



# South Dakota Residual Market State Activity Report

First Quarter 2020



## Executive Summary

NCCI, as Pool and Plan Administrator of the South Dakota Workers Compensation Insurance Plan, is pleased to provide the First Quarter 2020 *South Dakota 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 South Dakota 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.

Sally Laub, Plan Administration

561-893-1174

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## Residual Market Demographics

### Residual Market Total Policies and Premium in Force

#### As of March 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.

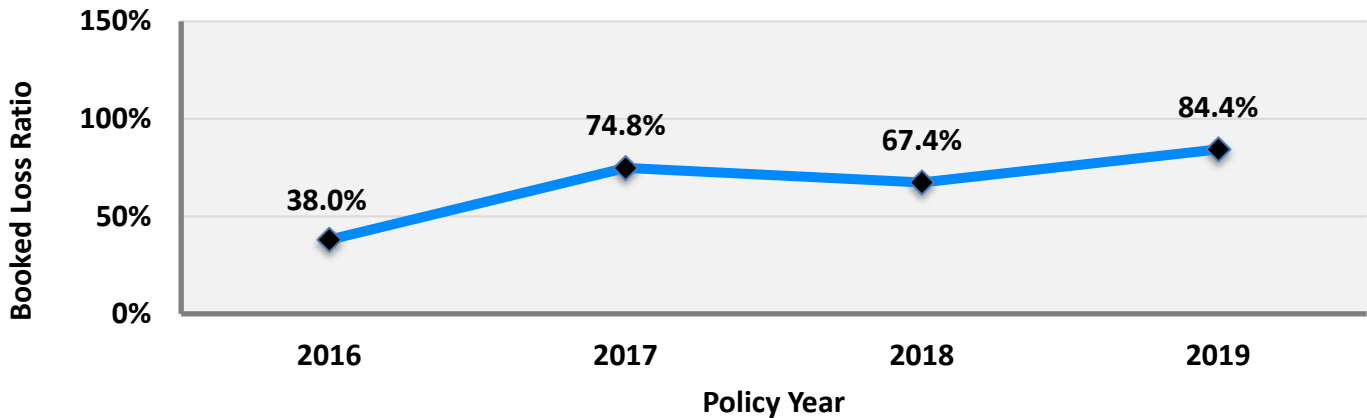
	2020	2019	2020 vs. 2019 #	2020 vs. 2019 %
<b>Policy Count</b>	1,011	999	12	1.2%
<b>Premium Volume</b>	\$5,146,869	\$6,237,734	-\$1,090,865	-17.5%



## Residual Market Demographics

### South Dakota Residual Market Reinsurance Pool Booked Loss Ratio Policy Year Financial Results through 4th Quarter 2019 for 2019 and prior years\*

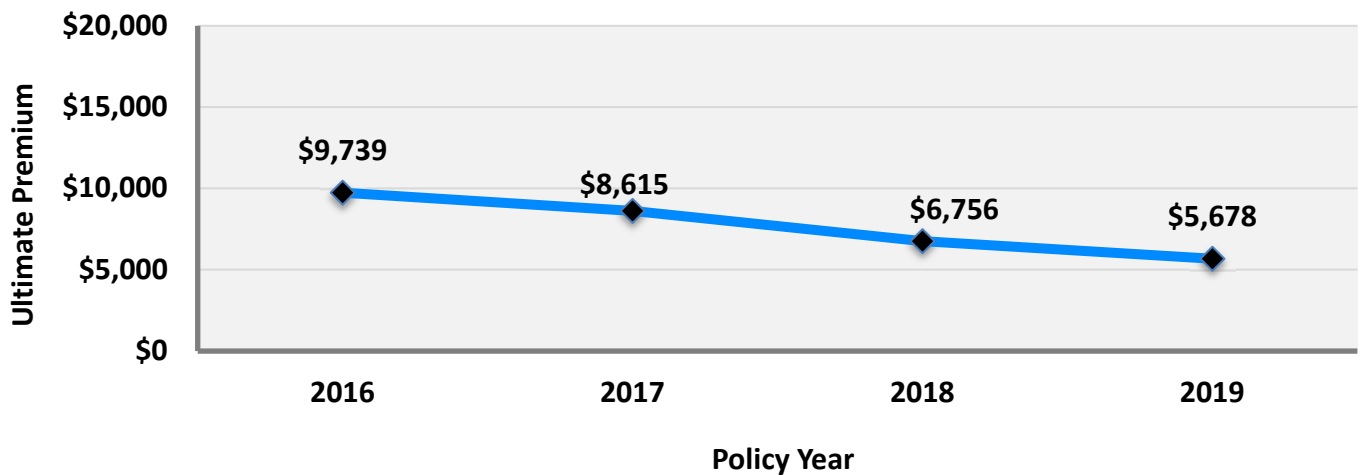
The ratio of total incurred losses to total earned premiums in a given period, in this state, expressed as a percentage.



