

South Dakota Residual Market State Activity Report

Annual 2018



Executive Summary

NCCI, as Pool and Plan Administrator of the South Dakota Workers Compensation Insurance Plan, is pleased to provide the Annual 2018 *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

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Residual Market Demographics

Residual Market Total Policies and Premium in Force

As of December 31, 2018—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.

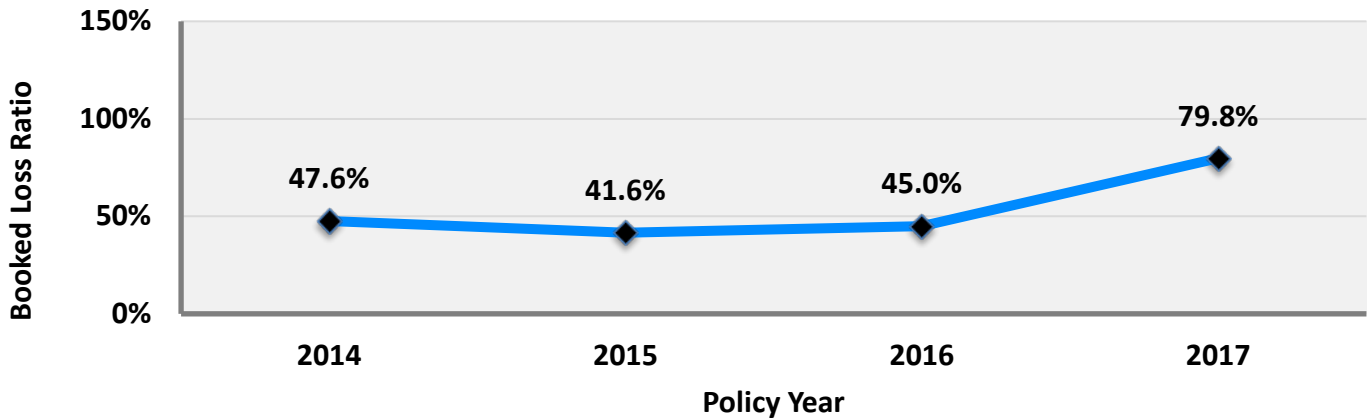
	2018	2017	2018 vs. 2017 #	2018 vs. 2017 %
Policy Count	973	1,430	-457	-32.0%
Premium Volume	\$6,643,461	\$7,466,032	-\$822,571	-11.0%



Residual Market Demographics

South Dakota Residual Market Reinsurance Pool Booked Loss Ratio Policy Year Financial Results through 3rd Quarter 2018 for 2017 and prior years*

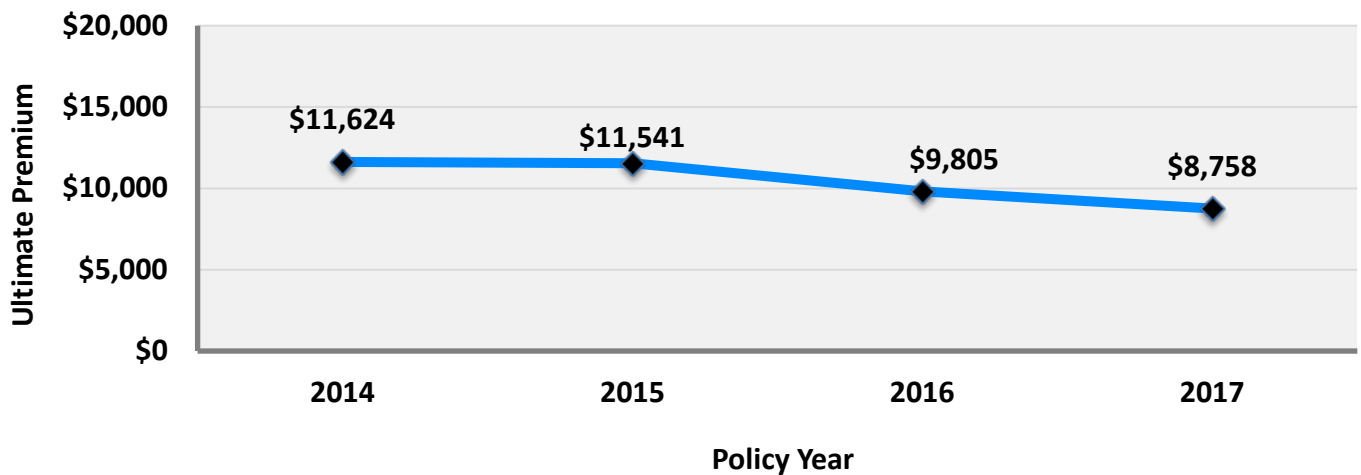
The ratio of total incurred losses to total earned premiums in a given period, in this state, expressed as a percentage.



