

California Workers' Compensation

DWC 18th Annual Educational Conference

Los Angeles February 24 & 25, Oakland February 28 & March 1, 2011



Leading up to the Insurance Commissioner's Decision

(File Number REG-2010-00014, November 18, 2010)

- WCIRB's proposed revision to the to the Workers' Compensation Claims Cost Benchmark and Pure Premium Rates (Benchmark) of +29.6% to take effect 1/1/2011 received on August 18, 2010.
- Public Hearing set for October 12, 2010 per CIC §11750(b).
- WCIRB's amendments to the proposed Benchmark revisions of August 18 received on September 27, 2010, +27.7%.
- Hearing on October 12 with conclusion of the period to receive written comment and additional documentation on October 19.
- Commissioner's Decision, 0.0%, ordered on November 18, 2010.
- As of November 16, 2010, CDI had received rate filings from 40 insurers representing 45% of the CA market share for changes to the companies' rates to take effect 1/1/2011.

**Aggregate Rate Change Data for the CA Workers'
Compensation Industry**

(Cumulative Post Reform Rate Changes: 1/1/2004 through 1/1/2011)

- **CDI Commissioner Approved
Cumulative Benchmark Change** **-63.4%**

- **State Compensation Insurance Fund
Cumulative Filed Rate Change** **-39.7%**

- **CA Workers' Comp. Industry
Cumulative Filed Rate Reductions** **-44.2%**

Filed Rate Changes for Top 10 Groups for 1/1/2011 Renewals

(Cumulative Post Reform Rate Filings: 1/1/2004 through 1/1/2011)

COMPANY/GROUP	MARKET SHARE (2009)	CUMULATIVE RATE CHANGE
• State Fund	18.7%	-39.7%
• Farmers/Zurich	8.1%	-49.9%
• AIG Group	7.8%	-45.3%
• St. Paul/Travelers	7.4%	-55.7%
• Liberty Mutual	5.3%	-58.6%
• The Hartford Grp.	5.1%	-61.8%
• Zenith Group	3.9%	-29.8%
• Berkshire Hath.	3.4%	-54.3%
• Everest National	3.0%	-51.8%
• Employers Comp	2.7%	-51.9%

**Newly Authorized Workers' Compensation Insurers since AB 227,
SB 228, SB 899**

(Determined by initial Rate Filing or Certificate of Authority Applications, as of 1/14/2011)

COMPANY / GROUP NAME	DATE OF ADMISSION
• 1. Norguard Group	2/2/04
• 2. Employers Reinsurance Corp.	7/28/04
• 3. National Liability & Fire Insurance Co	9/24/04
• 4. Compwest Insurance Company	10/4/04
• 5. Farmers Reinsurance Company	11/16/04
• 6. California Insurance Company	12/23/04
• 7. Berkley Regional Insurance Company	1/13/05
• 8. TNUS Insurance Company	1/14/05
• 9. Partner Reinsurance Company	2/15/05
• 10. SUA Insurance Company	5/9/05
• 11. Western United Insurance Company	7/29/05
• 12. Insurance Corporation of Hannover	8/30/05
• 13. Midwest Employers Casualty Company	12/30/05
• 14. Endurance Reinsurance Corp. of America	1/6/06
• 15. Great Divide Insurance Company	2/16/06

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COMPANY / GROUP NAME	DATE OF ADMISSION
• 16. Financial Pacific Insurance Company	5/25/06
• 17. Nova Casualty Company	8/16/06
• 18. Sompo Japan Fire & Marine Ins Co	9/5/06
• 19. Advantage Workers' Comp Ins Co	9/6/06
• 20. Lincoln General Insurance Company	3/21/07
• 21. North American Elite Insurance Co	5/29/07
• 22. Tower Insurance Company of New York	9/21/07
• 23. Sparta Insurance Company	10/3/07
• 24. New York Marine & General Ins Co	10/12/07
• 25. XL Insurance America, Inc.	3/6/08
• 26. Washington International Insurance Co	3/13/08
• 27. Southern Insurance Company	4/23/08
• 28. Sentry Casualty Company	5/28/08
• 29. Memic Indemnity Company	7/7/08
• 30. Security National Insurance Company	8/26/08