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

#### Policy Year Financial Results through 4th Quarter 2019 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.



\*1st Quarter 2020 data will be available the end of July 2020 due to the timing of data reporting

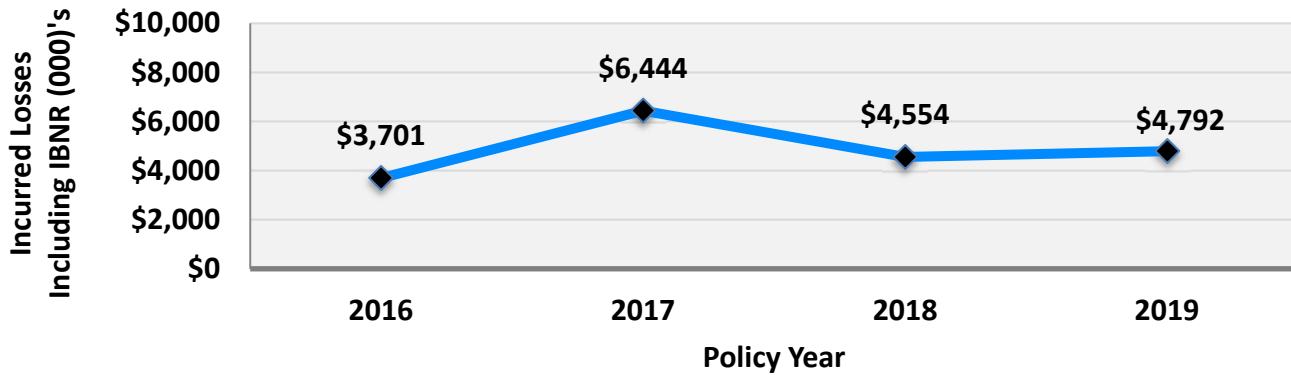


## Residual Market Demographics

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

#### Policy Year Financial Results through 4th Quarter 2019 for 2019 and prior years\*

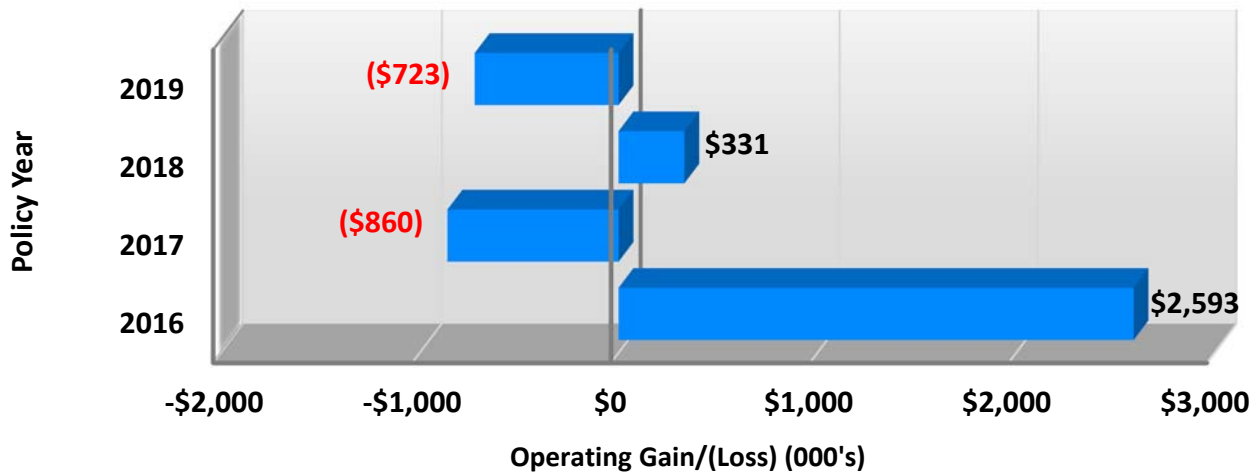
Policy year incurred losses reflect paid losses, case reserves and IBNR reserves for policies written in a particular policy year in that state.



