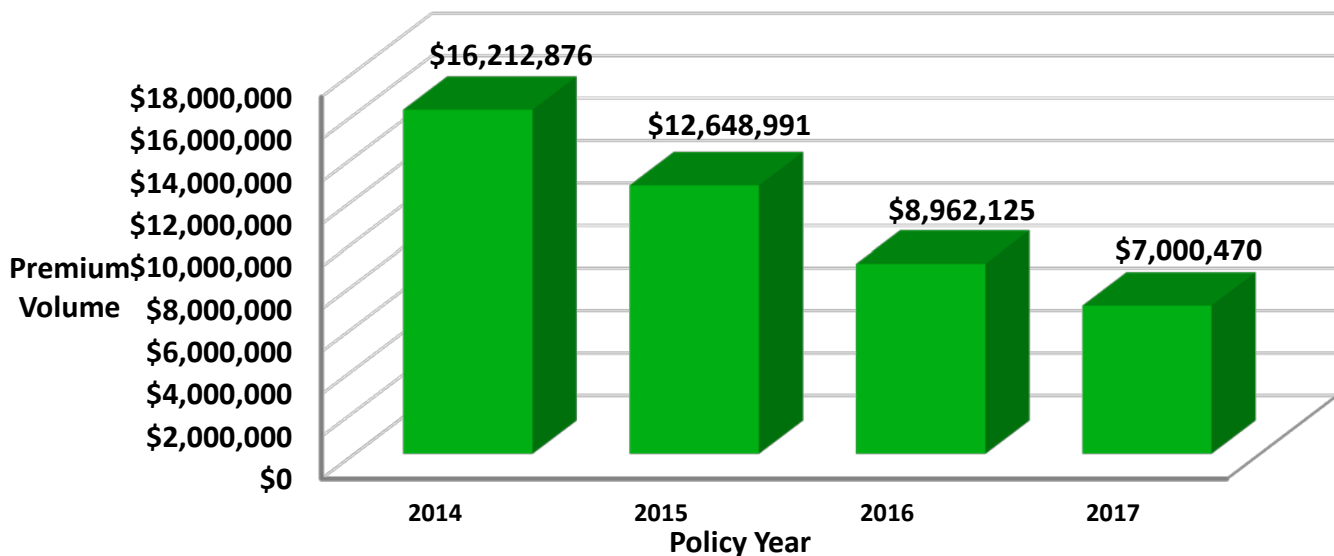
Total number of all Assigned Risk Plan policies with effective dates during the calendar period listed above.



Residual Market Total Premium Volume

Annual Data Reported through December 31, 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 Annual Data Reported through December 31, 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	1,481	77.7%	\$1,380,434	19.7%	\$932
\$2500–4999	146	7.7%	\$524,842	7.5%	\$3,594
\$5000–9999	127	6.7%	\$904,206	12.9%	\$7,119
\$10000–19999	87	4.6%	\$1,230,832	17.6%	\$14,147
\$20000–49999	48	2.5%	\$1,467,998	21.0%	\$30,583
\$50000–99999	11	0.6%	\$802,313	11.5%	\$72,937
\$100000–199999	5	0.3%	\$689,845	9.9%	\$137,969
\$200000 +	0	0.0%	\$0	0.0%	\$0
Total	1,905	100%	\$7,000,470	100%	\$3,675

Annual 2016 Data for Comparison

Premium Interval	Policy Count	% of Total Policies	Total State Premium	% of Total Premium	Average Premium
\$0–2499	2,014	78.7%	\$1,563,829	17.5%	\$776
\$2500–4999	199	7.8%	\$703,798	7.9%	\$3,536
\$5000–9999	166	6.5%	\$1,175,728	13.1%	\$7,082
\$10000–19999	98	3.8%	\$1,338,142	14.9%	\$13,654
\$20000–49999	56	2.2%	\$1,703,404	19.0%	\$30,417
\$50000–99999	17	0.7%	\$1,181,762	13.2%	\$69,515
\$100000–199999	7	0.3%	\$1,027,237	11.5%	\$146,748
\$200000 +	1	0.0%	\$268,225	3.0%	\$268,225
Total	2,558	100%	\$8,962,125	100%	\$3,504



Residual Market Demographics

Residual Market Top 10 Classification Codes by Policy Count Annual Data Reported through December 31, 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	210	11.0%
2	5551	Roofing-All Kinds & Drivers	99	5.2%
3	7228	Trucking-Local Hauling Only-& Drivers	84	4.4%
4	5190	Electrical Wiring-Within Buildings & Drivers	69	3.6%
5	5183	Plumbing NOC & Drivers	68	3.6%
6	5437	Carpentry-Installation of Cabinet Work or Interior Trim	58	3.0%
7	6216	Oil or Gas Lease Work NOC-By Contractor & Drivers	52	2.7%
8	5474	Painting NOC & Shop Operations Drivers	47	2.5%
9	5403	Carpentry NOC	43	2.3%
10	5537	Heating Ventilation Air Conditioning and Refrigeration Systems - Installation Service	41	2.2%

Residual Market Top 10 Classification Codes by Premium Volume Annual Data Reported through December 31, 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	7228	Trucking-Local Hauling Only-& Drivers	\$361,663	5.2%
2	5645	Carpentry Construction of Residential Dwellings Not Exceeding Three Stories in Height	\$325,647	4.7%
3	0008	Farm: Gardening-Market or Truck-& Drivers	\$269,794	3.9%
4	7229	Trucking-Long Distance Hauling-& Drivers	\$251,407	3.6%
5	9015	Buildings-Operation by Owner or Lessee	\$236,587	3.4%
6	5403	Carpentry NOC	\$234,558	3.4%
7	5551	Roofing-All Kinds & Drivers	\$233,604	3.3%
8	0083	Farm: Cattle or Livestock Raising NOC & Drivers	\$201,929	2.9%
9	5479	Insulation Work NOC & Drivers	\$179,353	2.6%
10	1710	Stone Crushing & Drivers	\$157,013	2.2%



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.