

RETRO QUARTERLY REPORT 03/22/2021
GROUP SUMMARY RESULTS

| Organization Name | Coverage Year | <i>Projected results as of 03-22-2021 quarterly report</i> | | | | | |
|--|---------------|--|-------------------------|-----------------------|-----|------------------|------------|
| | | Standard Premium | Projected Retro Premium | Refund / (Assessment) | | Developed Losses | Loss Ratio |
| | | | | \$ | % | | |
| 501(C) Agencies Trust | 10-01-2019 | \$9,215,227 | \$8,029,076 | \$1,186,151 | 13% | \$6,615,908 | 72% |
| 501(C) Agencies Trust | 10-01-2018 | \$10,409,524 | \$7,596,461 | \$2,813,063 | 27% | \$6,214,418 | 60% |
| 501(C) Agencies Trust | 10-01-2017 | \$11,826,904 | \$9,716,522 | \$2,110,382 | 18% | \$8,014,970 | 68% |
| Archbright | 07-01-2019 | \$41,884,948 | \$38,145,262 | \$3,739,686 | 9% | \$32,581,745 | 78% |
| Archbright | 07-01-2018 | \$49,290,061 | \$43,140,896 | \$6,149,165 | 12% | \$36,847,781 | 75% |
| Archbright | 07-01-2017 | \$51,380,058 | \$38,308,182 | \$13,071,876 | 25% | \$32,883,055 | 64% |
| Archbright – WRPS | 01-01-2019 | \$3,181,224 | \$2,225,515 | \$955,709 | 30% | \$1,813,452 | 57% |
| Archbright – WRPS | 01-01-2018 | \$2,917,132 | \$1,798,950 | \$1,118,182 | 38% | \$1,104,537 | 38% |
| Associated Builders & Contractors – Inland Pacific Chapter | 07-01-2018 | \$4,916,337 | \$4,750,939 | \$165,398 | 3% | \$3,722,542 | 76% |
| Associated Builders & Contractors – Inland Pacific Chapter | 07-01-2017 | \$5,394,925 | \$4,277,437 | \$1,117,488 | 21% | \$3,317,382 | 61% |
| Associated Builders & Contractors of Western WA | 07-01-2019 | \$25,745,046 | \$17,923,293 | \$7,821,753 | 30% | \$14,536,770 | 56% |
| Associated Builders & Contractors of Western WA | 07-01-2018 | \$24,850,371 | \$18,950,324 | \$5,900,047 | 24% | \$15,455,423 | 62% |
| Associated Builders & Contractors of Western WA | 07-01-2017 | \$25,728,717 | \$14,886,202 | \$10,842,515 | 42% | \$11,910,108 | 46% |
| Associated General Contractors | 07-01-2019 | \$65,773,849 | \$45,258,061 | \$20,515,788 | 31% | \$36,717,346 | 56% |
| Associated General Contractors | 07-01-2018 | \$68,559,442 | \$45,645,191 | \$22,914,251 | 33% | \$36,948,702 | 54% |
| Associated General Contractors | 07-01-2017 | \$71,563,149 | \$38,684,737 | \$32,878,412 | 46% | \$30,813,583 | 43% |
| Association of WA Business – Facilities, Property Management | 10-01-2019 | \$11,946,426 | \$9,583,241 | \$2,363,185 | 20% | \$7,997,842 | 67% |
| Association of WA Business – Facilities, Property Management | 10-01-2018 | \$13,528,402 | \$10,513,935 | \$3,014,467 | 22% | \$8,831,468 | 65% |
| Association of WA Business – Facilities, Property Management | 10-01-2017 | \$13,896,291 | \$12,116,925 | \$1,779,366 | 13% | \$10,262,821 | 74% |
| Association of WA Business – Hospitality | 10-01-2019 | \$4,918,021 | \$3,808,676 | \$1,109,345 | 23% | \$3,171,476 | 64% |