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

#### Policy Year Financial Results through 4th Quarter 2019 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.



\*1st Quarter 2020 data will be available the end of July 2020 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 South Dakota for Policy Years 2015-2019, obtained through NP-4 and NP-5 reports including traumatic and black lung claims, evaluated through 4th Quarter 2019.

Policy Year	Gross Written Premium	Uncollectible Premium	Percentage
2015	\$11,639,614	\$230,218	2.0%
2016	\$9,834,956	\$95,628	1.0%
2017	\$8,823,663	\$208,378	2.4%
2018	\$6,994,994	*	N/A
2019	\$5,053,914	*	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, 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 First Quarter 2020.

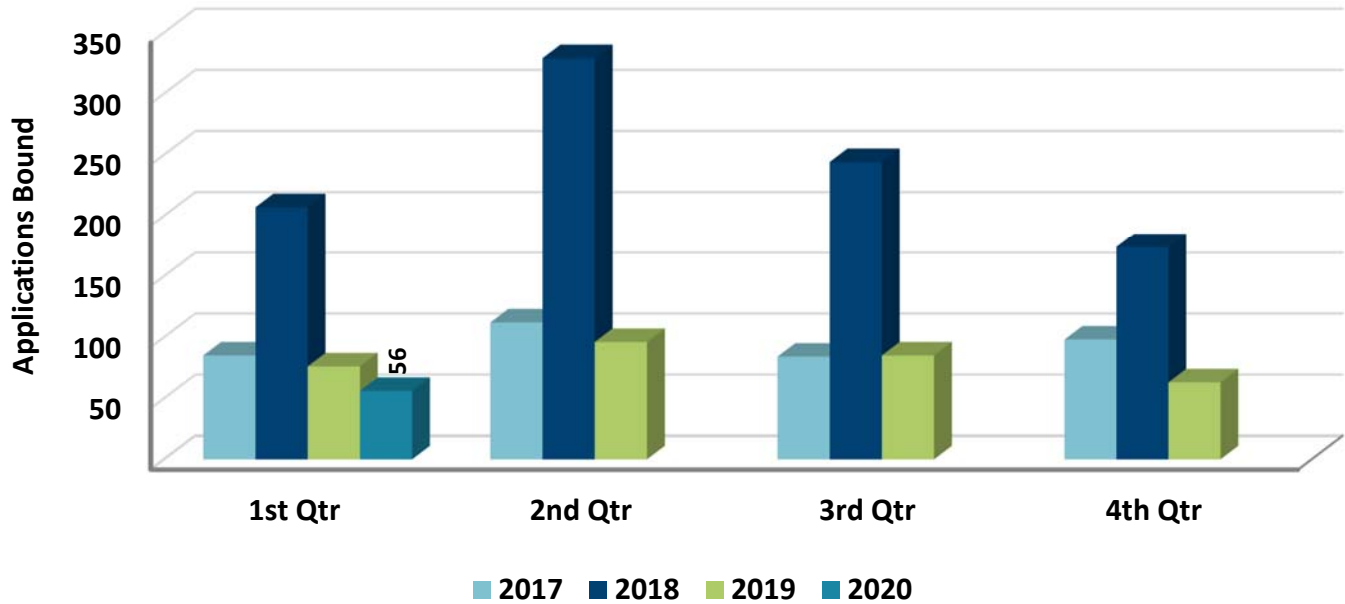
Number of Applications Reviewed by <b>VCAP<sup>®</sup> Service</b>	69
Number of <b>VCAP<sup>®</sup> Service</b> Matches	57
<b>VCAP<sup>®</sup> Service</b> Offers as a % of Matches	26.32%
Number of Confirmed <b>VCAP<sup>®</sup> Service</b> Policies	12
Confirmed <b>VCAP<sup>®</sup> Service</b> Policies as a % of Applications Reviewed	17.39%
Savings as a % of Redirected Assigned Risk Premium	8.44%