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

Policy Year Financial Results through 3rd Quarter 2018 for 2017 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 2018 data will be available the end of April 2019 due to the timing of data reporting

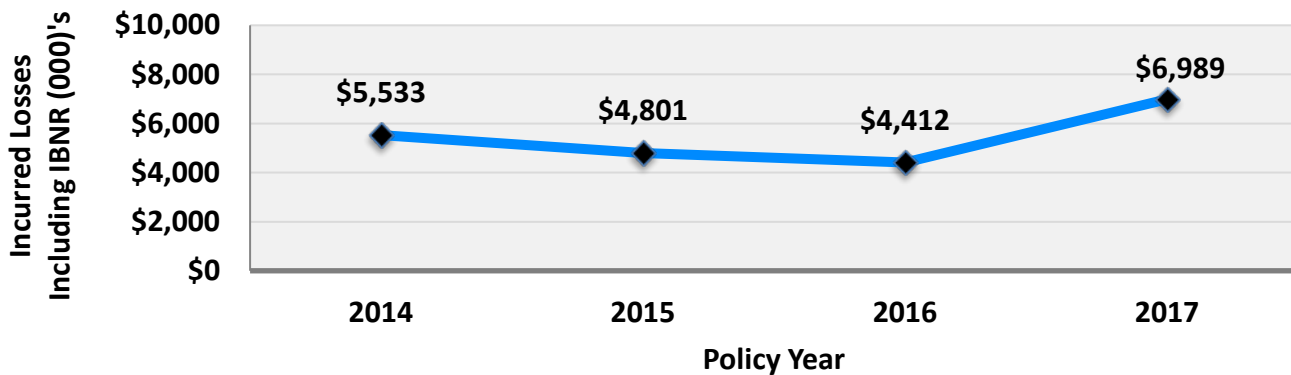


Residual Market Demographics

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

Policy Year Financial Results through 3rd Quarter 2018 for 2017 and prior years*

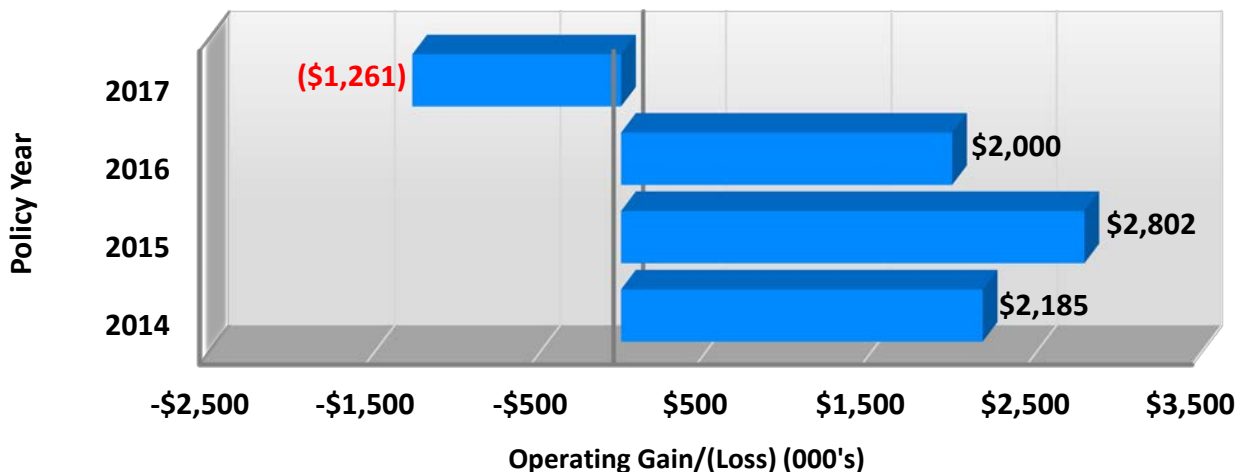
Policy year incurred losses reflect paid losses, case reserves and IBNR reserves for policies written in a particular policy year in that state.



