

Retro Advisory Committee

9:30 AM, Thursday, May 23, 2019
L&I HQ Auditorium, Tumwater, WA

AGENDA*

- Welcome (*All*).
- General announcements (*Brian Frisina*).
- Call to Order.
- Safety topic (*Brian*).
- Introductions (*All*).
- Updates on Master's level Therapist project and pilot (*Zach Gray*).
- Review/ approve agenda; previous minutes (*All*).
- Discuss quarterly reports review (*Tim*).
- Early case reserve project – update (*Tim*).
- Retro staff update (*Tim*).
- Retro operations update (*Retro staff*).
- Demographic data/ report folder presentation (*Tim*).
- Good of the Order (*All*).
- Adjourn (*All*).

Next meeting: Friday, August 23, 2019



OCCUPATIONAL HEALTH **BEST PRACTICES**

WORKING TOGETHER TO KEEP PEOPLE WORKING

Master's Level Therapists as Providers in WA Workers' Compensation System— Update on Progress

Retro Advisory Committee Quarterly Meeting
5/23/2019
Presented by Zachary Gray, MPH



Background

- Within workers' compensation, most injured and ill workers experience a physical injury or illness and recover fully without additional assistance related to behavioral or mental health issues
- L&I's medical provider system
 - About 27,000 approved attending providers
 - More than 1,000 mental health specialty providers (psychiatrists, psychiatric ARNPs, and psychologists)
- Currently, master's level therapists (MLTs) are not allowed to treat under a workers' compensation claim
- L&I was asked to change its rules and policy (e.g., WAC 296-21-270)

Master's Level Therapists
as Providers in the
Workers' Compensation
System



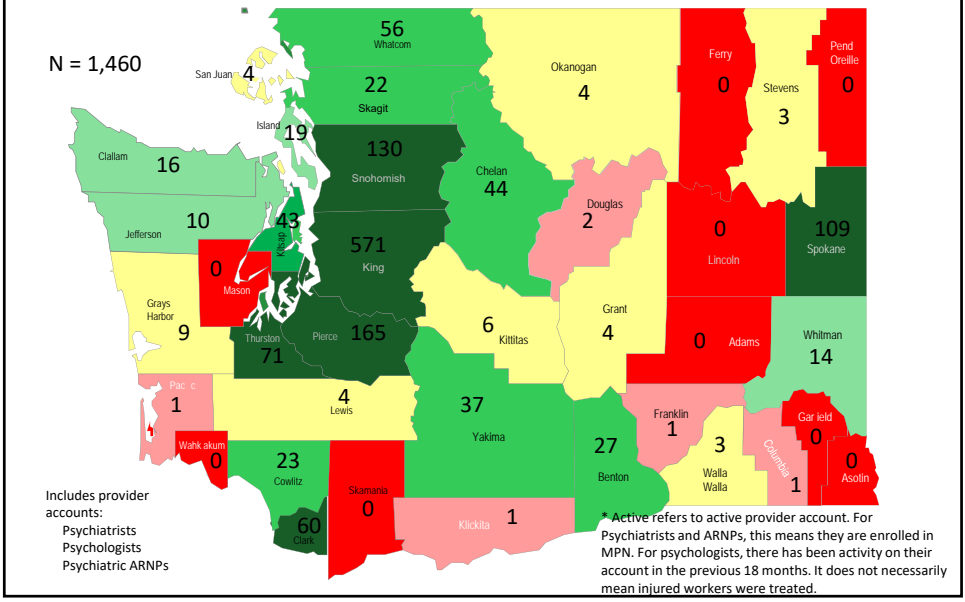
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WORKING TOGETHER TO KEEP PEOPLE WORKING

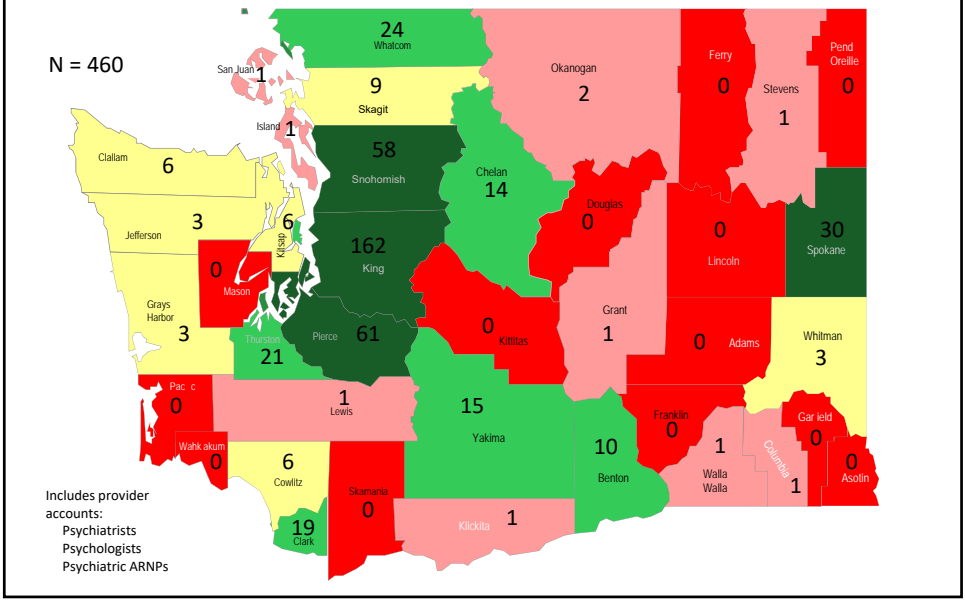
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Active* Registered L&I Psychiatric Providers (All Types) - 2018



