



New Mexico Residual Market State Activity Report

Annual 2020



Executive Summary

NCCI, as Pool and Plan Administrator of the New Mexico Workers Compensation Insurance Plan, is pleased to provide the Annual 2020 *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 December 31, 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.

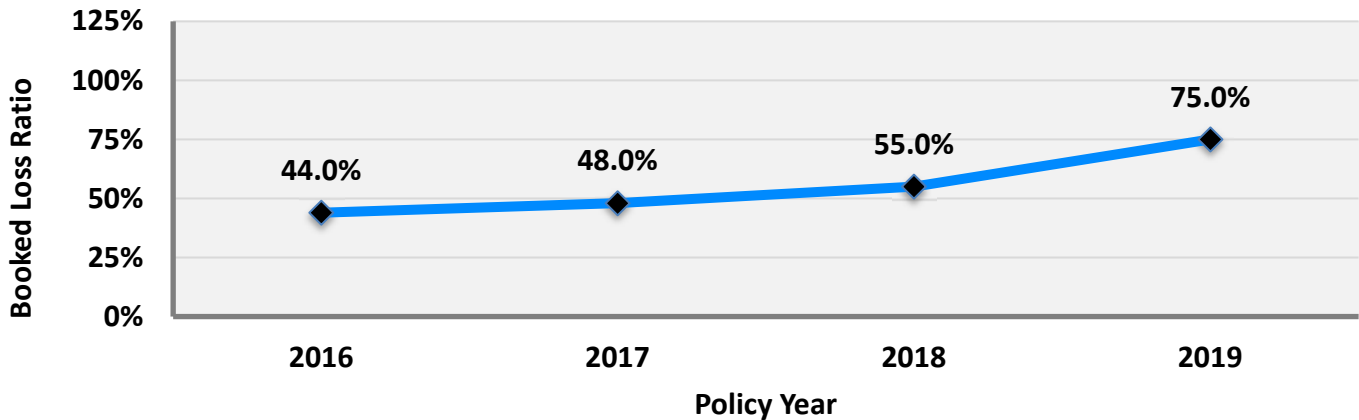
	2020	2019	2020 vs. 2019 #	2020 vs. 2019 %
Policy Count	1,241	1,572	-331	-21.1%
Premium Volume	\$5,685,145	\$7,701,971	-\$2,016,826	-26.2%



Residual Market Demographics

New Mexico Residual Market Reinsurance Pool Booked Loss Ratio Policy Year Financial Results through 3rd Quarter 2020 for 2019 and prior years*

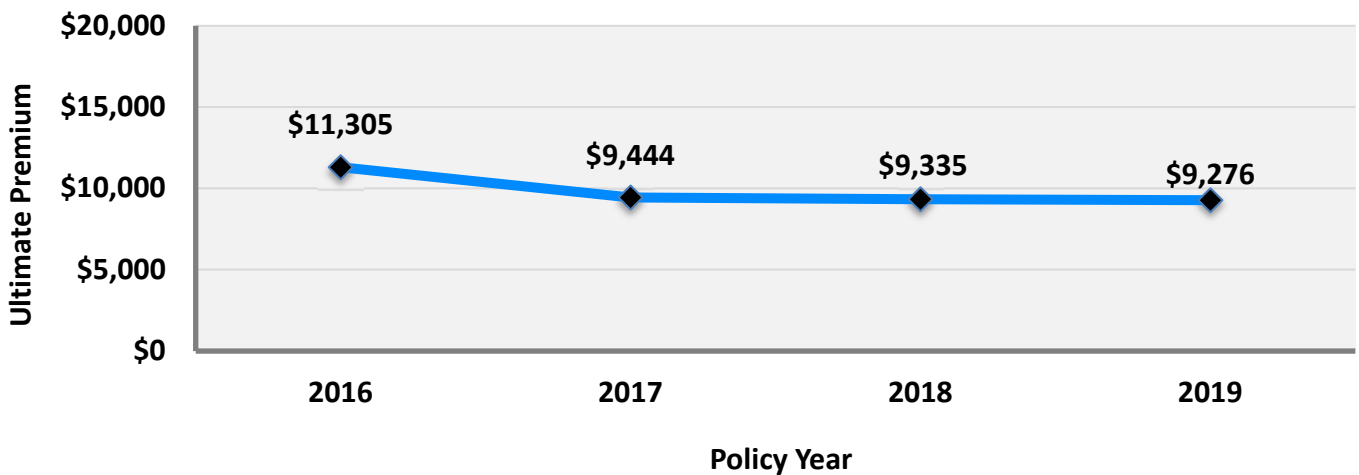
The ratio of total incurred losses to total earned premiums in a given period, in this state, expressed as a percentage.