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

Policy Year Financial Results through 3rd Quarter 2018 for 2017 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 2018 data will be available the end of April 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 South Dakota for Policy Years 2014-2018, obtained through NP-4 and NP-5 reports including traumatic and black lung claims, evaluated through 3rd Quarter 2018.

Policy Year	Gross Written Premium	Uncollectible Premium	Percentage
2014	\$11,659,053	\$34,975	0.3%
2015	\$11,614,878	\$73,896	0.6%
2016	\$9,839,811	\$30,194	0.3%
2017	\$8,886,114	*	N/A
2018	\$4,340,794	*	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, 2018

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 2018.

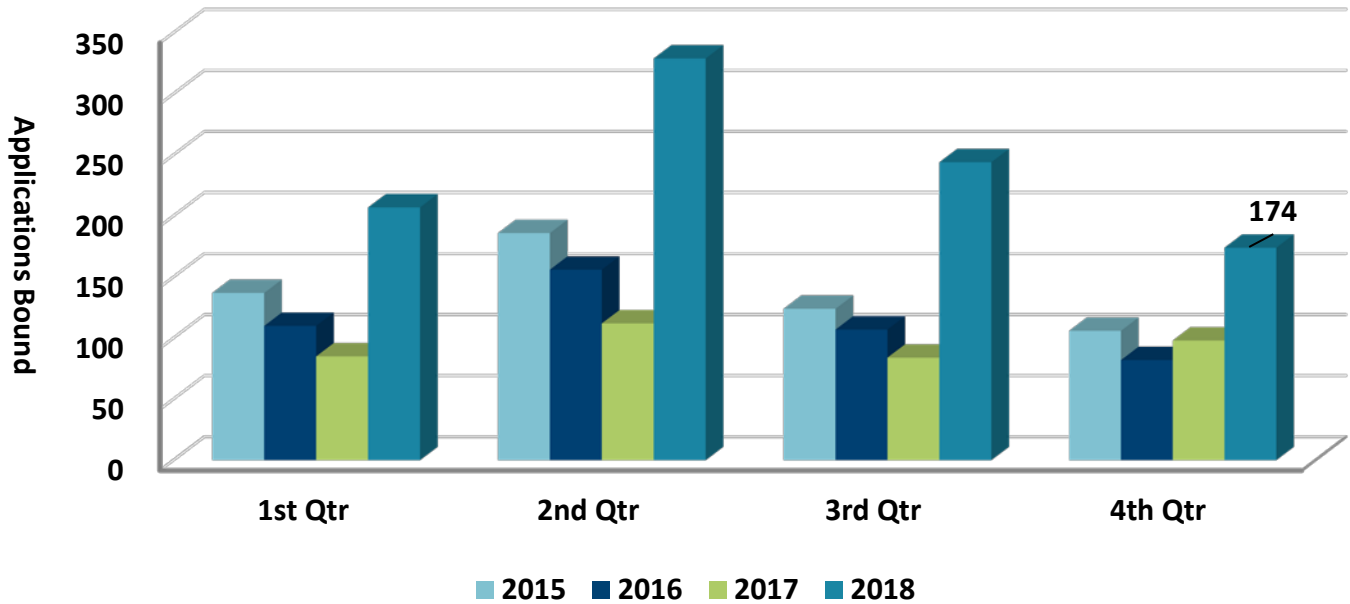
Number of Applications Reviewed by VCAP[®] Service	996
Number of VCAP[®] Service Matches	944
VCAP[®] Service Offers as a % of Matches	4.45%
Number of Confirmed VCAP[®] Service Policies	41
Confirmed VCAP[®] Service Policies as a % of Applications Reviewed	4.12%
Savings as a % of Redirected Assigned Risk Premium	16.02%