Psychiatric Providers (All Types) Billing— 1/1/2017 to 3/23/2018



What is In Scope?

Master's Level Therapists
as Providers in the
Workers' Compensation
System

- Identify appropriate role(s) for qualified master's level therapists to treat injured workers
 - Determine qualifications, practice scope, best practices, and outcome measures
- Develop training materials for master's level therapists regarding disability prevention and management, workers' compensation, and integration with claims management, return-to-work, and vocational services
- Develop training materials and tools for internal staff (e.g., claim managers, occupational nurse consultants, provider hotline, etc.)
- Develop business requirements for integration with L&I core systems used by Claims Administration, Return-to-Work Partnerships, Office of the Medical Director, Health Services Analysis, and with Business Transformation
- Develop communications for internal and external stakeholders



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Current Proposed Coverage

Master's Level Therapists
as Providers in the
Workers' Compensation
System

- Proposed behavioral health coverage
 - Initiated by a referral from the attending provider
 - Intended to be a brief course of care with a focus on addressing psychosocial barriers that impede a worker's recovery
 - First set of visits does not require authorization (tentatively "visits" based on CPT codes 96150, 96151, 96152)
 - These are timed codes (15 min=1 unit), and no more than four units may be billed on a single date of service.
 - Documentation is required to show progress and improvement
 - If the patient is progressing, more visits can be authorized, potentially through a utilization review process
- Current mental health system will remain unchanged
 - If a mental health condition is contended, it would go through our current mental health evaluation and authorization process.
 - MLTs will be able to provide care for accepted mental health conditions



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Training and Documentation Requirements

Master's Level Therapists
as Providers in the
Workers' Compensation
System

- L&I developed training will be required for providers prior to entering system
 - Will include topics such as best practices, documentation, working within L&I and Workers' Comp
 - Currently being developed by internal staff, to be vetted through stakeholder group and content experts
- Documentation requirements are being explored and developed
 - Developing forms and documentation specific to behavioral health services, and L&I's unique requirements such as HIPAA exemption
 - Currently being developed by internal staff, to be vetted through stakeholder group and content experts



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Stakeholder Group Membership

Master's Level Therapists
as Providers in the
Workers' Compensation
System

Name	Title and Employer
Vickie Kennedy	Assistant director, Insurance Services, L&I
John Boze	Acting medical administrator, Insurance Services, L&I
Megan Soria	Project manager, Insurance Services, L&I
Kandi Wesselius	Business analyst, Insurance Services, L&I
Zach Gray	Epidemiologist, Insurance Services, L&I
Morgan Young	Associate Medical Director, Insurance Services, L&I
Karen Jost	Program manager, Insurance Services, L&I
Cheri Ward	Chief of claims, Insurance Services, L&I
Dr. Michael Harris	Psychologist, Pacific Rehabilitation Center
Dr. Duncan Hollomon	JD, PhD
Dr. Stephen Thielke	MD, Veterans Affairs
Dr. Paul Allen	Occupational Medicine Physician, Confluence Health
Dr. Lindsey Nice	PhD, LMFT, RN, Marriage and Family Therapist
Lisa Vivian	President, Eberle Vivian, Inc.
Jane Dale	Attorney, Causey Wright
Dustin Dailey	Attorney, Putnam Lieb Potvin
Amber Lewis	Lobbyist, Washington Association for Marriage and Family Therapy
Joe Kendo	Government Affairs Director, Washington State Labor Council, AFL-CIO
Sara Stewart	Lobbyist, Melanie Stewart and Associates
Melanie Stewart	Lobbyist, Melanie Stewart and Associates
Lindsey Grad	Lobbyist, SEIU Healthcare
Amira Whitehill	MA, LMFTA, Marriage and family therapist
Tammie Hetrick	Chief Operating Officer, Washington Retail Association
John Meier	President/CEO, Employer Resources Northwest
Mike Ratko	Deputy Assistant Director, Insurance Services
Tammy Fellin	Legislative Director, L&I
Michael Temple	Lobbyist, Washington State Association for Justice

Questions and Comments?