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(Determined by initial Rate Filing or Certificate of Authority Applications, as of 1/14/2011)

COMPANY / GROUP NAME	DATE OF ADMISSION
• 31. Preserver Insurance Company	12/30/08
• 32. Peerless Indemnity Insurance Co	4/7/09
• 33. Peerless Insurance Company	4/7/09
• 34. Accident Fund Insurance Company	4/17/09
• 35. United Wisconsin Insurance Company	4/20/09
• 36. Netherlands Insurance Company (The)	5/19/09
• 37. Companion Property & Casualty Ins Co	11/30/09
• 38. Sequoia Insurance Company	12/12/09
• 39. Seneca Insurance Company, Inc.	1/26/10
• 40. Sentinel Insurance Company, Ltd.	3/4/10
• 41. National Casualty Company	5/18/10
• 42. Massachusetts Bay Insurance Company	6/17/10
• 43. Allmerica Financial Benefit Insurance Co	7/20/10
• 44. Citizens Insurance Company of America	7/20/10
• 45. Starnet Insurance Company	7/21/10

**Newly Authorized Workers' Compensation Insurers since AB 227,
SB 228, SB 899**

(Determined by initial Rate Filing or Certificate of Authority Applications, as of 1/14/2011)

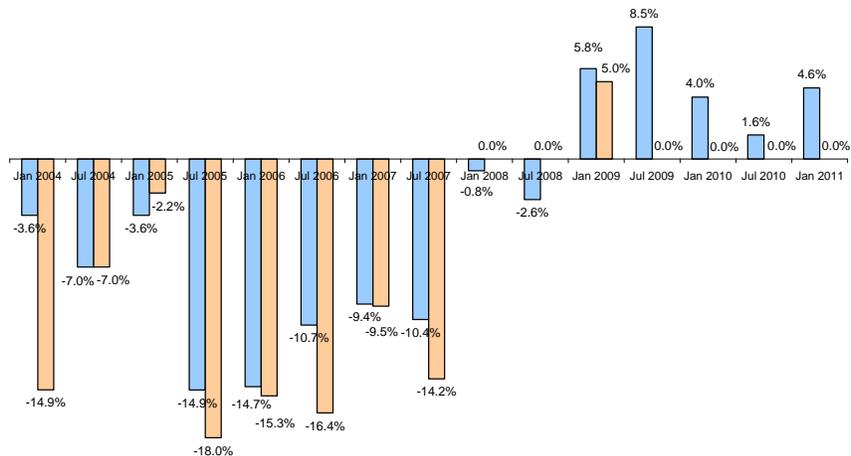
COMPANY / GROUP NAME	DATE OF ADMISSION
• 46. Hanover American Insurance Company	9/21/10
• 47. Pharmacists Mutual Insurance Company	11/19/10
• 48. Republic Underwriters Insurance Co	12/16/10
• 49. Berkley National Insurance Company	1/3/11

Pending Applications for New Workers' Compensation Insurers since passage of AB 227, SB 228, SB 899

(Determined by initial Rate Filing or Certificate of Authority Applications, as of 1/14/2011)

COMPANY NAME	DATE OF APPLICATION
• 1. Dentists Insurance Company	12/21/10
• 2. Sparta American Insurance Company	12/23/10

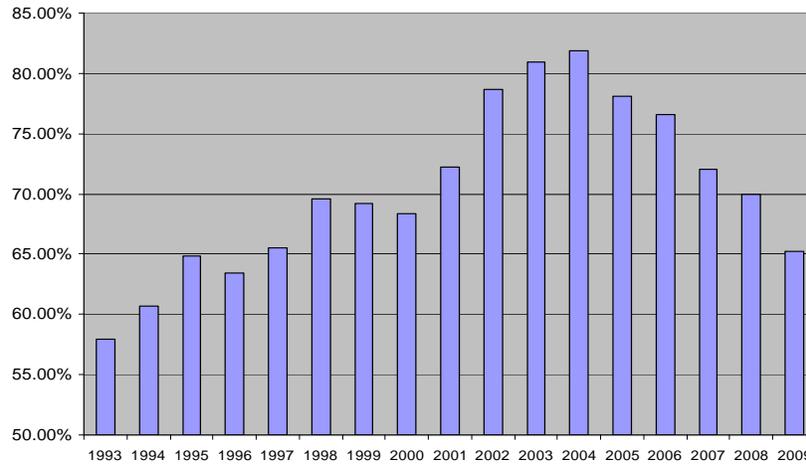
Average Workers' Compensation Rate Changes