Residual Market Demographics

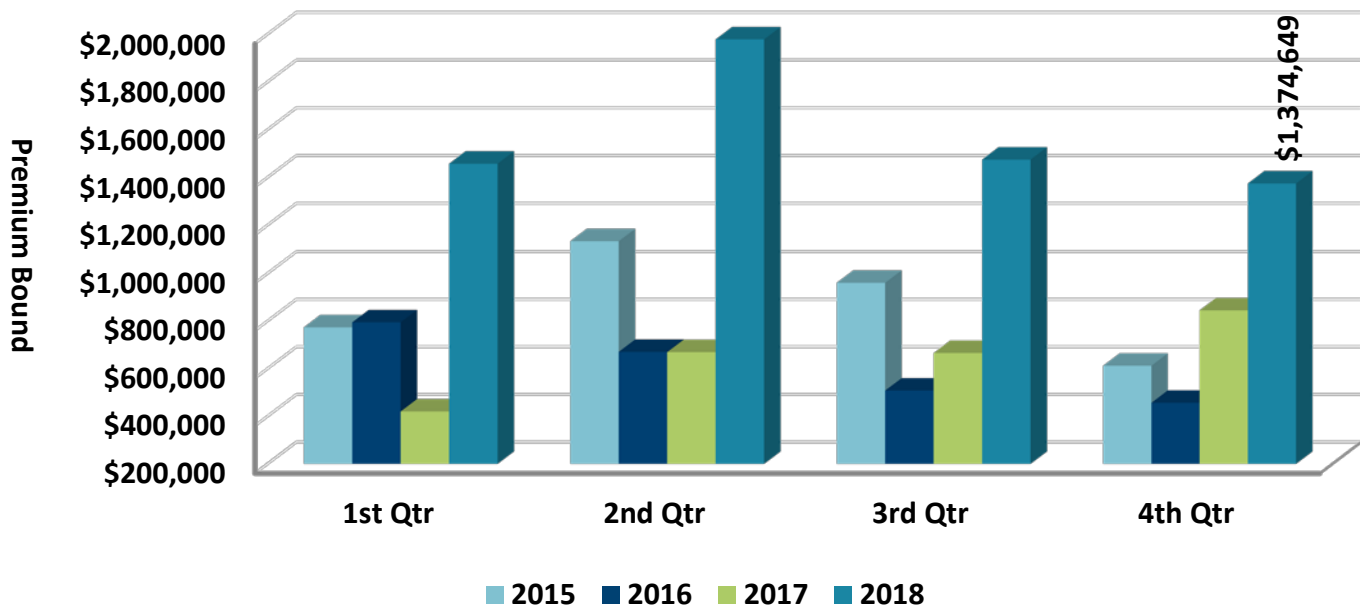
Total Applications Bound — 2015 vs. 2016 vs. 2017 vs. 2018

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 — 2015 vs. 2016 vs. 2017 vs. 2018

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).



