



# Vermont Residual Market State Activity Report

Second Quarter 2020



## Executive Summary

NCCI, as Pool and Plan Administrator of the Vermont Workers Compensation Insurance Plan, is pleased to provide the Second Quarter 2020 *Vermont 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 Vermont Plan. Residual Market demographics contained in this report include:

## Table of Contents

Residual Market Demographics	
Residual Market Total Policies and Premium in Force .....	1
Vermont Residual Market Reinsurance Pool Booked Loss Ratio .....	2
Vermont Residual Market Reinsurance Pool Ultimate Net Written Premium .....	2
Vermont Residual Market Reinsurance Pool Net Operating Results .....	3
Collections/Indemnification .....	4
Voluntary Coverage Assistance Program .....	5
Total Applications Bound .....	6
Total Application Premium Bound .....	6
Residual Market Total Policy Counts .....	7
Residual Market Total Premium Volume .....	7
Total Premium Distribution by Size of Risk .....	8
Residual Market Top 10 Classification Codes by Policy Count .....	9
Residual Market Top 10 Classification Codes by Premium Volume .....	9
Glossary of Terms .....	10

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

© Copyright 2020 National Council on Compensation Insurance, Inc. This material is owned by NCCI and is protected by copyright law. NCCI will seek all appropriate legal remedies for the unauthorized use, sale, reproduction, distribution, preparation of derivative works, transfer or assignment of this material, or any part thereof. NCCI makes no representation or warranty, express or implied, as to any matter whatsoever, including but not limited to the accuracy of any information, product, or service furnished hereunder. The recipient of this material is subject to any license agreement that governs the use of this information and subscribes to and utilizes the information “as is.”



## Residual Market Demographics

### Residual Market Total Policies and Premium in Force

As of June 30, 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.

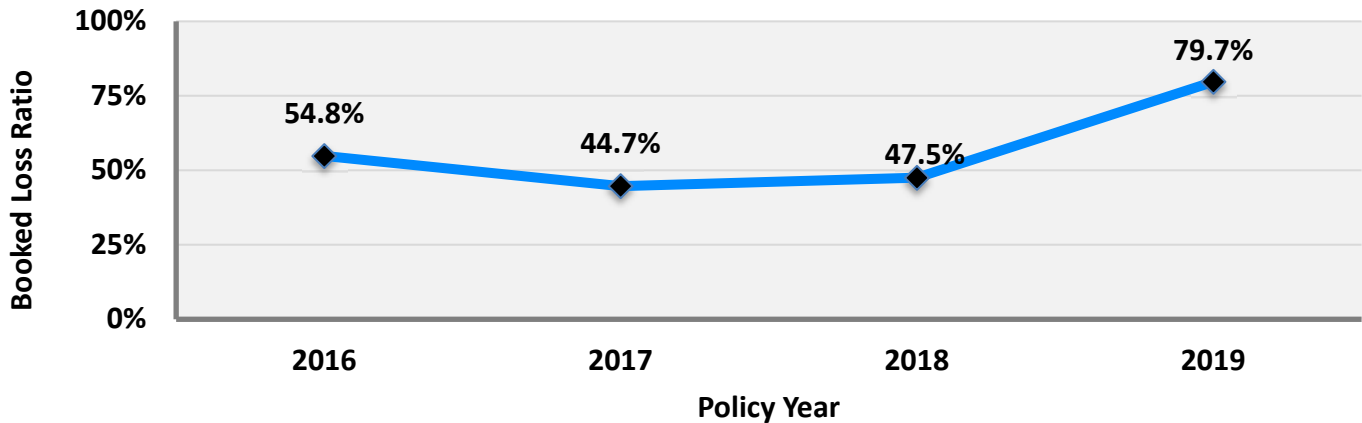
	2020	2019	2020 vs. 2019 #	2020 vs. 2019 %
<b>Policy Count</b>	2,740	3,043	-303	-10.0%
<b>Premium Volume</b>	\$14,036,204	\$15,758,551	-\$1,722,347	-10.9%



## Residual Market Demographics

### Vermont Residual Market Reinsurance Pool Booked Loss Ratio Policy Year Financial Results through 1st Quarter 2020 for 2019 and prior years\*