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L&I Retro Advisory Committee API Update

May 23, 2019



API Status Updates

- Infrastructure work
- Data sharing agreement
- Customer interviews
- Service development
- Security development

Retrospective Rating: Performance Adjusted Refunds for July Enrollments as of April 2019

**Retro Advisory Committee Meeting
May 23, 2019**

Nichole Runnels, Actuarial Analyst





Retrospective Rating Goal and Performance Adjusted Refund

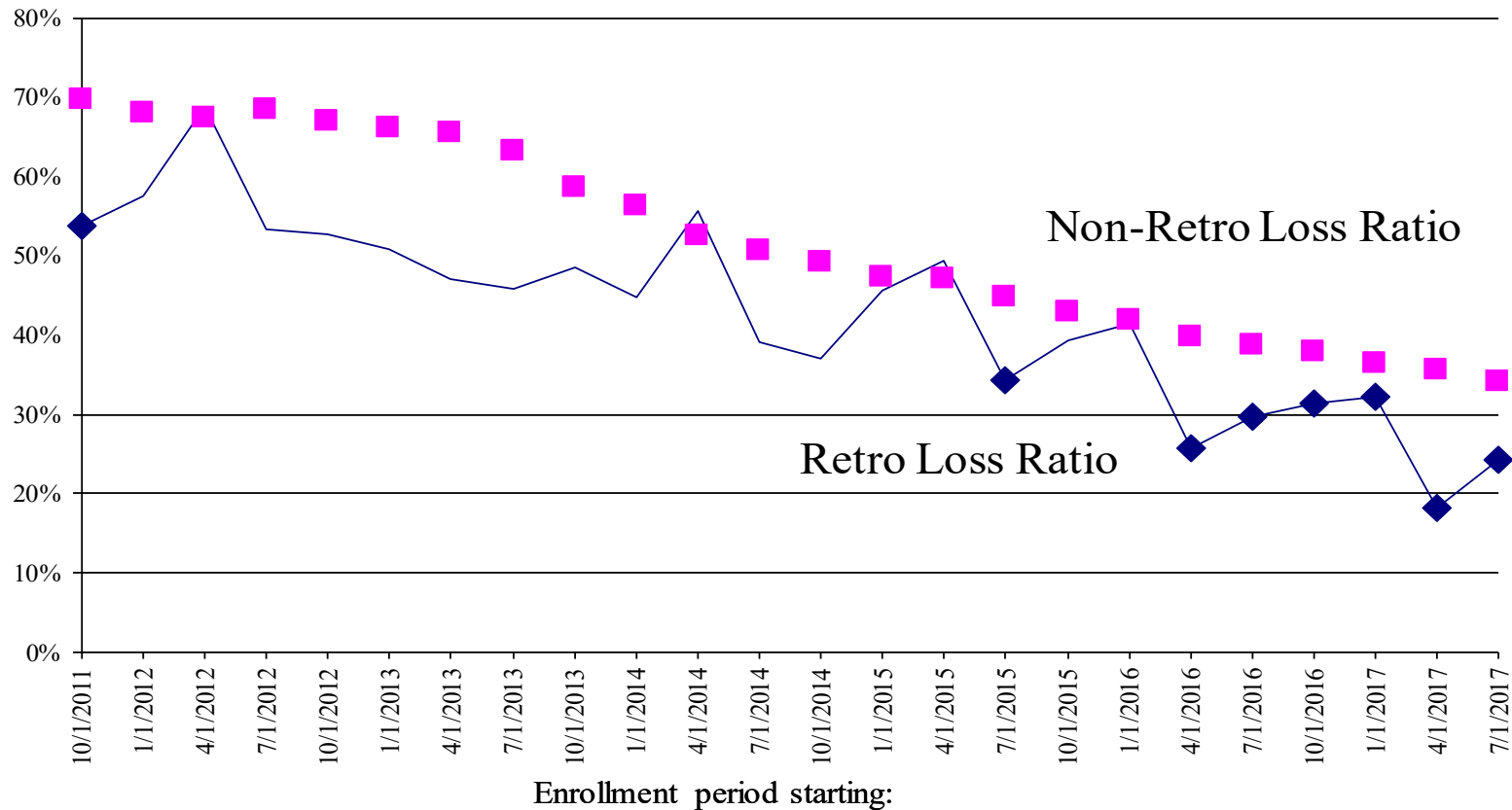
- GOAL: Retro and Non-Retro firms pay proportional share of insurance costs**