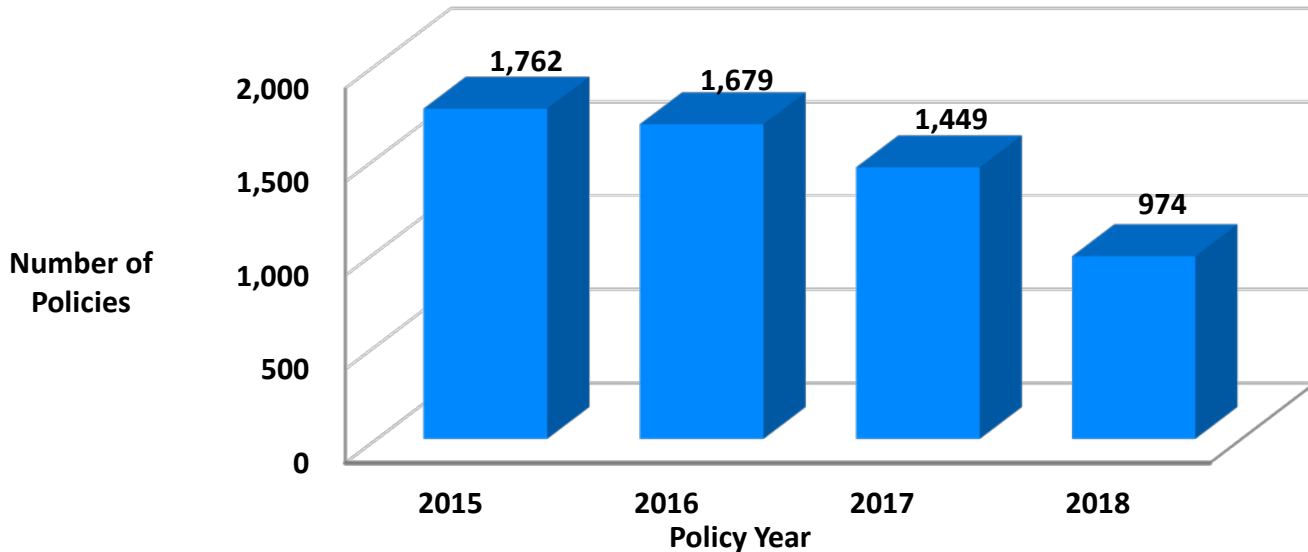


Residual Market Demographics

Residual Market Total Policy Counts

Annual Data for Policies Reported through December 31, 2018

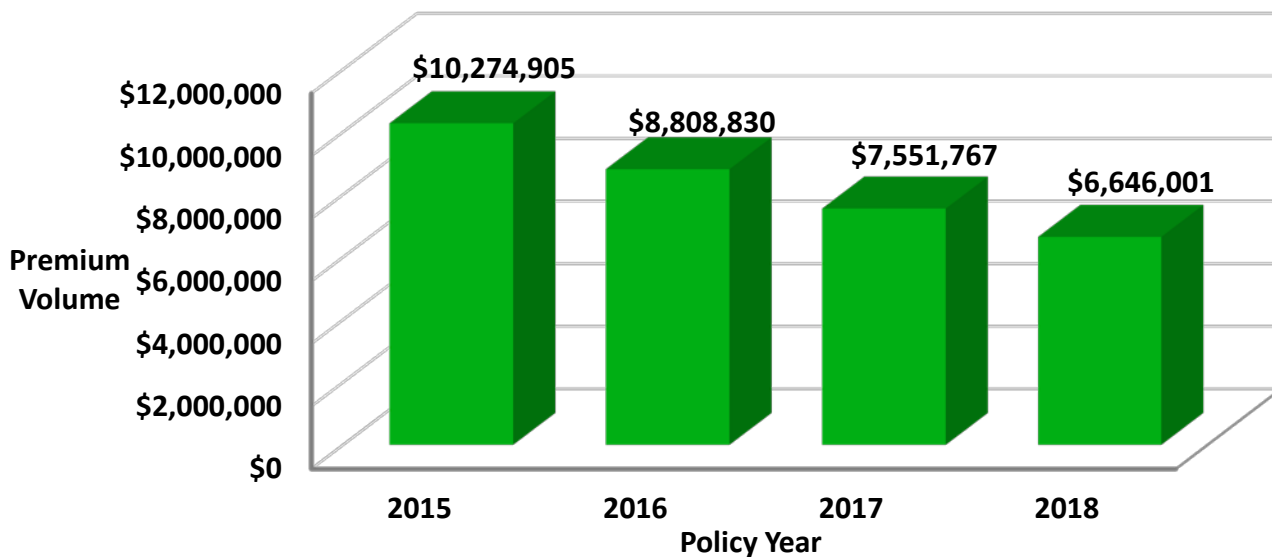
Total number of all Assigned Risk Plan policies with effective dates during the calendar period listed above.