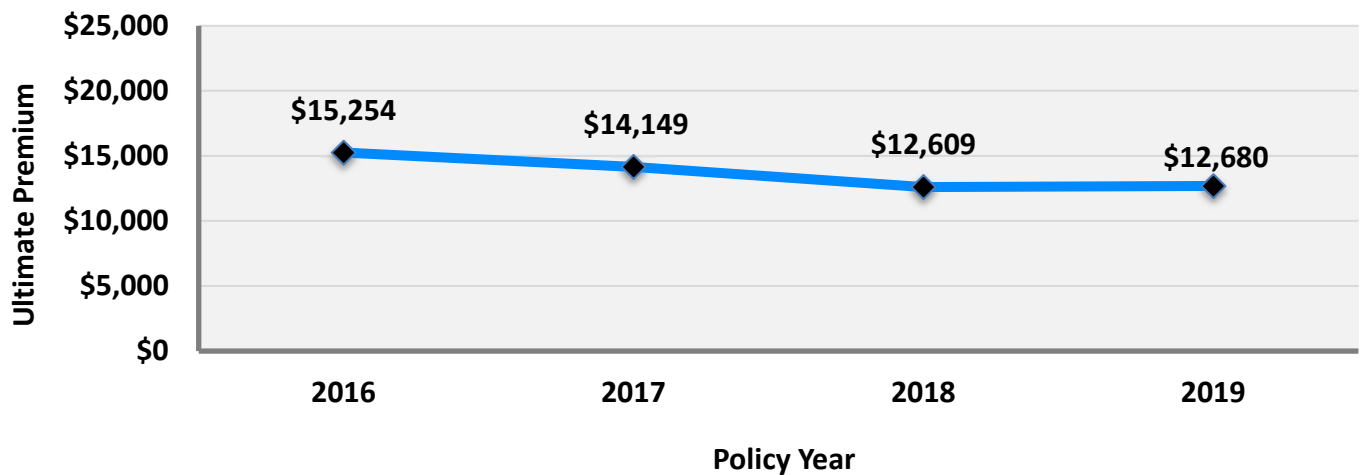
The ratio of total incurred losses to total earned premiums in a given period, in this state, expressed as a percentage.



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

#### Policy Year Financial Results through 1st 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.



\*2nd Quarter 2020 data will be available the end of October 2020 due to the timing of data reporting

