

Tennessee Residual Market State Activity Report

First Quarter 2019



Executive Summary

NCCI, as Pool and Plan Administrator of the Tennessee Workers Compensation Insurance Plan, is pleased to provide the First Quarter 2019 *Tennessee Residual Market State Activity Report*. The information contained in this report is limited to what has been reported as of the date NCCI was named Plan and Pool Administrator in Tennessee, with policy dates effective July 1, 2015 and forward.

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 Tennessee 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.

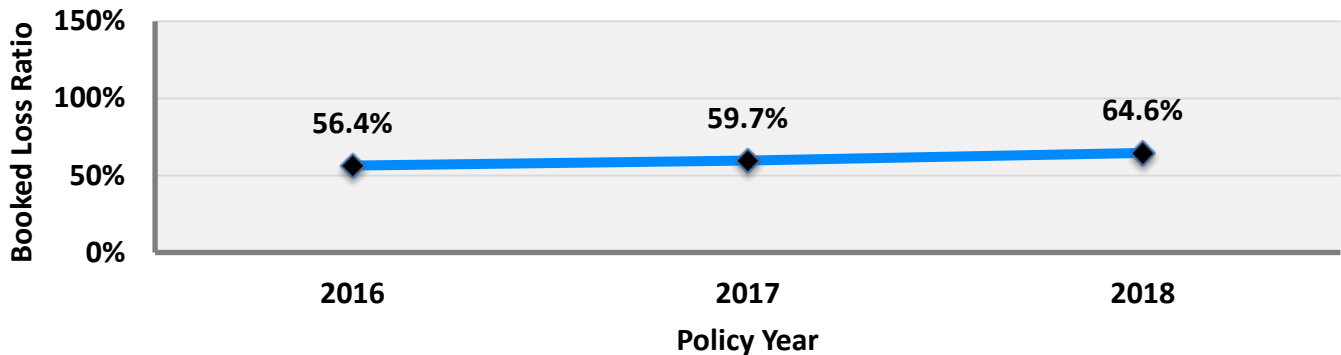
	2019	2018	2019 vs. 2018 #	2019 vs. 2018 %
Policy Count	12,676	12,708	-32	-0.3%
Premium Volume	\$54,003,478	\$61,774,356	-\$7,770,878	-12.6%



Residual Market Demographics

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

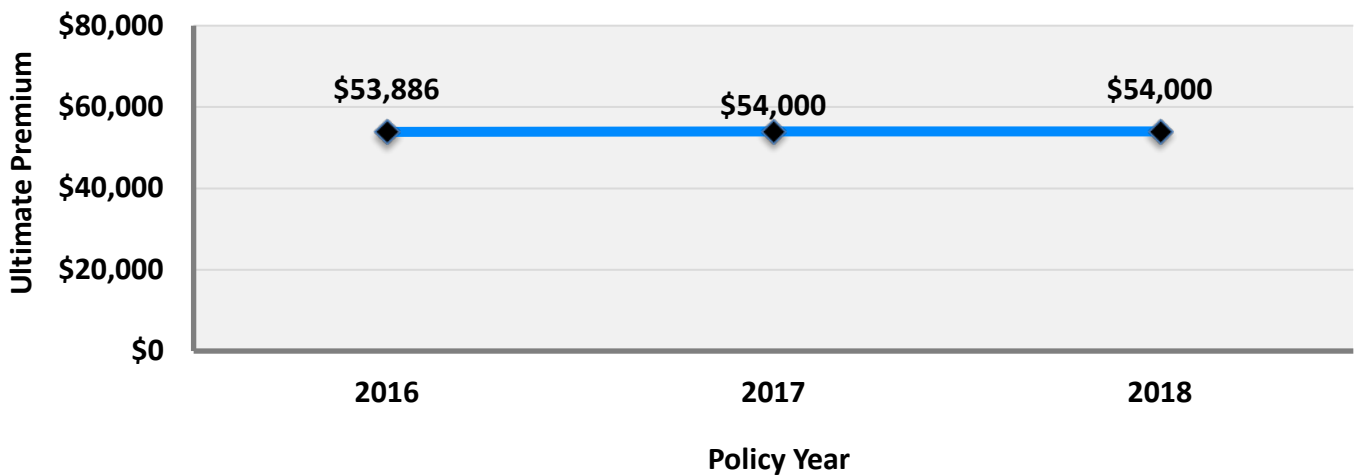
The ratio of total incurred losses to total earned premiums in a given period, in this state, expressed as a percentage.