| Association of WA Business – Hospitality | 10-01-2018 | \$6,615,720 | \$5,692,640 | \$923,080 | 14% | \$4,726,936 | 71% |
| Association of WA Business – Hospitality | 10-01-2017 | \$7,778,687 | \$5,722,858 | \$2,055,829 | 26% | \$4,821,855 | 62% |
| Association of WA Business – Manufacturing | 01-01-2019 | \$9,364,762 | \$5,175,605 | \$4,189,157 | 45% | \$4,211,118 | 45% |
| Association of WA Business – Manufacturing | 01-01-2018 | \$12,459,591 | \$5,986,325 | \$6,473,266 | 52% | \$4,789,235 | 38% |

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| | | | | \$ | % | | |
| Association of WA Business – Retail, Wholesale, Services | 10-01-2019 | \$13,563,974 | \$10,476,978 | \$3,086,996 | 23% | \$8,846,262 | 65% |
| Association of WA Business – Retail, Wholesale, Services | 10-01-2018 | \$16,275,810 | \$14,208,179 | \$2,067,631 | 13% | \$12,078,172 | 74% |
| Association of WA Business – Retail, Wholesale, Services | 10-01-2017 | \$18,615,542 | \$14,628,841 | \$3,986,701 | 21% | \$12,364,341 | 66% |
| AWC Retro (Association of WA Cities) | 01-01-2019 | \$18,404,256 | \$15,097,021 | \$3,307,235 | 18% | \$11,730,618 | 64% |
| AWC Retro (Association of WA Cities) | 01-01-2018 | \$18,925,461 | \$16,560,692 | \$2,364,769 | 12% | \$12,912,450 | 68% |
| Building Industry Association of WA | 07-01-2019 | \$70,200,278 | \$44,852,599 | \$25,347,679 | 36% | \$37,451,019 | 53% |
| Building Industry Association of WA | 07-01-2018 | \$76,581,067 | \$48,257,419 | \$28,323,648 | 37% | \$40,253,487 | 53% |
| Building Industry Association of WA | 07-01-2017 | \$82,971,481 | \$47,516,003 | \$35,455,478 | 43% | \$39,343,751 | 47% |
| Greater Vancouver Chamber of Commerce – Manufacturing | 07-01-2019 | \$2,335,350 | \$1,381,421 | \$953,929 | 41% | \$860,450 | 37% |
| Greater Vancouver Chamber of Commerce – Manufacturing | 07-01-2018 | \$2,388,726 | \$2,666,757 | (\$278,031) | -12% | \$2,172,353 | 91% |
| Greater Vancouver Chamber of Commerce – Manufacturing | 07-01-2017 | \$2,450,782 | \$2,196,025 | \$254,757 | 10% | \$1,404,287 | 57% |
| Greater Vancouver Chamber of Commerce – Retail | 10-01-2017 | \$1,065,061 | \$861,829 | \$203,232 | 19% | \$492,045 | 46% |
| LeadingAge WA | 07-01-2019 | \$6,924,956 | \$7,766,569 | (\$841,613) | -12% | \$6,640,381 | 96% |
| LeadingAge WA | 07-01-2018 | \$7,568,718 | \$8,372,995 | (\$804,277) | -11% | \$7,088,481 | 94% |
| LeadingAge WA | 07-01-2017 | \$8,840,313 | \$5,733,823 | \$3,106,490 | 35% | \$4,715,669 | 53% |
| Life Science WA | 07-01-2019 | \$2,896,636 | \$1,014,732 | \$1,881,904 | 65% | \$707,137 | 24% |
| Life Science WA | 07-01-2018 | \$3,018,665 | \$2,042,490 | \$976,175 | 32% | \$1,506,444 | 50% |
| Life Science WA | 07-01-2017 | \$2,897,783 | \$1,090,396 | \$1,807,387 | 62% | \$760,840 | 26% |
| Master Builders Association – GRIP | 07-01-2019 | \$47,125,766 | \$30,450,312 | \$16,675,454 | 35% | \$25,604,974 | 54% |