## Residual Market Demographics

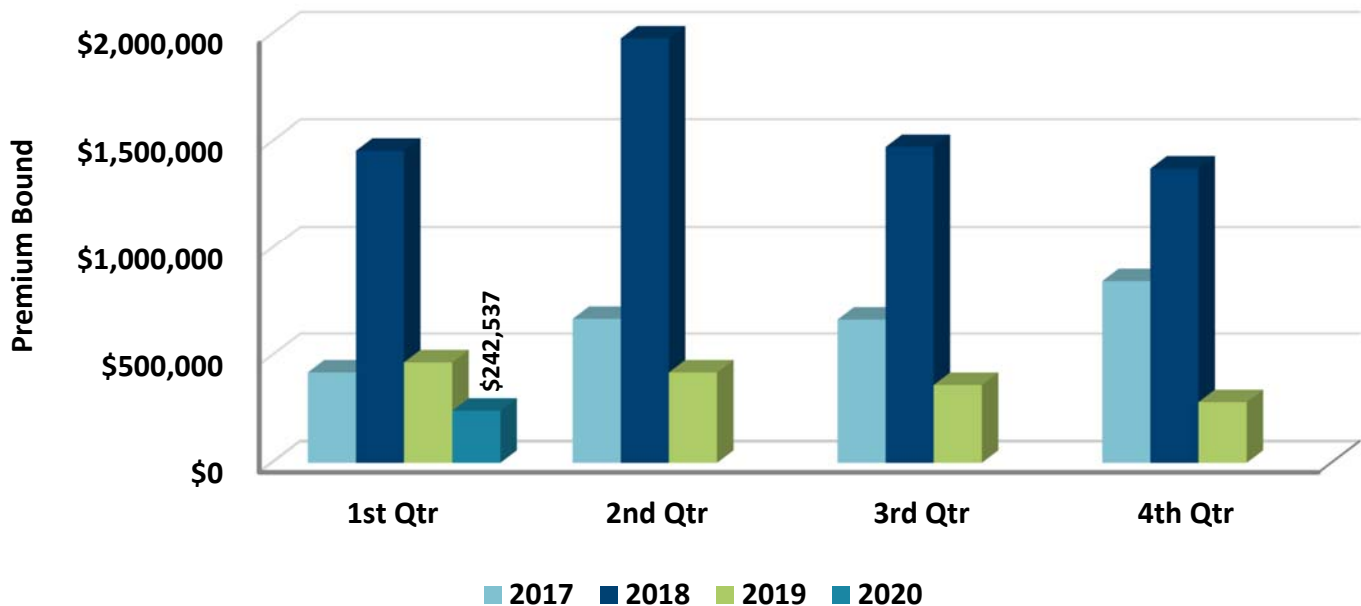
### Total Applications Bound — 2017 vs. 2018 vs. 2019 vs. 2020

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).