Tennessee 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 year*

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

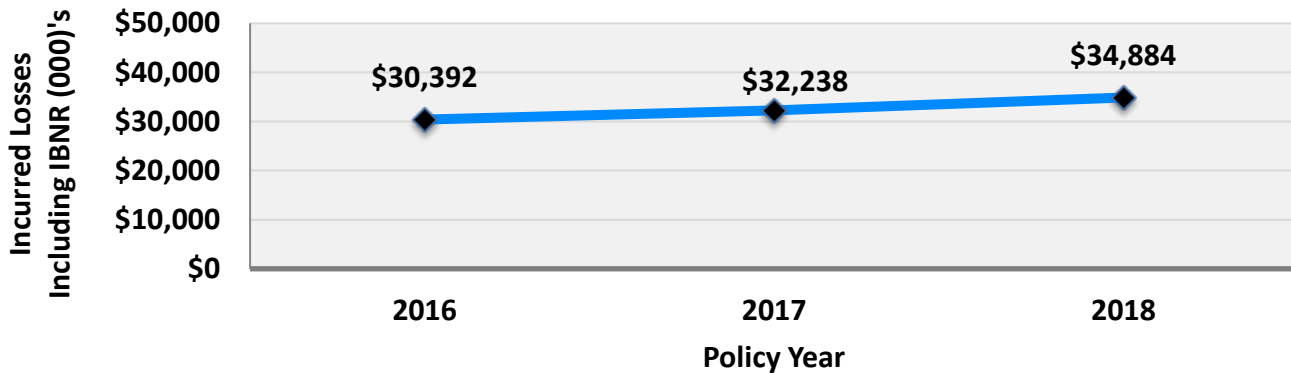


Residual Market Demographics

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

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

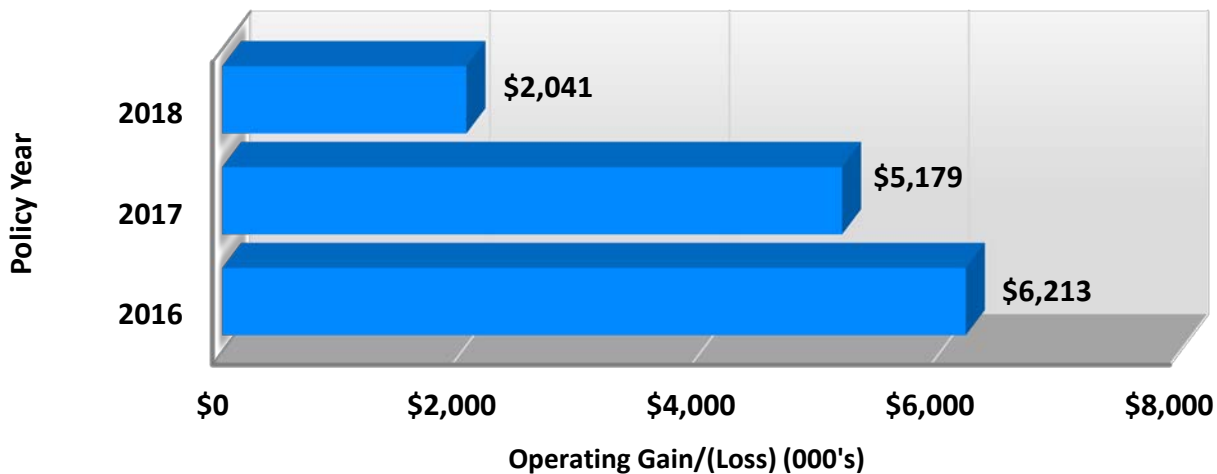
Policy year incurred losses reflect paid losses, case reserves and IBNR reserves for policies written in a particular policy year in that state.



Tennessee 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 year*

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 Tennessee for Policy Years 2015-2018, 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
2015	\$26,832,299	\$615,725	2.3%
2016	\$55,918,767	\$2,033,076	3.6%
2017	\$54,457,475	*	N/A
2018	\$40,951,455	*	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.