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

Policy Year Financial Results through 3rd 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.



*4th Quarter 2020 data will be available the end of April 2021 due to the timing of data reporting

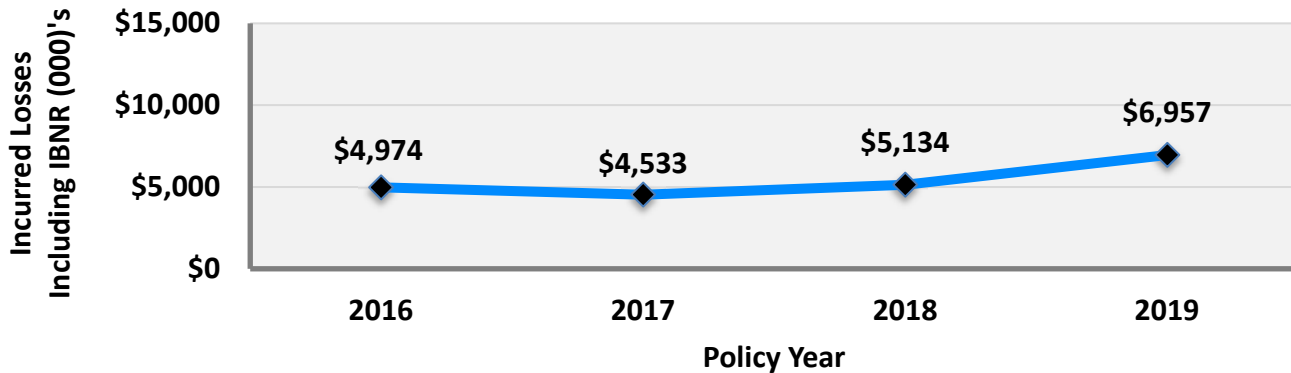


Residual Market Demographics

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

Policy Year Financial Results through 3rd Quarter 2020 for 2019 and prior years*

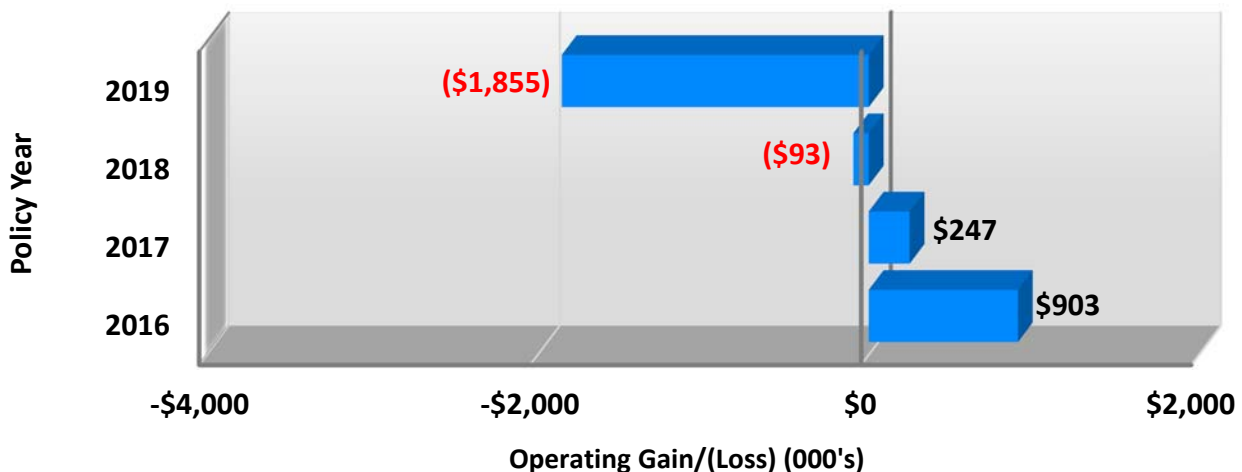
Policy year incurred losses reflect paid losses, case reserves and IBNR reserves for policies written in a particular policy year in that state.