- Goal is met when Retro and Non-Retro firms have Equal overall ratio of Losses to Premiums (after refunds)

- Performance Adjusted Refund (PAR) amounts are designed to meet this goal at the time of each annual adjustment



Equalizing the Loss Ratios





Equalizing the Loss Ratios

Calculate the % Loss Ratio Difference

for each of 4 consecutive enrollment quarters leading up to and including July enrollment. Example:

Quarter 4: Enrollment beginning 7/1/17:		
	Retro	Non-retro
Losses Case Incurred	148,960,714	480,603,797
Standard Premium	613,120,857	1,410,956,216
Loss Ratio	24.30%	34.06%
Percentage Difference	28.67%	=100% - 24.30% ÷ 34.06%



Equalizing the Loss Ratios

Calculate the 4 Quarter Weighted Average % Loss Ratio Difference

4 quarters leading up to and including July enrollment:

	Retro Enrollment	Standard Premium	Loss Ratio Percentage Difference
Quarter 1	10/1/2016	75,073,455	17.13%
Quarter 2	1/1/2017	167,768,228	11.39%
Quarter 3	4/1/2017	9,049,600	48.56%
Quarter 4	7/1/2017	613,120,857	28.67%
Total		865,012,140	24.53%



Adding Interest to PAR

July 1, 2017 Enrollment
First Annual Adjustment

	Retro Enrollment	Standard Premium	Loss Ratio Percentage Difference
Quarter 1	10/1/2016	75,073,455	17.13%
Quarter 2	1/1/2017	167,768,228	11.39%
Quarter 3	4/1/2017	9,049,600	48.56%
Quarter 4	7/1/2017	613,120,857	28.67%
Total		865,012,140	24.53%
X Interest factor			X 1.0366
= Performance Adjusted Refund percentage			= 25.43%



Performance Adjusted Refund

PAR target = PAR% X 4 Quarter Standard Premiums

	Retro Enrollment	Standard Premium
Quarter 1	10/1/2016	75,068,196
Quarter 2	1/1/2017	167,657,525
Quarter 3	4/1/2017	9,048,613
Quarter 4	7/1/2017	612,216,981
Total		863,991,315
		X
Performance adjusted refund %		25.43%
		=
Performance Adjusted Refund		\$219,677,522



Calculating the July 2017 PAF

Hit the PAR target for July 2017 enrollment

			Difference from Target
Target Refund:			219,677,522
If We Tried Q4 PAF =	1.0000	Then the Refund Would Have Been	\$244,302,141
This refund would be too large. We need to use a larger PAF.			-\$24,624,619
Quarter 4 PAF=	1.0443		
	Retro Enrollment	Current PAF	Current Refund
Quarter 1	10/1/2016	1.0443	6,318,910
Quarter 2	1/1/2017	1.0443	20,013,882
Quarter 3	4/1/2017	1.0443	2,546,803
Quarter 4	7/1/2017	1.0443	190,791,807
Using this PAF we obtain			219,671,402
			\$6,120
If We Tried Q4 PAF =	1.0444	Then the Refund Would Have Been	\$219,615,838
			\$61,684
If We Tried Q4 PAF =	1.0442	Then the Refund Would Have Been	\$219,726,969
			-\$49,447

Refunds are calculated per enrollment period using the PAF shown above for estimation purposes only.