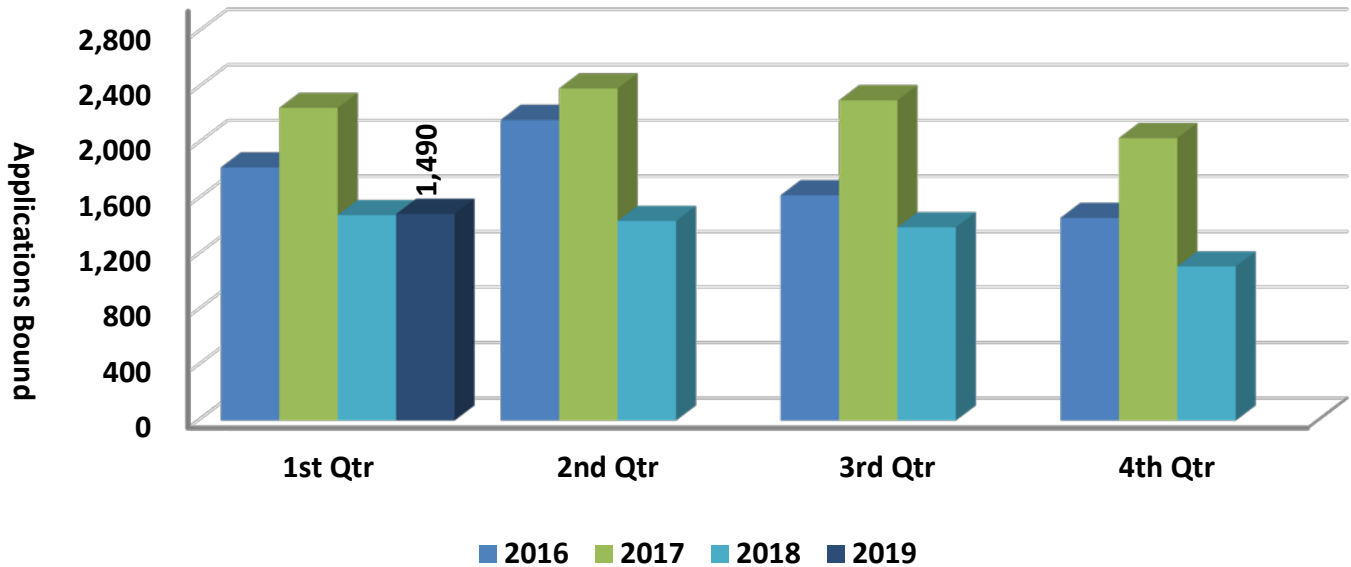
Number of Applications Reviewed by VCAP[®] Service	1,525
Number of VCAP[®] Service Matches	814
VCAP[®] Service Offers as a % of Matches	2.83%
Number of Confirmed VCAP[®] Service Policies	22
Confirmed VCAP[®] Service Policies as a % of Applications Reviewed	1.44%
Savings as a % of Redirected Assigned Risk Premium	11.27%



Residual Market Demographics

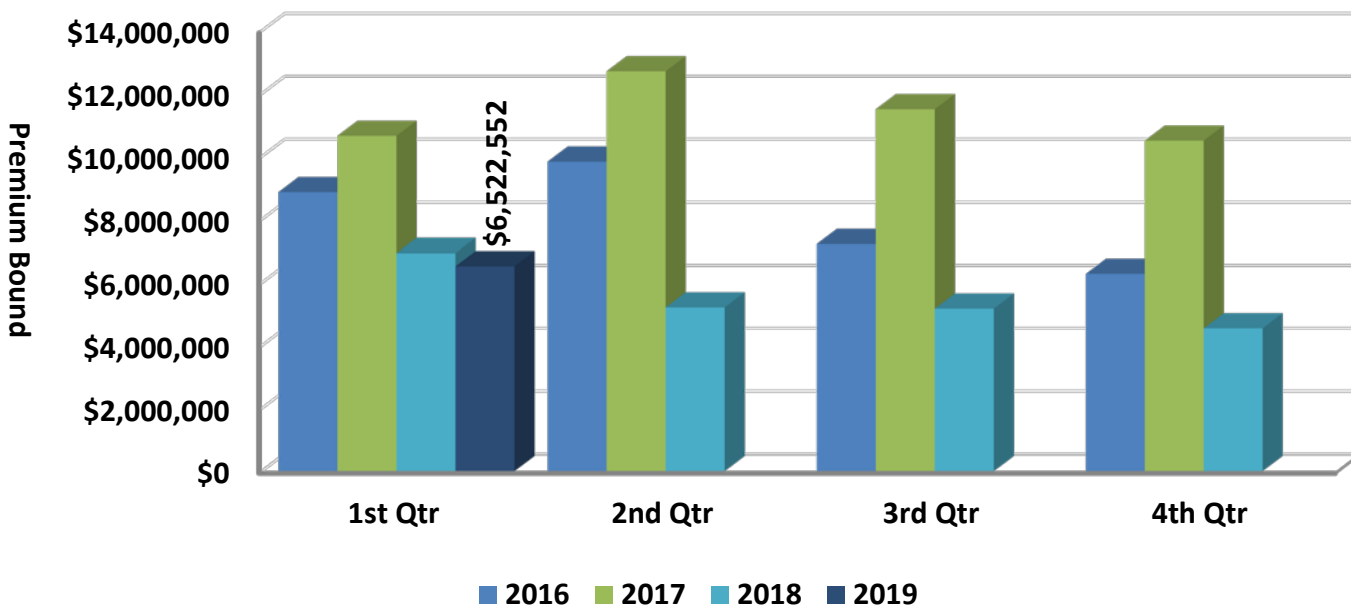
Total Applications Bound — 2016 vs. 2017 vs. 2018 vs. 2019