| Master Builders Association – GRIP | 07-01-2018 | \$56,252,691 | \$38,183,555 | \$18,069,136 | 32% | \$32,217,739 | 57% |
| Master Builders Association – GRIP | 07-01-2017 | \$59,153,274 | \$36,351,899 | \$22,801,375 | 39% | \$30,455,382 | 51% |
| Northwest District Council of the Assemblies of God | 07-01-2019 | \$868,737 | \$879,143 | (\$10,406) | -1% | \$557,973 | 64% |
| Northwest District Council of the Assemblies of God | 07-01-2018 | \$1,039,597 | \$939,534 | \$100,063 | 10% | \$599,906 | 58% |
| Northwest District Council of the Assemblies of God | 07-01-2017 | \$1,146,765 | \$740,687 | \$406,078 | 35% | \$463,507 | 40% |
| PITB – Distillation, Chemicals, Food | 01-01-2019 | \$12,502,826 | \$13,247,743 | (\$744,917) | -6% | \$13,263,111 | 106% |
| PITB – Distillation, Chemicals, Food | 01-01-2018 | \$11,823,767 | \$12,593,508 | (\$769,741) | -7% | \$10,420,892 | 88% |

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| | | | | \$ | % | | |
| PITB – Manufacturing, Processing | 01-01-2019 | \$6,186,242 | \$5,003,353 | \$1,182,889 | 19% | \$3,907,223 | 63% |
| PITB – Manufacturing, Processing | 01-01-2018 | \$16,920,087 | \$13,676,483 | \$3,243,604 | 19% | \$11,373,660 | 67% |
| PITB – Transporation, Warehouse, Facilities | 07-01-2019 | \$24,312,089 | \$15,798,487 | \$8,513,602 | 35% | \$13,212,796 | 54% |
| PITB – Transporation, Warehouse, Facilities | 07-01-2018 | \$26,458,963 | \$20,408,164 | \$6,050,799 | 23% | \$17,258,529 | 65% |
| PITB – Transporation, Warehouse, Facilities | 07-01-2017 | \$26,941,676 | \$19,528,110 | \$7,413,566 | 28% | \$16,451,766 | 61% |
| SMART 'A' Team | 07-01-2019 | \$40,419,685 | \$22,908,724 | \$17,510,961 | 43% | \$19,071,084 | 47% |
| SMART 'A' Team | 07-01-2018 | \$44,210,234 | \$32,508,555 | \$11,701,679 | 26% | \$27,572,027 | 62% |
| SMART 'A' Team | 07-01-2017 | \$49,316,600 | \$31,921,834 | \$17,394,766 | 35% | \$26,671,878 | 54% |
| SMART Advantage | 01-01-2019 | \$10,136,192 | \$6,888,423 | \$3,247,769 | 32% | \$5,665,415 | 56% |
| SMART Advantage | 01-01-2018 | \$11,301,885 | \$7,072,254 | \$4,229,631 | 37% | \$5,689,450 | 50% |
| SMART Dream Team | 07-01-2019 | \$28,140,697 | \$13,687,553 | \$14,453,144 | 51% | \$11,140,464 | 40% |
| SMART Dream Team | 07-01-2018 | \$34,799,759 | \$19,330,475 | \$15,469,284 | 44% | \$16,065,396 | 46% |
| SMART Dream Team | 07-01-2017 | \$35,897,003 | \$21,235,800 | \$14,661,203 | 41% | \$17,754,618 | 49% |
| Southwest WA Contractors Association | 07-01-2019 | \$1,631,989 | \$1,405,237 | \$226,752 | 14% | \$668,235 | 41% |
| Southwest WA Contractors Association | 07-01-2018 | \$1,760,783 | \$1,007,416 | \$753,367 | 43% | \$477,271 | 27% |
| Southwest WA Contractors Association | 07-01-2017 | \$1,942,666 | \$504,408 | \$1,438,258 | 74% | \$190,405 | 10% |