Washington State Department of Labor And Industries
Retrospective Rating

Enrollment Period Beginning:
7/1/2017
First Evaluation

Report Date: 4/23/2019

PAF: 1.0443

Association Name	Standard Premium	After ELRF & PAF		Standard Loss Ratio	Hazard Plan	Size Group	Single Loss Limit	Max Loss Ratio	Min Loss Ratio	Net Insurance Charge%	Policy Admin Expense	Incurred Loss & Expense after PAF	Net Insurance Charge		Retrospective Premium Indicated	Cumulative Refund/ (Assessment)	Ratio Refunded
		Developed Losses	Loss Ratio										after PAF	Indicated			
Subtotal - 36 Firms with Refunds	11,281,375	1,952,208	17%								485,098	3,240,915	2,106,137	5,832,150	5,449,225	48%	
Subtotal - 17 Firms with Assessments	15,197,168	13,993,263	92%								653,478	11,823,293	4,965,743	17,442,514	(2,245,346)	(15%)	
Subtotal - 53 Individual Firms	26,478,543	15,945,471	60%								1,138,576	15,064,208	7,071,880	23,274,664	3,203,879	12%	
Average Firm Size	499,595																
Archbright	51,307,681	36,448,731	71%	L	5	74	\$1 MILLION	1	0.2	0.007151	2,206,230	39,729,117	284,103	42,219,450	9,088,231	18%	
Associated Builders & Contractors - Inland Pacific Chapter	5,408,564	2,805,463	52%	L	8	71	\$550K	0.949	0	0.118782	232,568	3,057,955	363,230	3,653,753	1,754,811	32%	
Associated Builders & Contractors of Western Washington	25,620,664	13,350,457	52%	L	8	73	\$550K	1	0	0.061458	1,101,689	14,551,997	894,337	16,548,023	9,072,641	35%	
Associated General Contractors	71,277,464	29,589,670	42%	L	8	74	\$550K	0.95	0	0.060164	3,064,931	32,252,740	1,940,454	37,258,125	34,019,339	48%	
Building Industry Association of Washington	82,838,845	39,368,388	48%	L	8	74	\$800K	1	0	0.0248	3,562,070	42,911,543	1,064,206	47,537,819	35,301,026	43%	
Greater Vancouver Chamber of Commerce - Manufacturing	2,412,881	1,250,333	52%	L	5	68	\$500K	0.721	0	0.365831	103,754	1,362,863	498,578	1,965,195	447,686	19%	
LeadingAge Washington	8,840,313	5,919,261	67%	L	2	72	\$500K	0.95	0	0.041558	380,133	6,451,994	268,132	7,100,259	1,740,054	20%	
Life Science Washington	2,867,942	1,029,768	36%	L	4	69	\$380K	0.939	0.2	0.164563	123,322	1,122,446	184,713	1,430,481	1,437,461	50%	
Master Builders Association - GRIP	59,087,334	31,817,012	54%	L	8	74	\$1 MILLION	1	0	0.018434	2,540,755	34,680,543	639,301	37,860,599	21,226,735	36%	
Northwest Ministry Network of the Assemblies of God	1,161,330	644,300	55%	L	2	63	\$250K	0.775	0	0.368457	49,937	702,287	258,763	1,010,987	150,343	13%	
Pacific Inland Tariff Bureau	26,951,572	16,565,540	61%	L	7	73	\$800K	1	0	0.02438	1,158,918	18,056,439	440,216	19,655,573	7,295,999	27%	
SMART 'A' Team	49,312,670	25,846,061	52%	L	8	74	\$800K	0.998	0	0.025071	2,120,445	28,172,206	706,305	30,998,956	18,313,714	37%	
SMART Dream Team	35,876,497	19,643,236	55%	L	8	74	\$1 MILLION	1.085	0	0.017553	1,542,689	21,411,127	375,830	23,329,646	12,546,851	35%	
Southwest Washington Contractors Association	1,942,452	417,864	22%	L	8	67	\$250K	0.48	0	1.027904	83,525	455,472	468,181	1,007,178	935,274	48%	
State of Washington (DES)	2,562,428	1,055,395	41%	L	3	68	\$550K	0.928	0.4	0.148945	110,184	1,150,381	171,343	1,431,908	1,130,520	44%	
Tri-City Construction Council	5,583,515	3,725,792	67%	L	7	71	\$1 MILLION	1.1	0.35	0.037129	240,091	4,061,113	150,785	4,451,989	1,131,526	20%	
Vigilant	27,966,126	20,799,821	74%	L	5	73	\$1 MILLION	1	0	0.013377	1,202,543	22,671,805	303,281	24,177,629	3,788,497	14%	
Washington Association of Sewer & Water Districts	1,152,354	354,345	31%	L	5	63	\$275K	0.482	0	1.011773	49,551	386,236	390,783	826,570	325,784	28%	
Washington Food Industry Premier	19,098,529	11,434,364	60%	L	3	73	\$800K	1.123	0	0.006325	821,237	12,463,457	78,831	13,363,525	5,735,004	30%	
Washington Health Care Association - WHCA	28,511,003	14,886,865	52%	L	2	73	\$500K	1.068	0	0.011454	1,225,973	16,226,683	185,860	17,638,516	10,872,487	38%	
Washington Manufacturers Council	9,085,293	4,553,617	50%	L	4	72	\$550K	1.4	0.4	0.016467	390,668	4,963,443	81,733	5,435,844	3,649,449	40%	
Washington Retail Association	12,520,396	7,232,968	58%	L	3	72	\$800K	1.005	0	0.024204	538,377	7,883,935	190,823	8,613,135	3,907,261	31%	
Washington Retail Association - Automotive	5,269,756	4,242,508	81%	L	6	71	\$800K	1.205	0.45	0.020174	226,600	4,624,334	93,291	4,944,225	325,531	6%	
Washington State Farm Bureau	45,589,135	37,689,800	83%	L	4	74	\$550K	1.017	0.05	0.016826	1,960,333	41,081,882	691,244	43,733,459	1,855,676	4%	
WMC - Platinum	3,493,694	1,608,417	46%	L	5	69	\$550K	1.4	0.4	0.030928	150,229	1,753,175	54,222	1,957,626	1,536,068	44%	
Subtotal - Associations	585,738,438	332,279,976	57%								25,186,752	362,185,173	10,778,545	398,150,470	187,587,968	32%	
Total Enrollment	612,216,981	348,225,447	57%								26,325,328	377,249,381	17,850,425	421,425,134	190,791,847	31%	