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).



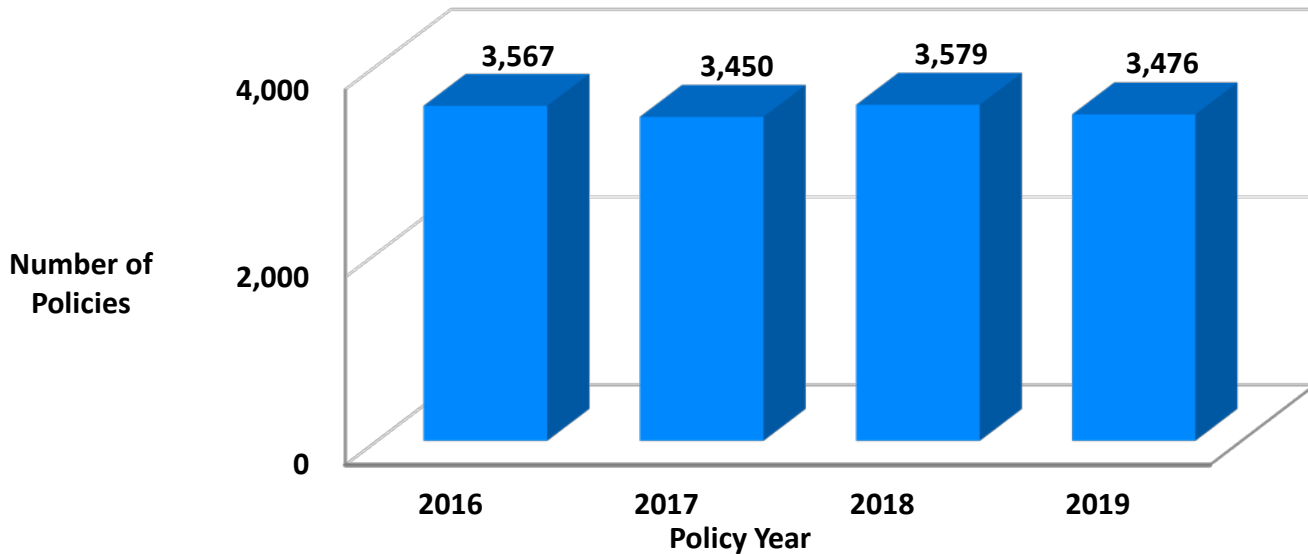


Residual Market Demographics

Residual Market Total Policy Counts

First Quarter Data for Policies Reported through March 31, 2019

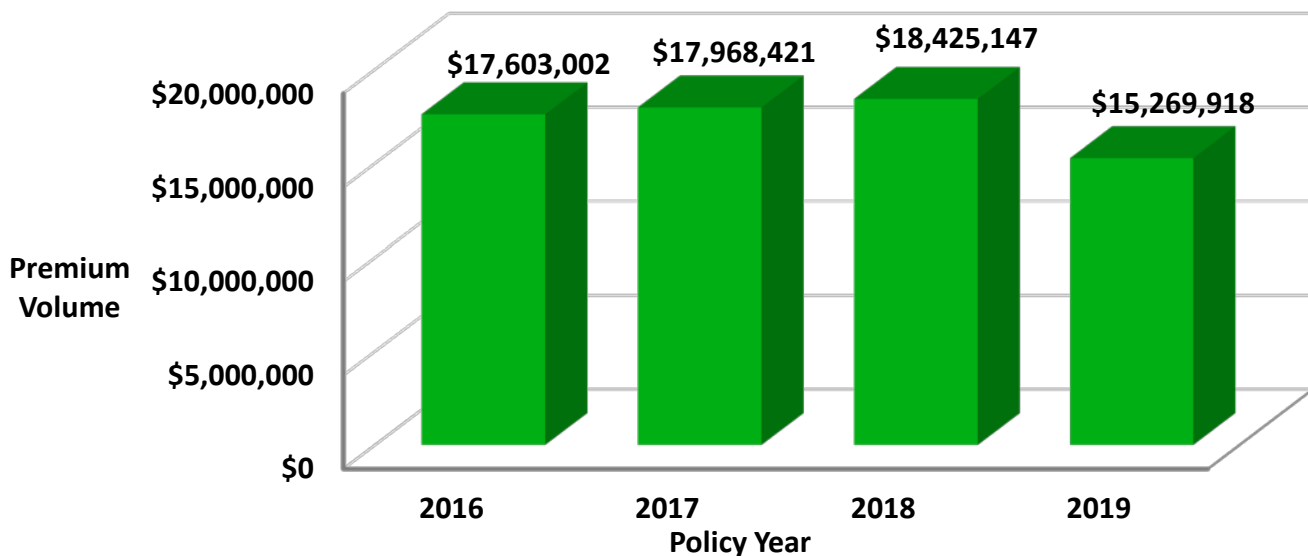
Total number of all Assigned Risk Plan policies with effective dates during the calendar period listed above.