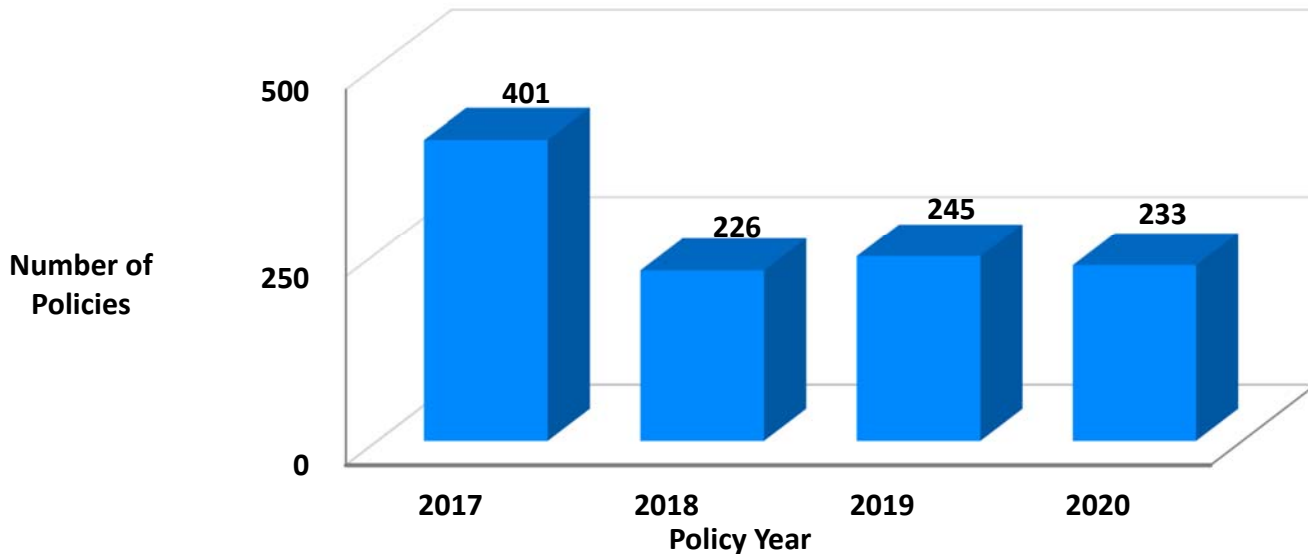


## Residual Market Demographics

### Residual Market Total Policy Counts

#### First Quarter Data for Policies Reported through March 31, 2020

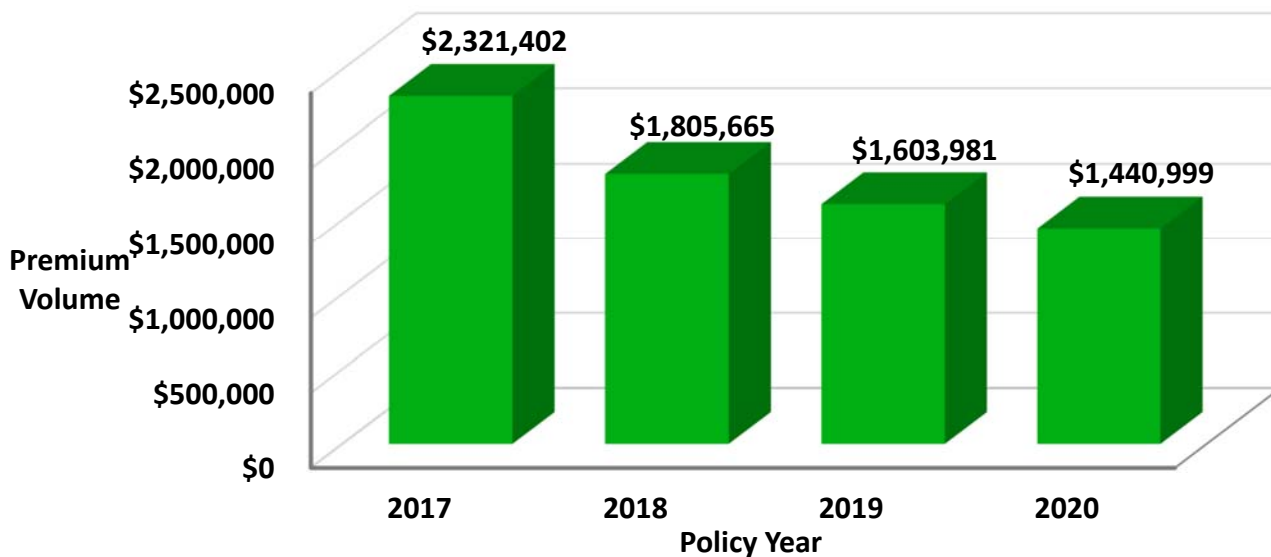
Total number of all Assigned Risk Plan policies with effective dates during the calendar period listed above.