Washington State Department of Labor And Industries
Retrospective Rating

Enrollment Period Beginning:
7/1/2016
Second Evaluation

Report Date: 4/23/2019

PAF: 1.0478

Association Name	Standard Premium	After ELRF & PAF Standard		Hazard Plan	Size Group	Single Loss Limit	Max Loss Ratio	Min Loss Ratio	Net Insurance Charge%	Policy Admin Expense	Incurred Loss & Expense after PAF	Net Insurance Charge after PAF	Retrospective Premium Indicated	Cumulative Refund/ (Assessment)	Ratio Refunded (Assessed)
		Developed Losses	Loss Ratio												
Subtotal - 38 Firms with Refunds	26,070,256	12,016,557	46%							1,251,114	13,530,680	4,174,233	18,956,027	7,114,229	27%
Subtotal - 23 Firms with Assessments	15,305,980	18,737,538	122%							734,687	12,821,041	4,548,164	18,103,892	(2,797,912)	(18%)
Subtotal - 61 Individual Firms	41,376,236	30,754,095	74%							1,985,801	26,351,721	8,722,397	37,059,919	4,316,317	10%
Average Firm Size	678,299														
Archbright	48,873,096	39,100,348	80%	L	5	74 \$1 MILLION	1.47	0.52	0.00016	2,345,909	41,837,372	6,694	44,189,975	4,683,121	10%
Associated Builders & Contractors - Inland Pacific Chapter	5,483,323	3,972,257	72%	L	8	71 \$500K	0.97	0.1	0.201779	263,200	4,250,315	857,624	5,371,139	112,184	2%
Associated Builders & Contractors of Western Washington	25,125,215	7,912,247	31%	L	8	73 \$120K	0.723	0.28	0.7495	1,206,010	8,466,104	6,345,345	16,017,459	9,107,756	36%
Associated General Contractors	68,304,856	34,116,414	50%	L	8	74 \$500K	1.6	0.2	0.067692	3,278,633	36,504,563	2,471,067	42,254,263	26,050,593	38%
Building Industry Association of Washington	85,717,363	40,458,197	47%	L	8	74 \$500K	1.6	0	0.067806	4,114,433	43,290,271	2,935,340	50,340,044	35,377,319	41%
Greater Vancouver Chamber of Commerce - Manufacturing	2,442,318	982,331	40%	L	5	68 \$500K	0.8	0.4	0.28999	117,231	1,051,094	304,807	1,473,132	969,186	40%
LeadingAge Washington	9,424,033	4,081,531	43%	L	2	72 \$500K	0.95	0	0.144361	452,354	4,367,238	630,459	5,450,051	3,973,982	42%
Life Science Washington	2,579,178	1,107,798	43%	L	4	68 \$500K	1.03	0.35	0.136522	123,801	1,185,344	161,826	1,470,971	1,108,207	43%
Master Builders Association - GRIP	56,346,145	29,162,193	52%	L	8	74 \$500K	1.42	0.45	0.064283	2,704,615	31,203,545	2,005,857	35,914,017	20,432,128	36%
Northwest Ministry Network of the Assemblies of God	1,175,460	225,486	19%	L	2	63 \$250K	0.74	0	0.433856	56,422	241,270	104,676	402,368	773,092	66%
Pacific Inland Tariff Bureau	29,797,925	21,463,246	72%	L	7	73 \$500K	1.35	0.5	0.046135	1,430,300	22,965,673	1,059,521	25,455,494	4,342,431	15%
SMART 'A' Team	48,099,675	27,321,948	57%	L	8	74 \$500K	1.35	0	0.083248	2,308,784	29,234,484	2,433,712	33,976,980	14,122,695	29%
SMART Dream Team	36,667,069	22,162,058	60%	L	8	74 \$1 MILLION	1.4	0	0.02923	1,760,019	23,713,402	693,143	26,166,564	10,500,505	29%
Southwest Washington Contractors Association	2,421,056	1,027,533	42%	L	8	68 \$120K	0.438	0	1.321392	116,211	1,099,460	1,452,818	2,668,489	(247,433)	(10%)
State of Washington (DES)	2,646,238	2,678,413	101%	L	3	68 \$500K	0.856	0.4	0.232395	127,019	2,423,742	563,266	3,114,027	(467,789)	(18%)
Tri-City Construction Council	6,211,847	6,086,149	98%	L	7	71 \$1 MILLION	1.6	0.35	0.010203	298,169	6,512,179	66,444	6,876,792	(664,945)	(11%)
Vigilant	29,661,455	19,653,061	66%	L	5	73 \$1 MILLION	1.36	0.57	0.00061	1,423,750	21,028,775	12,828	22,465,353	7,196,102	24%
Washington Association of Sewer & Water Districts	1,108,017	713,570	64%	L	5	63 \$250K	0.482	0	1.012089	53,185	571,449	578,357	1,202,991	(94,974)	(9%)
Washington Food Industry Premier	18,668,542	11,397,527	61%	L	3	73 \$1 MILLION	1.5	0.33	0.009693	896,090	12,195,354	118,210	13,209,654	5,458,888	29%
Washington Health Care Association - WHCA	31,316,403	18,674,099	60%	L	2	73 \$1 MILLION	1.3	0.3	0.027221	1,503,187	19,981,286	543,911	22,028,384	9,288,019	30%
Washington Manufacturers Council	12,017,136	6,918,342	58%	L	4	72 \$500K	1.6	0	0.024275	576,823	7,402,626	179,699	8,159,148	3,857,988	32%
Washington Retail Association	12,663,162	9,126,901	72%	L	4	72 \$500K	1.6	0.3	0.023332	607,832	9,765,784	227,855	10,601,471	2,061,691	16%
Washington Retail Association - Automotive	4,623,789	3,090,513	67%	L	5	70 \$500K	1.6	0.3	0.030078	221,942	3,306,849	99,463	3,628,254	995,535	22%
Washington State Farm Bureau	53,850,938	33,798,699	63%	L	4	74 \$120K	0.798	0.56	0.346584	2,584,845	36,164,608	12,534,074	51,283,527	2,567,411	5%
Washington Trucking Associations	5,911,018	3,458,206	59%	L	8	71 \$500K	0.76	0.5	0.318218	283,729	3,700,280	1,177,496	5,161,505	749,513	13%
Subtotal - Associations	601,135,257	348,689,067	58%							28,854,493	372,463,067	37,564,492	438,882,052	162,253,205	27%
Total Enrollment	642,511,493	379,443,162	59%							30,840,294	398,814,788	46,286,889	475,941,971	166,569,522	26%