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	2,231	64.2%	\$2,445,254	16.0%	\$1,096
\$2500–4999	549	15.8%	\$1,961,676	12.9%	\$3,573
\$5000–9999	372	10.7%	\$2,566,650	16.8%	\$6,899
\$10000–19999	195	5.6%	\$2,697,929	17.7%	\$13,835
\$20000–49999	103	3.0%	\$3,032,602	19.9%	\$29,442
\$50000–99999	20	0.6%	\$1,380,361	9.0%	\$69,018
\$100000–199999	3	0.1%	\$389,438	2.6%	\$129,812
\$200000 +	3	0.1%	\$796,008	5.2%	\$265,336
Total	3,476	100.0%	\$15,269,918	100.0%	\$4,393

First Quarter 2018 Data for Comparison

Premium Interval	Policy Count	% of Total Policies	Total State Premium	% of Total Premium	Average Premium
\$0–2499	2,301	64.3%	\$2,419,377	13.1%	\$1,051
\$2500–4999	552	15.4%	\$2,008,150	10.9%	\$3,637
\$5000–9999	341	9.5%	\$2,413,597	13.1%	\$7,078
\$10000–19999	226	6.3%	\$3,162,786	17.2%	\$13,994
\$20000–49999	107	3.0%	\$3,197,396	17.4%	\$29,882
\$50000–99999	32	0.9%	\$2,144,967	11.6%	\$67,030
\$100000–199999	15	0.4%	\$1,825,429	9.9%	\$121,695
\$200000 +	5	0.1%	\$1,253,445	6.8%	\$250,689
Total	3,579	100.0%	\$18,425,147	100.0%	\$5,148



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	464	13.4%
2	5474	Painting NOC & Shop Operations, Drivers	277	8.0%
3	5551	Roofing-All Kinds & Drivers	220	6.3%
4	5437	Carpentry-Installation of Cabinet Work or Interior Trim	157	4.5%
5	9014	Janitorial Services By Contractors-No Window Cleaning Above Ground Level & Drivers	138	4.0%
6	5445	Wallboard, Sheetrock, Drywall, Plasterboard, or Cement Board Installation - Within Buildings & Drivers	114	3.3%
7	5022	Masonry NOC	94	2.7%
8	7219	Trucking - NOC-All Employees & Drivers	80	2.3%
9	5604	Construction – Executives, Supervisors, or Foremen Overseeing Jobsites - Not Performing Actual Construction Work	68	2.0%
10	6217	Excavation & Drivers	65	1.9%

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	5645	Carpentry Construction of Residential Dwellings Not Exceeding Three Stories In Height	\$1,636,281	10.7%
2	5551	Roofing-All Kinds & Drivers	\$953,386	6.2%
3	7219	Trucking - NOC-All Employees & Drivers	\$921,834	6.0%
4	5474	Painting NOC & Shop Operations, Drivers	\$856,443	5.6%
5	5445	Wallboard, Sheetrock, Drywall, Plasterboard, or Cement Board Installation - Within Buildings & Drivers	\$437,735	2.9%
6	5437	Carpentry-Installation of Cabinet Work or Interior Trim	\$387,850	2.5%
7	8835	Home, Public, and Traveling Healthcare - All Employees	\$361,756	2.4%
8	5022	Masonry NOC	\$336,137	2.2%
9	5213	Concrete Construction NOC	\$302,667	2.0%
10	2174	Tobacco Rehandling Or Warehousing	\$300,289	2.0%



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.