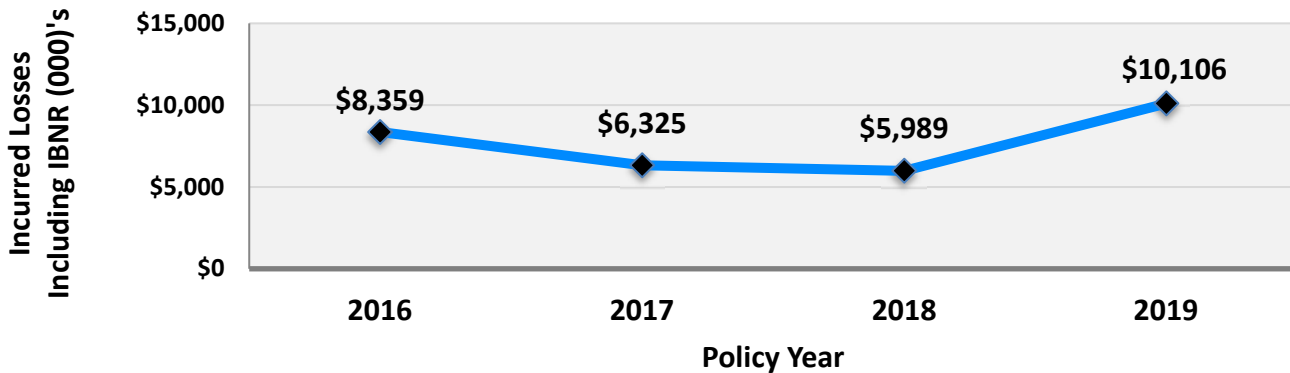


## Residual Market Demographics

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

#### Policy Year Financial Results through 1st Quarter 2020 for 2019 and prior years\*

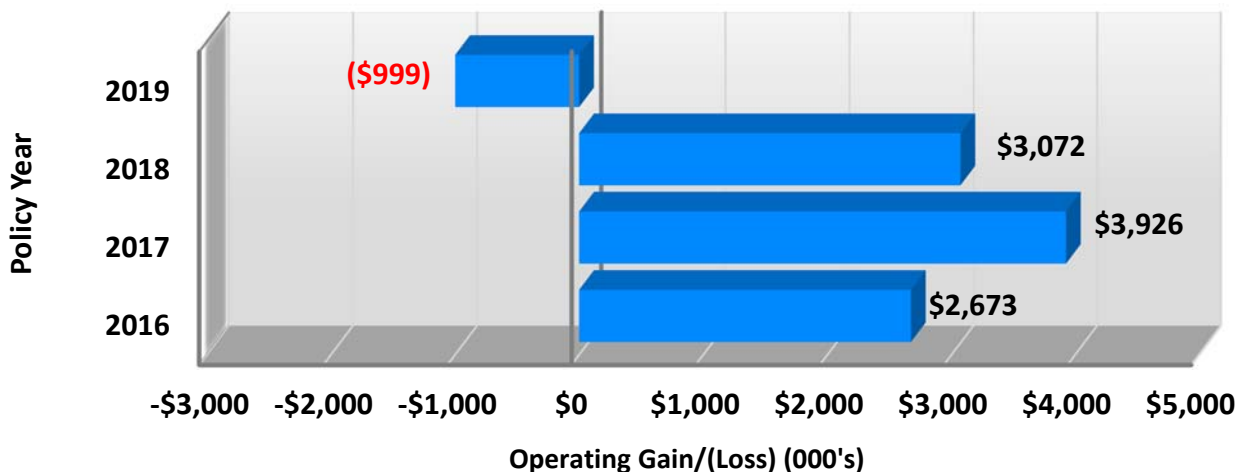
Policy year incurred losses reflect paid losses, case reserves and IBNR reserves for policies written in a particular policy year in that state.



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

#### Policy Year Financial Results through 1st 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.



\*2nd Quarter 2020 data will be available the end of October 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 Vermont for Policy Years 2016-2020, obtained through NP-4 and NP-5 reports including traumatic and black lung claims, evaluated through 1st Quarter 2020.

Policy Year	Gross Written Premium	Uncollectible Premium	Percentage
2016	\$15,409,435	\$155,325	1.0%
2017	\$14,239,977	\$90,891	0.6%
2018	\$12,807,914	\$73,807	0.6%
2019	\$12,458,843	*	N/A
2020	\$2,231,033	*	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 Second Quarter Data through June 30, 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 Second Quarter 2020.