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 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.



*4th Quarter 2020 data will be available the end of April 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 New Mexico for Policy Years 2016-2020, obtained through NP-4 and NP-5 reports including traumatic and black lung claims, evaluated through 3rd Quarter 2020.

Policy Year	Gross Written Premium \$	Uncollectible Premium \$	Percentage
2016	11,741,317	435,872	3.7%
2017	9,757,966	314,409	3.2%
2018	9,646,936	300,337	3.1%
2019	8,831,927	*	N/A
2020	3,289,671	*	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, 2020

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 Annual 2020.

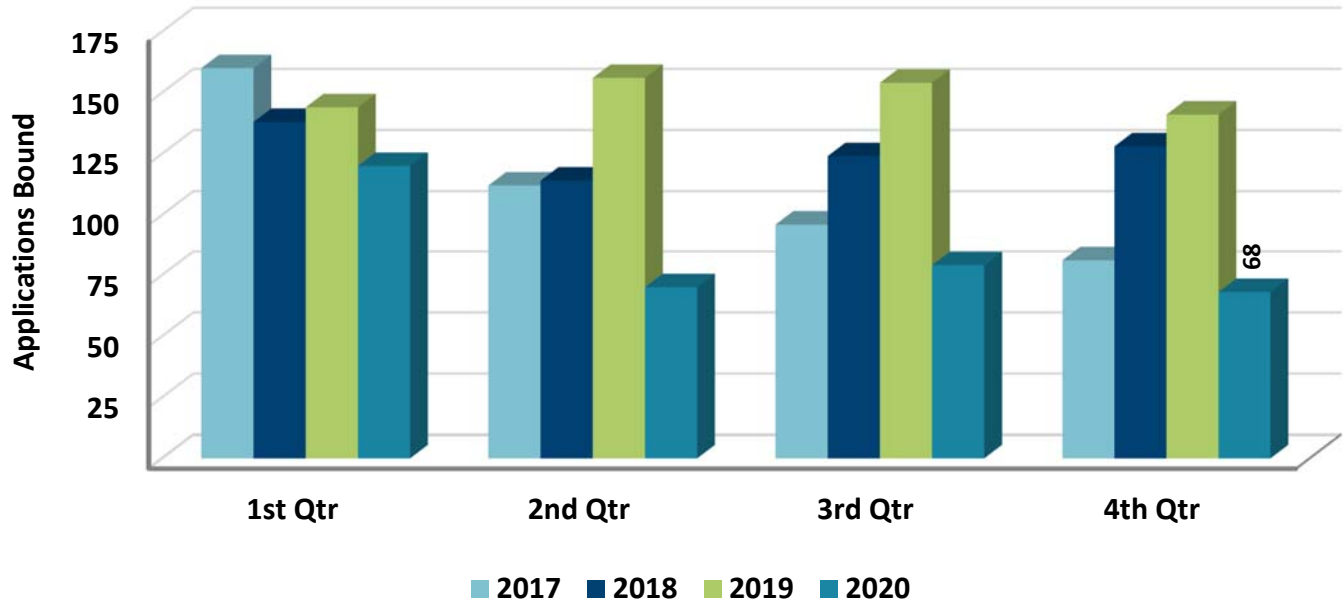
Number of Applications Reviewed by VCAP[®] Service	522
Number of VCAP[®] Service Matches	490
VCAP[®] Service Offers as a % of Matches	36.94%
Number of Confirmed VCAP[®] Service Policies	180
Confirmed VCAP[®] Service Policies as a % of Applications Reviewed	34.48%
Savings as a % of Redirected Assigned Risk Premium	26.07%