| State of WA Department of Enterprise Services | 07-01-2019 | \$2,280,311 | \$1,503,565 | \$776,746 | 34% | \$1,115,801 | 49% |
| State of WA Department of Enterprise Services | 07-01-2018 | \$2,334,216 | \$1,985,803 | \$348,413 | 15% | \$1,496,797 | 64% |
| State of WA Department of Enterprise Services | 07-01-2017 | \$2,562,428 | \$1,393,807 | \$1,168,621 | 46% | \$800,279 | 31% |
| Thurston County Chamber of Commerce | 10-01-2019 | \$879,588 | \$1,050,980 | (\$171,392) | -19% | \$1,144,772 | 130% |
| Thurston County Chamber of Commerce | 10-01-2018 | \$1,424,540 | \$1,131,668 | \$292,872 | 21% | \$763,687 | 54% |
| Thurston County Chamber of Commerce | 10-01-2017 | \$1,416,323 | \$1,330,483 | \$85,840 | 6% | \$905,784 | 64% |
| Towing & Recovery Association of WA | 10-01-2019 | \$1,031,971 | \$1,232,277 | (\$200,306) | -19% | \$1,650,181 | 160% |
| Towing & Recovery Association of WA | 10-01-2018 | \$1,102,762 | \$1,184,579 | (\$81,817) | -7% | \$816,037 | 74% |
| Towing & Recovery Association of WA | 10-01-2017 | \$1,220,312 | \$1,301,742 | (\$81,430) | -7% | \$682,841 | 56% |

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| Tri City Construction Council | 07-01-2019 | \$5,138,430 | \$3,625,024 | \$1,513,406 | 29% | \$2,894,710 | 56% |
| Tri City Construction Council | 07-01-2018 | \$5,060,165 | \$4,302,388 | \$757,777 | 15% | \$3,474,330 | 69% |
| Tri City Construction Council | 07-01-2017 | \$5,584,450 | \$4,191,890 | \$1,392,560 | 25% | \$3,495,676 | 63% |
| Vigilant | 07-01-2019 | \$22,989,518 | \$18,886,690 | \$4,102,828 | 18% | \$15,454,805 | 67% |
| Vigilant | 07-01-2018 | \$28,196,306 | \$18,144,377 | \$10,051,929 | 36% | \$15,142,439 | 54% |
| Vigilant | 07-01-2017 | \$27,961,550 | \$23,961,821 | \$3,999,729 | 14% | \$20,604,623 | 74% |
| WA Association of Sewer & Water Districts | 07-01-2019 | \$1,144,658 | \$1,244,383 | (\$99,725) | -9% | \$617,196 | 54% |
| WA Association of Sewer & Water Districts | 07-01-2018 | \$1,185,712 | \$1,289,015 | (\$103,303) | -9% | \$773,033 | 65% |
| WA Association of Sewer & Water Districts | 07-01-2017 | \$1,152,354 | \$486,762 | \$665,592 | 58% | \$199,382 | 17% |
| WA Food Industry Association | 07-01-2019 | \$18,121,169 | \$15,652,552 | \$2,468,617 | 14% | \$13,454,815 | 74% |
| WA Food Industry Association | 07-01-2018 | \$18,491,660 | \$12,803,137 | \$5,688,523 | 31% | \$10,815,132 | 58% |
| WA Food Industry Association | 07-01-2017 | \$19,099,460 | \$14,172,139 | \$4,927,321 | 26% | \$12,171,513 | 64% |
| WA Health Care Association | 07-01-2019 | \$22,827,890 | \$20,460,769 | \$2,367,121 | 10% | \$17,684,439 | 77% |
| WA Health Care Association | 07-01-2018 | \$25,847,312 | \$20,103,152 | \$5,744,160 | 22% | \$17,241,899 | 67% |
| WA Health Care Association | 07-01-2017 | \$28,565,716 | \$15,996,851 | \$12,568,865 | 44% | \$13,395,672 | 47% |