### Residual Market Total Premium Volume

#### First Quarter Data Reported through March 31, 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

#### First Quarter Data Reported through March 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	123	52.8%	\$166,304	11.5%	\$1,352
\$2500–4999	55	23.6%	\$189,286	13.1%	\$3,441
\$5000–9999	29	12.5%	\$204,340	14.2%	\$7,046
\$10000–19999	12	5.2%	\$172,765	12.0%	\$14,397
\$20000–49999	10	4.3%	\$363,355	25.2%	\$36,335
\$50000–99999	3	1.3%	\$199,354	13.8%	\$66,451
\$100000–199999	1	0.4%	\$145,595	10.1%	\$145,595
\$200000 +	0	0.0%	\$0	0.0%	\$0
Total	233	100.0%	\$1,440,999	100.0%	\$6,185

### First Quarter 2019 Data for Comparison

Premium Interval	Policy Count	% of Total Policies	Total State Premium	% of Total Premium	Average Premium
\$0–2499	134	54.7%	\$161,227	10.1%	\$1,203
\$2500–4999	48	19.6%	\$176,900	11.0%	\$3,685
\$5000–9999	29	11.8%	\$197,850	12.3%	\$6,822
\$10000–19999	14	5.7%	\$182,370	11.4%	\$13,026
\$20000–49999	13	5.3%	\$367,168	22.9%	\$28,243
\$50000–99999	6	2.5%	\$386,244	24.1%	\$64,374
\$100000–199999	1	0.4%	\$132,222	8.2%	\$132,222
\$200000 +	0	0.0%	\$0	0.0%	\$0
Total	245	100.0%	\$1,603,981	100.0%	\$6,547



## Residual Market Demographics

### Residual Market Top 10 Classification Codes by Policy Count First Quarter Data Reported through March 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	Description	Policy Count	% of Policies
1	0037	Farm: Field Crops & Drivers	24	10.3%
2	7219	Trucking - NOC-All Employees & Drivers	18	7.7%
3	5645	Carpentry Construction of Residential Dwellings Not Exceeding Three Stories In Height	12	5.2%
4	2709	Logging or Tree Removal - Mechanized Equipment Operators	9	3.9%
5	0083	Farm: Cattle or Livestock Raising NOC & Drivers	8	3.4%
6	0106	Tree Pruning, Spraying, Repairing - All Operations & Drivers	7	3.0%
7	5551	Roofing-All Kinds & Drivers	7	3.0%
8	5445	Wallboard, Sheetrock, Drywall, Plasterboard, or Cement Board Installation - Within Buildings & Drivers	6	2.6%
9	3724	Machinery or Equipment Erection or Repair NOC & Drivers	5	2.2%
10	6217	Excavation & Drivers	5	2.2%

### Residual Market Top 10 Classification Codes by Premium Volume First Quarter Data Reported through March 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	Description	Premium	% of Premium
1	0037	Farm: Field Crops & Drivers	\$147,844	10.3%
2	9180	Amusement Device Operation NOC Not Traveling & Drivers	\$145,595	10.1%
3	5645	Carpentry Construction of Residential Dwellings Not Exceeding Three Stories in Height	\$99,768	6.9%
4	5551	Roofing-All Kinds & Drivers	\$91,253	6.3%
5	7219	Trucking - NOC-All Employees & Drivers	\$86,655	6.0%
6	9015	Building or Property Management - All Other Employees	\$83,870	5.8%
7	5445	Wallboard, Sheetrock, Drywall, Plasterboard, or Cement Board Installation - Within Buildings & Drivers	\$76,387	5.3%
8	2709	Logging or Tree Removal - Mechanized Equipment Operators	\$65,224	4.5%
9	9179	Athletic Sports or Park: Contact Sports	\$46,473	3.2%
10	0083	Farm: Cattle or Livestock Raising NOC & Drivers	\$45,348	3.2%



## 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<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.