Residual Market Demographics

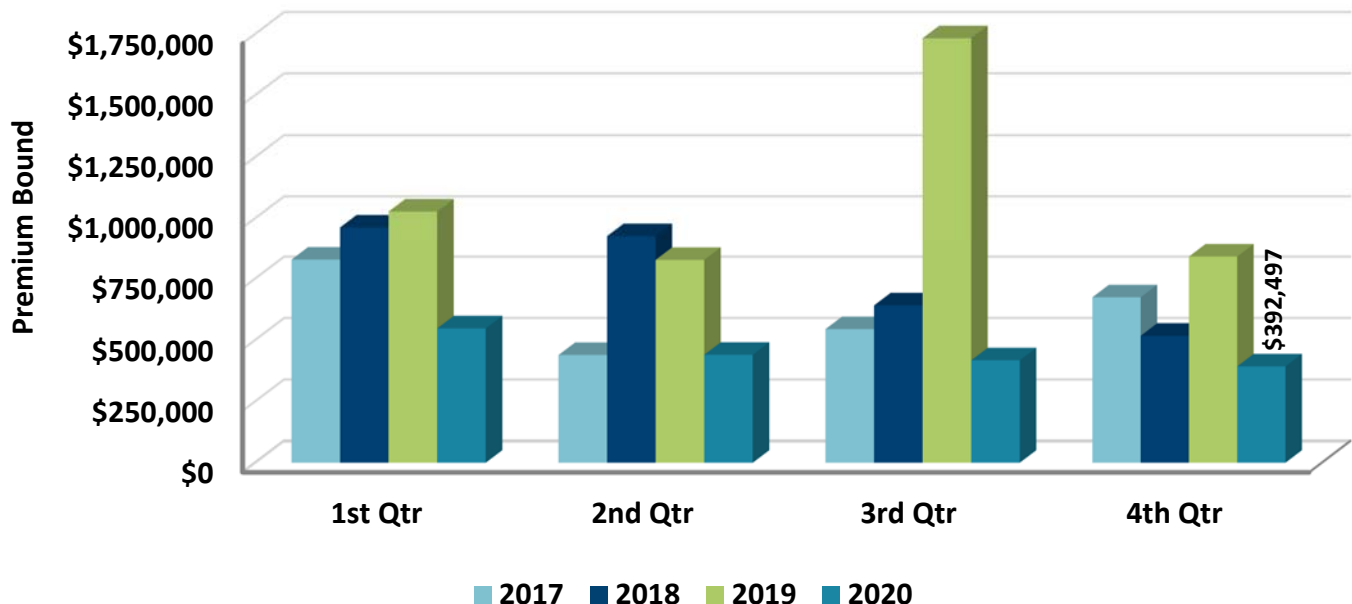
Total Applications Bound — 2017 vs. 2018 vs. 2019 vs. 2020

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).