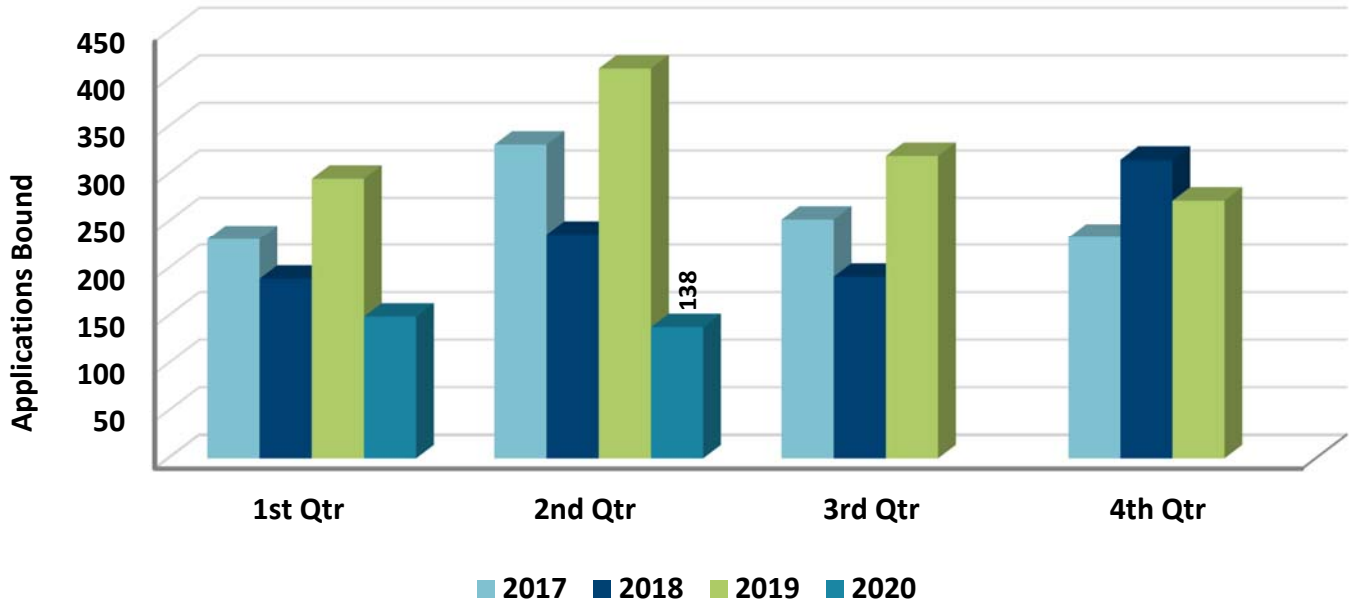
Number of Applications Reviewed by <b>VCAP<sup>®</sup> Service</b>	173
Number of <b>VCAP<sup>®</sup> Service</b> Matches	134
<b>VCAP<sup>®</sup> Service</b> Offers as a % of Matches	27.61%
Number of Confirmed <b>VCAP<sup>®</sup> Service</b> Policies	34
Confirmed <b>VCAP<sup>®</sup> Service</b> Policies as a % of Applications Reviewed	19.65%
Savings as a % of Redirected Assigned Risk Premium	1.82%



## Residual Market Demographics

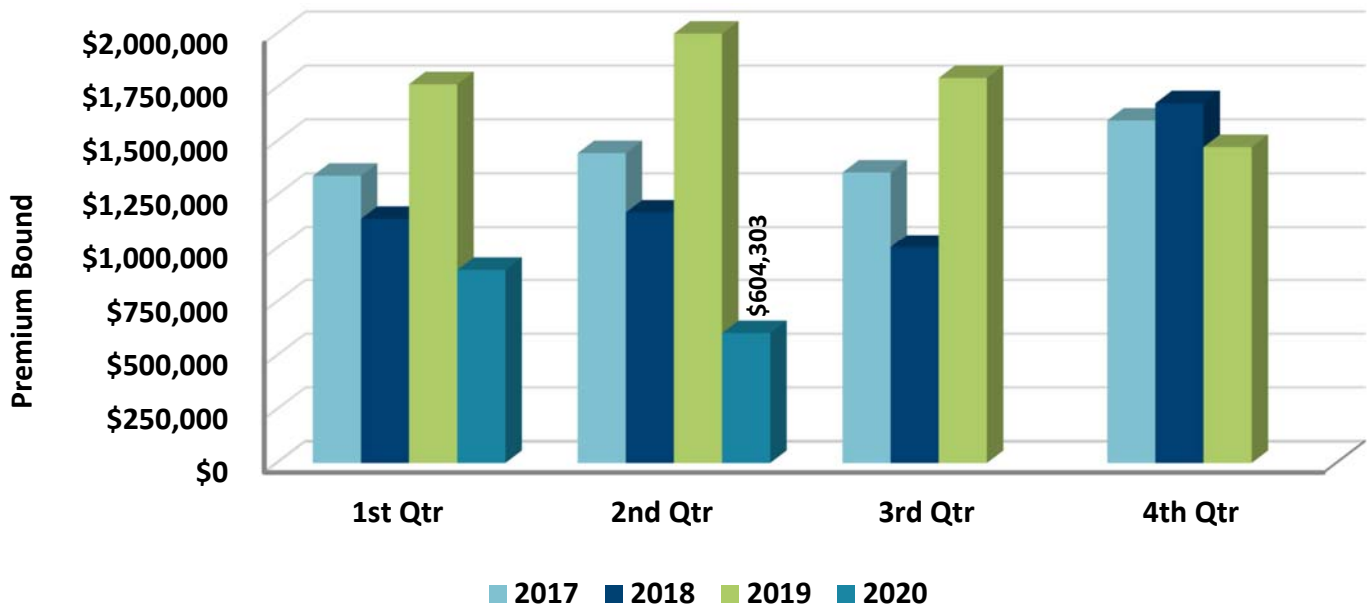
### Total Applications Bound — 2017 vs. 2018 vs. 2019 vs. 2020

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).