Residual Market Total Premium Volume

Annual Data Reported through December 31, 2018

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, 2018

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	516	53.0%	\$705,410	10.6%	\$1,367
\$2500–4999	165	16.9%	\$588,858	8.9%	\$3,568
\$5000–9999	135	13.9%	\$964,295	14.5%	\$7,142
\$10000–19999	92	9.5%	\$1,318,895	19.8%	\$14,335
\$20000–49999	46	4.7%	\$1,287,468	19.4%	\$27,988
\$50000–99999	15	1.5%	\$981,664	14.8%	\$65,444
\$100000–199999	4	0.4%	\$545,770	8.2%	\$136,442
\$200000 +	1	0.1%	\$253,641	3.8%	\$253,641
Total	974	100.0%	\$6,646,001	100.0%	\$6,823

Annual 2017 Data for Comparison

Premium Interval	Policy Count	% of Total Policies	Total State Premium	% of Total Premium	Average Premium
\$0–2499	870	60.0%	\$971,914	12.9%	\$1,117
\$2500–4999	234	16.2%	\$829,268	11.0%	\$3,543
\$5000–9999	181	12.5%	\$1,268,284	16.8%	\$7,007
\$10000–19999	91	6.3%	\$1,262,156	16.7%	\$13,869
\$20000–49999	53	3.7%	\$1,601,255	21.2%	\$30,212
\$50000–99999	15	1.0%	\$939,617	12.4%	\$62,641
\$100000–199999	5	0.4%	\$679,273	9.0%	\$135,854
\$200000 +	0	0.0%	\$0	0.0%	\$0
Total	1,449	100.0%	\$7,551,767	100.0%	\$5,212



Residual Market Demographics

Residual Market Top 10 Classification Codes by Policy Count Annual Data Reported through December 31, 2018

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	67	6.9%
2	5551	Roofing-All Kinds & Drivers	50	5.1%
3	0083	Farm: Cattle or Livestock Raising NOC & Drivers	38	3.9%
4	7711	Firefighters & Drivers - Volunteer	29	3.0%
5	7219	Trucking - NOC-All Employees & Drivers	29	3.0%
6	0037	Farm: Field Crops & Drivers	27	2.8%
7	2709	Logging or Tree Removal - Mechanized Equipment Operators	25	2.6%
8	7229	Trucking-Long Distance Hauling-& Drivers	23	2.4%
9	0050	Farm Machinery Operation-By Contractor-& Drivers	21	2.2%
10	0106	Tree Pruning Spraying Repairing - All Operations & Drivers	19	2.0%

Residual Market Top 10 Classification Codes by Premium Volume Annual Data Reported through December 31, 2018

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	5551	Roofing-All Kinds & Drivers	\$466,752	7.0%
2	5645	Carpentry Construction of Residential Dwellings Not Exceeding Three Stories in Height	\$339,527	5.1%
3	7219	Trucking - NOC-All Employees & Drivers	\$318,357	4.8%
4	0083	Farm: Cattle or Livestock Raising NOC & Drivers	\$292,329	4.4%
5	2709	Logging or Tree Removal - Mechanized Equipment Operators	\$291,615	4.4%
6	8350	Gasoline or Oil Dealer & Drivers	\$286,039	4.3%
7	9016	Amusement Park or Exhibition Operation & Drivers	\$236,811	3.6%
8	9015	Building or Property Management - All Other Employees	\$207,245	3.1%
9	9180	Amusement Device Operation NOC Not Traveling & Drivers	\$176,865	2.7%
10	7229	Trucking-Long Distance Hauling-& Drivers	\$176,638	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 $(\text{loss} + \text{loss adjustment expense}) / \text{earned premium}$.

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.