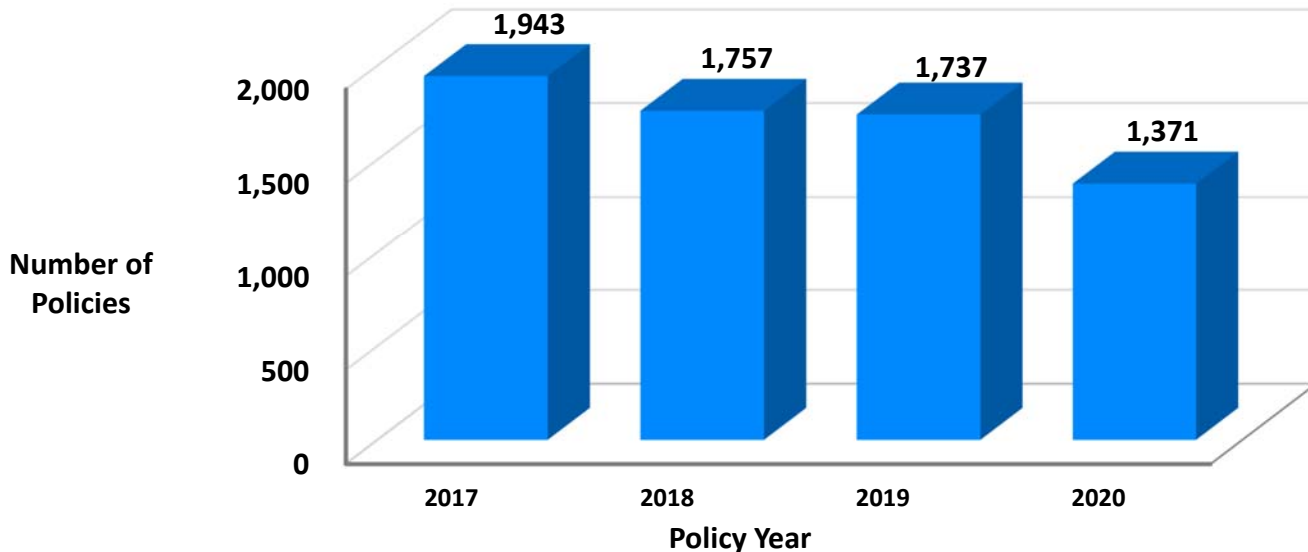


Residual Market Demographics

Residual Market Total Policy Counts

Annual Data for Policies Reported through December 31, 2020

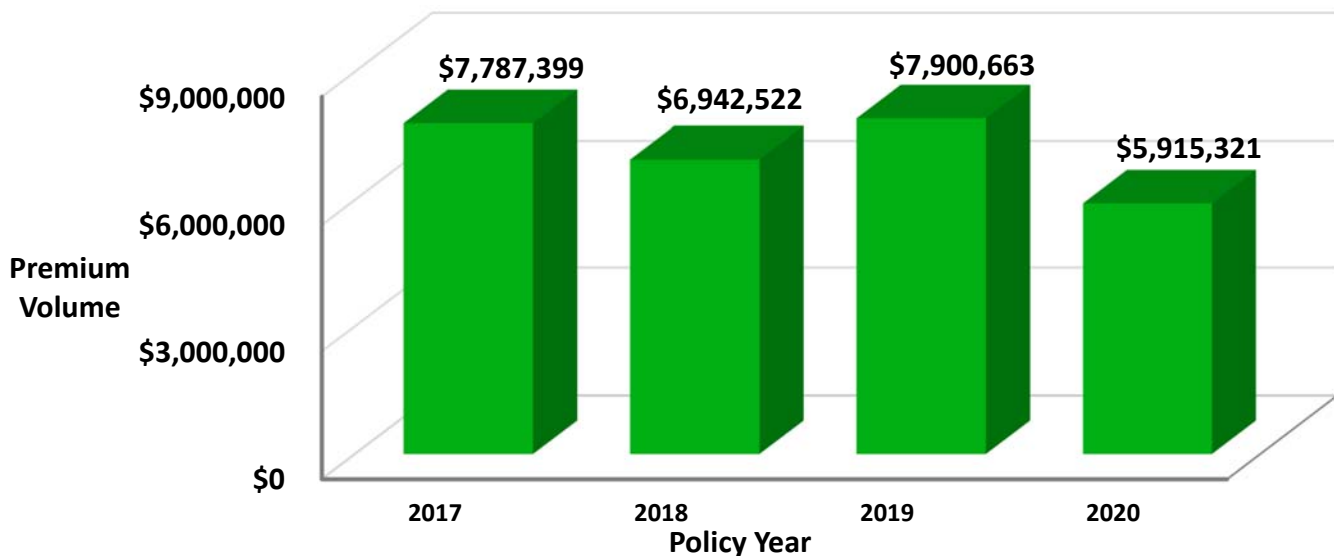
Total number of all Assigned Risk Plan policies with effective dates during the calendar period listed above.