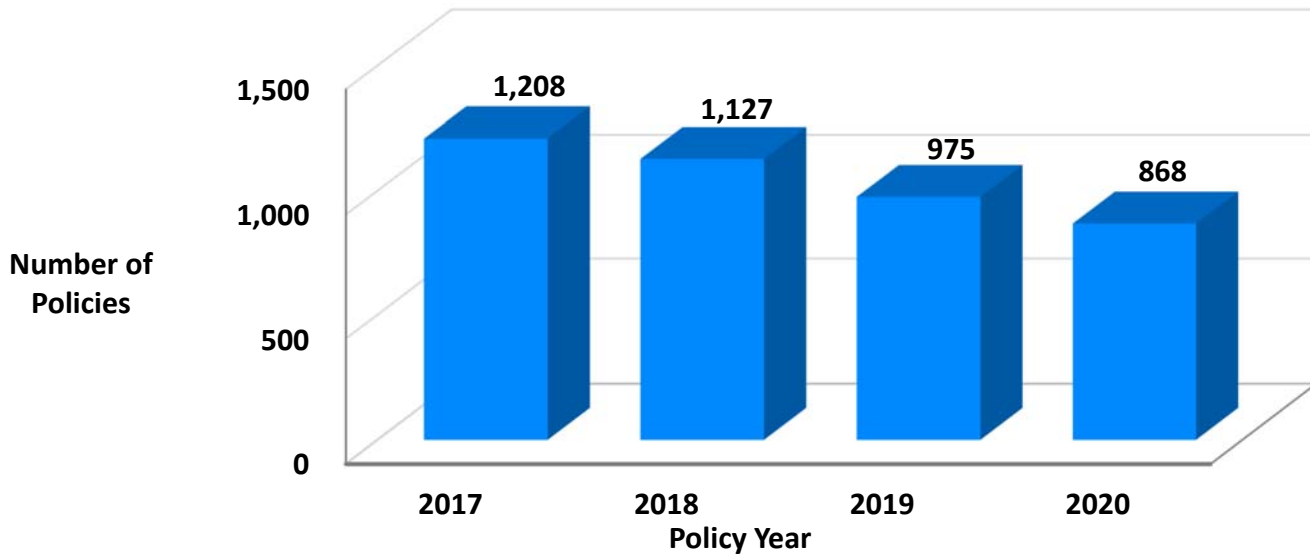


## Residual Market Demographics

### Residual Market Total Policy Counts

#### Second Quarter Data for Policies Reported through June 30, 2020

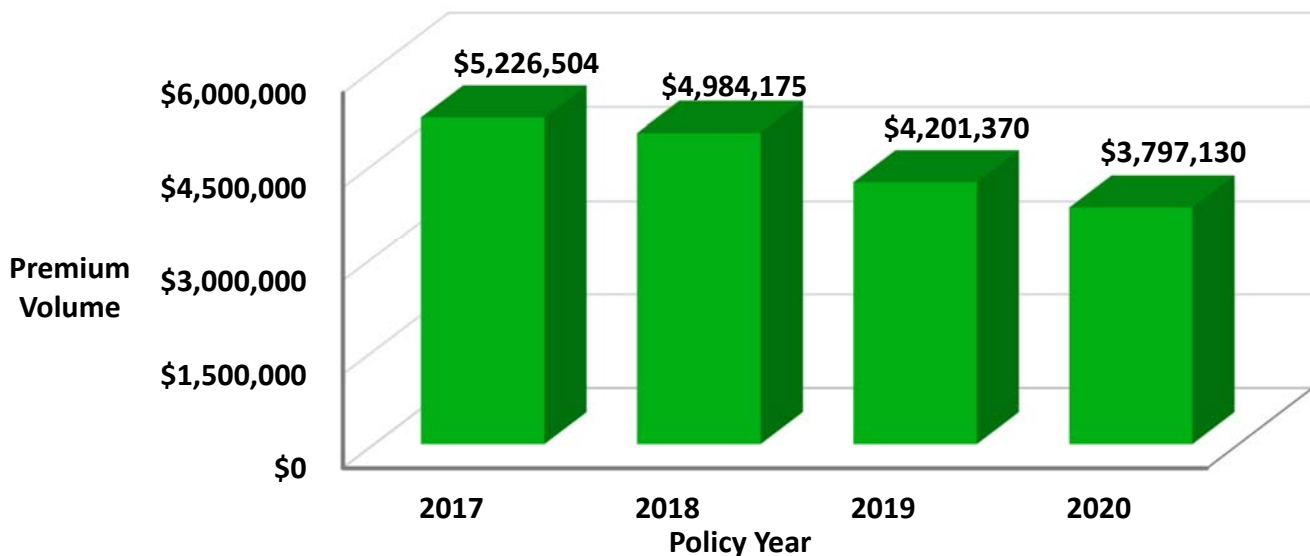
Total number of all Assigned Risk Plan policies with effective dates during the calendar period listed above.