| WA Hospitality Association | 01-01-2019 | \$51,232,795 | \$50,084,954 | \$1,147,841 | 2% | \$43,595,234 | 85% |
| WA Hospitality Association | 01-01-2018 | \$55,495,956 | \$41,973,141 | \$13,522,815 | 24% | \$36,042,740 | 65% |
| WA Manufacturers Council | 07-01-2019 | \$7,953,143 | \$6,630,883 | \$1,322,260 | 17% | \$5,522,114 | 69% |
| WA Manufacturers Council | 07-01-2018 | \$8,287,841 | \$5,392,479 | \$2,895,362 | 35% | \$4,422,067 | 53% |
| WA Manufacturers Council | 07-01-2017 | \$9,085,293 | \$5,163,499 | \$3,921,794 | 43% | \$4,307,807 | 47% |
| WA Manufacturers Council (WMC Platinum) | 07-01-2019 | \$5,491,333 | \$2,524,391 | \$2,966,942 | 54% | \$1,987,850 | 36% |
| WA Manufacturers Council (WMC Platinum) | 07-01-2018 | \$4,456,377 | \$3,252,200 | \$1,204,177 | 27% | \$2,543,087 | 57% |
| WA Manufacturers Council (WMC Platinum) | 07-01-2017 | \$3,493,783 | \$2,069,008 | \$1,424,775 | 41% | \$1,707,533 | 49% |
| WA Retail Association | 07-01-2019 | \$10,496,249 | \$9,782,782 | \$713,467 | 7% | \$8,367,140 | 80% |
| WA Retail Association | 07-01-2018 | \$12,021,118 | \$10,021,472 | \$1,999,646 | 17% | \$8,522,372 | 71% |
| WA Retail Association | 07-01-2017 | \$12,594,873 | \$6,407,168 | \$6,187,705 | 49% | \$5,254,103 | 42% |

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| WA Retail Association – Automotive | 07-01-2019 | \$6,235,335 | \$7,579,003 | (\$1,343,668) | -22% | \$8,164,363 | 131% |
| WA Retail Association – Automotive | 07-01-2018 | \$5,897,957 | \$6,345,566 | (\$447,609) | -8% | \$5,253,107 | 89% |
| WA Retail Association – Automotive | 07-01-2017 | \$5,269,756 | \$4,405,207 | \$864,549 | 16% | \$3,757,775 | 71% |
| WA State Auto Dealers Association | 01-01-2019 | \$23,177,838 | \$19,670,386 | \$3,507,452 | 15% | \$16,856,519 | 73% |
| WA State Auto Dealers Association | 01-01-2018 | \$24,843,340 | \$18,846,566 | \$5,996,774 | 24% | \$16,048,221 | 65% |
| WA State Farm Bureau | 07-01-2019 | \$32,940,723 | \$30,945,676 | \$1,995,047 | 6% | \$26,585,508 | 81% |
| WA State Farm Bureau | 07-01-2018 | \$37,609,252 | \$38,771,977 | (\$1,162,725) | -3% | \$33,450,884 | 89% |
| WA State Farm Bureau | 07-01-2017 | \$45,644,017 | \$43,965,849 | \$1,678,168 | 4% | \$37,897,345 | 83% |
| WA State McDonalds Operators Association | 01-01-2019 | \$3,712,726 | \$2,773,507 | \$939,219 | 25% | \$2,314,318 | 62% |
| WA State McDonalds Operators Association | 01-01-2018 | \$4,093,564 | \$2,592,113 | \$1,501,451 | 37% | \$2,139,213 | 52% |
| WA State Pharmacy Association | 04-01-2019 | \$391,245 | \$133,363 | \$257,882 | 66% | \$63,468 | 16% |
| WA State Pharmacy Association | 04-01-2018 | \$416,087 | \$68,958 | \$347,129 | 83% | \$27,811 | 7% |
| WA Trucking Associations | 01-01-2019 | \$1,966,913 | \$2,349,288 | (\$382,375) | -19% | \$1,790,163 | 91% |
| WA Trucking Associations | 01-01-2018 | \$2,308,488 | \$969,659 | \$1,338,829 | 58% | \$564,768 | 24% |