Washington State Department of Labor And Industries
Retrospective Rating

Enrollment Period Beginning:
7/1/2015
Third Evaluation

Report Date: 4/23/2019

PAF: 0.9697

Association Name	Standard Premium	After ELRF & PAF Developed Losses	Standard Loss Ratio	Hazard Plan	Size Group	Single Loss Limit	Max Loss Ratio	Min Loss Ratio	Net Insurance Charge%	Policy Admin Expense	Incurred Loss & Expense after PAF	Net Insurance Charge after PAF	Retrospective Premium Indicated	Cumulative Refund/ (Assessment)	Ratio Refunded (Assessed)
Subtotal - 47 Firms with Refunds	30,215,253	15,288,099	51%							1,450,331	17,024,483	5,788,621	24,263,435	5,951,818	20%
Subtotal - 14 Firms with Assessments	7,323,820	7,934,729	108%							351,543	4,514,874	3,373,415	8,239,832	(916,012)	(13%)
Subtotal - 61 Individual Firms	37,539,073	23,222,826	62%							1,801,874	21,539,357	9,162,036	32,503,267	5,035,806	13%
Average Firm Size	615,395														
Archbright	45,899,782	35,043,316	76%	L	5	74 \$1 MILLION	1.47	0.52	0.00016	2,203,190	37,496,348	5,999	39,705,537	6,194,245	13%
Associated Builders & Contractors - Inland Pacific Chapter	4,708,091	2,322,002	49%	L	8	70 \$500K	0.97	0.1	0.212886	225,988	2,484,542	528,924	3,239,454	1,468,637	31%
Associated Builders & Contractors of Western Washington	23,538,009	8,095,225	34%	L	8	73 \$120K	0.725	0.3	0.743603	1,129,824	8,661,891	6,441,008	16,232,723	7,305,286	31%
Associated General Contractors	59,666,757	28,744,411	48%	L	8	74 \$500K		0.2	0.161305	2,864,004	30,756,520	4,961,180	38,581,704	21,085,053	35%
Associated Industries of the Inland NW (Metal Trades)	4,888,252	2,824,160	58%	L	5	71 \$500K	0.995	0.6	0.09417	234,636	3,138,258	295,530	3,668,424	1,219,828	25%
Building Industry Association of Washington	79,541,227	40,240,406	51%	L	8	74 \$500K	1.25	0	0.09583	3,817,979	43,057,234	4,126,175	51,001,388	28,539,839	36%
Greater Vancouver Chamber of Commerce - Manufacturing	2,601,147	942,366	36%	L	5	68 \$500K	0.721	0	0.401888	124,855	1,008,332	405,237	1,538,424	1,062,723	41%
LeadingAge Washington	9,724,451	5,344,983	55%	L	2	72 \$500K	0.95	0	0.144361	466,774	5,719,132	825,620	7,011,526	2,712,925	28%
Life Science Washington	2,442,193	710,160	29%	L	4	68 \$500K	1.03	0.35	0.136522	117,225	914,601	124,863	1,156,689	1,285,504	53%
Master Builders Association - GRIP	50,542,559	32,075,507	63%	L	8	74 \$500K	1.35	0.35	0.079389	2,426,043	34,320,792	2,724,693	39,471,528	11,071,031	22%
Northwest Ministry Network of the Assemblies of God	1,088,734	652,536	60%	L	2	63 \$250K	0.74	0	0.433856	52,259	698,214	302,924	1,053,397	35,337	3%