### Residual Market Total Premium Volume

#### Second Quarter Data Reported through June 30, 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

#### Second Quarter Data Reported through June 30, 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	546	62.9	682,878	18.0	1,251
\$2500–4999	140	16.1	491,542	12.9	3,511
\$5000–9999	86	9.9	616,756	16.2	7,172
\$10000–19999	65	7.5	880,934	23.2	13,553
\$20000–49999	28	3.2	902,933	23.8	32,248
\$50000–99999	3	0.3	222,087	5.8	74,029
\$100000–199999	0	0.0	0	0.0	0
\$200000 +	0	0.0	0	0.0	0
Total	868	100.0	3,797,130	100.0	4,375

### Second Quarter 2019 Data for Comparison

Premium Interval	Policy Count	% of Total Policies	Total State Premium \$	% of Total Premium	Average Premium \$
\$0–2499	622	63.8	708,934	16.9	1,140
\$2500–4999	155	15.9	561,278	13.4	3,621
\$5000–9999	100	10.3	710,672	16.9	7,107
\$10000–19999	52	5.3	707,337	16.8	13,603
\$20000–49999	42	4.3	1,222,258	29.1	29,101
\$50000–99999	4	0.4	290,891	6.9	72,723
\$100000–199999	0	0.0	0	0.0	0
\$200000 +	0	0.0	0	0.0	0
Total	975	100.0	4,201,370	100.0	4,309



## Residual Market Demographics

### Residual Market Top 10 Classification Codes by Policy Count Second Quarter Data Reported through June 30, 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	107	12.3
2	5551 - Roofing-All Kinds & Drivers	38	4.4
3	9102 - Park NOC-All Employees & Drivers	37	4.3
4	6217 - Excavation & Drivers	36	4.1
5	5474 - Painting NOC & Shop Operations, Drivers	29	3.3
6	0036 - Farm: Dairy & Drivers	25	2.9
7	7219 - Trucking - NOC-All Employees & Drivers	23	2.6
8	0042 - Landscape Gardening & Drivers	22	2.5
9	0908 - Domestic Workers-Residences-Part Time	20	2.3
10	8810 - Clerical Office Employees NOC	19	2.2

### Residual Market Top 10 Classification Codes by Premium Volume Second Quarter Data Reported through June 30, 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	5645 - Carpentry Construction Of Residential Dwellings Not Exceeding Three Stories In Height	515,402	13.6
2	5551 - Roofing-All Kinds & Drivers	259,764	6.8
3	0036 - Farm: Dairy & Drivers	155,919	4.1
4	6217 - Excavation & Drivers	150,558	4.0
5	7219 - Trucking - NOC-All Employees & Drivers	134,087	3.5
6	0106 - Tree Pruning, Spraying, Repairing - All Operations & Drivers	128,719	3.4
7	8380 - Automobile Service Or Repair Center & Drivers	123,763	3.3
8	9102 - Park NOC-All Employees & Drivers	114,295	3.0
9	5022 - Masonry NOC	80,166	2.1
10	7705 - Ambulance Service Companies And Ems (Emergency Medical Service) Providers & Drivers	77,773	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<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.