Residual Market Total Premium Volume

Annual Data Reported through December 31, 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 Annual Data Reported through December 31, 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	1,057	77.1	1,171,336	19.8	1,108
\$2500–4999	120	8.8	419,069	7.1	3,492
\$5000–9999	77	5.6	551,081	9.3	7,157
\$10000–19999	64	4.7	894,738	15.1	13,980
\$20000–49999	37	2.7	1,185,752	20.0	32,047
\$50000–99999	11	0.8	825,875	14.0	75,080
\$100000–199999	4	0.3	645,590	10.9	161,398
\$200000 +	1	0.1	221,880	3.8	221,880
Total	1,371	100.0	5,915,321	100.0	4,315

Annual 2019 Data for Comparison

Premium Interval	Policy Count	% of Total Policies	Total State Premium \$	% of Total Premium	Average Premium \$
\$0–2499	1,297	74.7	1,426,769	18.1	1,100
\$2500–4999	165	9.5	578,233	7.3	3,504
\$5000–9999	112	6.4	795,607	10.1	7,104
\$10000–19999	80	4.6	1,116,529	14.1	13,957
\$20000–49999	59	3.4	1,731,987	21.9	29,356
\$50000–99999	19	1.1	1,270,237	16.1	66,855
\$100000–199999	4	0.2	539,520	6.8	134,880
\$200000 +	1	0.1	441,781	5.6	441,781
Total	1,737	100.0	7,900,663	100.0	4,548



Residual Market Demographics

Residual Market Top 10 Classification Codes by Policy Count Annual Data Reported through December 31, 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	187	13.6
2	5551 - Roofing-All Kinds & Drivers	121	8.8
3	7219 - Trucking - NOC-All Employees & Drivers	121	8.8
4	6216 - Oil or Gas - Lease Work NOC - By Specialist Contractor & Drivers	59	4.3
5	8810 - Clerical Office Employees NOC	39	2.8
6	5537 - Heating, Ventilation, Air Conditioning and Refrigeration Systems - Installation, Service and Repair,	31	2.3
7	5190 - Electrical Wiring-Within Buildings & Drivers	26	1.9
8	7222 - Trucking - Oil Field Equipment - All Employees & Drivers	25	1.8
9	5403 - Carpentry NOC	24	1.8
10	5437 - Carpentry-Installation of Cabinet Work or Interior Trim	22	1.6

Residual Market Top 10 Classification Codes by Premium Volume Annual Data Reported through December 31, 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	7219 - Trucking - NOC-All Employees & Drivers	337,662	5.7
2	0008 – Farm	286,457	4.8
3	5551 - Roofing-All Kinds & Drivers	254,797	4.3
4	8264 - Bottle Dealer-Used & Drivers	221,880	3.8
5	1164 - Mining NOC-Not Coal- Underground-& Drivers	221,828	3.8
6	5606 - Contractor - Project Manager, Construction Executive, Construction Manager, Or Construction Superintendent	217,141	3.7
7	5645 - Carpentry Construction of Residential Dwellings Not Exceeding Three Stories in Height	211,489	3.6
8	8018 - Store: Wholesale NOC	201,301	3.4
9	5403 - Carpentry NOC	192,384	3.3
10	6216 - Oil or Gas - Lease Work NOC - By Specialist Contractor & Drivers	161,291	2.7



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 (loss + loss adjustment expense)/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.