Pacific Inland Tariff Bureau	27,823,434	21,593,709	78%	L	7	73 \$500K	1.35	0.25	0.059659	1,335,525	23,105,269	1,378,437	25,819,231	2,004,203	7%
SMART 'A' Team	44,937,190	23,472,902	52%	L	8	74 \$500K	1.3	0.35	0.084363	2,156,985	25,116,005	2,118,862	29,391,852	15,545,338	35%
SMART Dream Team	32,567,597	15,850,229	49%	L	8	73 \$1 MILLION	1.3	0	0.044932	1,563,245	16,959,745	762,035	19,285,025	13,282,572	41%
Southwest Washington Contractors Association	1,825,715	821,944	45%	L	8	66 \$120K	0.438	0	1.354282	87,634	855,640	1,158,778	2,102,052	(276,337)	(15%)
State of Washington (DES)	2,553,790	495,950	19%	L	3	68 \$500K	0.8	0.5	0.258178	122,582	1,366,278	352,743	1,841,603	712,187	28%
Tri-City Construction Council	6,800,998	3,006,865	44%	L	8	71 \$500K	0.95	0.35	0.202574	326,448	3,217,346	651,751	4,195,545	2,605,453	38%
Vigilant	26,257,376	18,144,077	69%	L	6	73 \$500K	1.05	0	0.109385	1,260,354	19,414,162	2,123,618	22,798,134	3,459,242	13%
Washington Aggregates and Concrete Association	2,635,597	1,652,727	63%	L	7	68 \$120K	0.71	0.3	0.671961	126,509	1,768,418	1,188,308	3,083,235	(447,638)	(17%)
Washington Association of Neighborhood Stores	633,250	173,597	27%	P	5	58 \$250K	0.939	0.6	0.148057	30,396	406,547	93,757	530,700	102,550	16%
Washington Association of Sewer & Water Districts	936,996	152,914	16%	L	5	62 \$250K	0.482	0	1.028348	44,976	163,618	168,256	376,850	560,146	60%
Washington Food Industry Premier	16,287,715	10,433,969	64%	L	3	73 \$1 MILLION	1.5	0.33	0.009693	781,810	11,164,347	108,216	12,054,373	4,233,342	26%
Washington Health Care Association - WHCA	28,737,835	16,544,149	58%	L	2	73 \$1 MILLION	1.3	0.3	0.027221	1,379,416	17,702,239	481,873	19,563,528	9,174,307	32%
Washington Manufacturers Council	12,023,427	8,394,340	70%	L	4	72 \$500K	1.6	0	0.024275	577,124	8,981,944	218,037	9,777,105	2,246,322	19%
Washington Retail Association	12,100,960	6,836,453	56%	L	3	72 \$500K	0.904	0.51	0.1539	580,846	7,315,005	1,125,779	9,021,630	3,079,330	25%
Washington Retail Association - Automotive	3,683,788	1,619,497	44%	L	6	70 \$500K	0.861	0.5	0.209828	176,822	1,970,827	413,535	2,561,184	1,122,604	30%
Washington State Farm Bureau	55,045,723	50,624,469	92%	L	4	74 \$500K	1.077	0.6	0.057436	2,642,195	54,168,182	3,111,204	59,921,581	(4,875,858)	(9%)
Washington Trucking Associations	8,309,751	4,462,079	54%	L	7	72 \$500K	0.695	0.5	0.370746	398,868	4,774,425	1,770,099	6,943,392	1,366,359	16%
Subtotal - Associations	567,802,344	341,274,942	60%							27,254,512	366,705,861	37,967,441	431,927,814	135,874,530	24%
Total Enrollment	605,341,417	364,497,768	60%							29,056,386	388,245,218	47,129,477	464,431,081	140,910,336	23%