Source: California Department of Insurance

■ Insurers ■ Benchmark

California Workers' Compensation Market Share Top 10 Companies/Groups



Source: California Department of Insurance

Steps to Take to Better Review, Analyze, and Inform the Public and Insurers Regarding Workers' Compensation Costs and Rates

- **CDI to provide WCIRB with the version of pure premium rates filed by each individual insurer. Industry average filed pure premium rate levels can then be calculated and a relation to the next proposed Benchmark can be established.**
- **CDI to provide WCIRB the with Loss Cost Multiplier (loading for underwriting expenses and profit) filed by each individual insurer. A company's LCM applied to its filed pure premium rates results in a company's filed manual rates. Industry average filed manual rate levels can then be calculated as well as industry average LCM.**
- **WCIRB to relate proposed Benchmark to industry average filed pure premium rate level, latest recommended Benchmark, and latest approved Benchmark.**

Comparison Shop on the Internet

- **Comparison Shop on the Internet**
 - **www.insurance.ca.gov** - Click on **“Consumers”, “Compare Premiums”, “Information on the CA Workers’ Compensation Rate Comparison”,** and click on the range of class codes that contains your governing class code. Use the bookmarks and Class Code Search feature to help navigate to specific class codes.
 - Click on the **Back** button and go back to the **Cal WC Rate Comparison** main page, and click on **“Check your insurance company’s profile”** link to obtain profile information about the company. Request a premium quote from the company, or for an authorized agent/broker that may provide a quote. If the quote is too high, select another company from the list. Check company licenses and agent/broker licenses. Check financial stability ratings.
 - Many companies have their own websites and can provide on-line quotes.

CALIFORNIA WORKERS' COMPENSATION																		
RATE IMPACT OF FILINGS FROM 01/01/2004 THROUGH 01/01/2011																		
List Current as of 01/01/2011																		
'09	'08	'07	Sorted by Grp Premium Volume & Grp Market Share															
			Grp Market Share	1/1/11 File #	7/1/10 File #	1/1/10 File #	01/01/2004 Cumulative % Rate Change	01/01/2011 % Rate Change	07/01/2010 % Rate Change	01/01/2010 % Rate Change	Date Most Recent Filing Rec'd.	2009 Direct Written (after credits)	Premium deductible	01/01/2011 Grp Rate Impact	07/01/2010 Grp Rate Impact	01/01/2010 Grp Rate Impact		
ANNUAL RANK			COMPANY NAME	Grp NAME	Grp Market Share	1/1/11 File #	7/1/10 File #	1/1/10 File #	01/01/2004 Cumulative % Rate Change	01/01/2011 % Rate Change	07/01/2010 % Rate Change	01/01/2010 % Rate Change	Date Most Recent Filing Rec'd.	2009 Direct Written (after credits)	Premium deductible	01/01/2011 Grp Rate Impact	07/01/2010 Grp Rate Impact	01/01/2010 Grp Rate Impact
1	1	1	STATE COMPENSATION INSURANCE FUND		18.65%	10-7967	10-3091	09-8616	-39.70%	5.20	0.00	5.00	11/9/2010	\$1,287,041,223	\$1,353,967,367	\$1,287,041,223	\$1,287,041,223	\$1,351,393,284
														\$1,287,041,223		5.20%	0.00%	5.00%
2	3	4	AMERICAN GUARANTEE AND LIABILITY INS CO	Zurich Insurance Grp		10-8562	n/a	09-9048	-62.12%	10.00		1.70	12/2/2010	\$9,802,914	\$10,783,205	\$9,802,914	\$9,802,914	\$9,969,564
			AMERICAN ZURICH INSURANCE COMPANY	Zurich Insurance Grp		10-8563	n/a	09-9049	-63.70%	10.00		1.70	12/2/2010	\$118,871,039	\$130,758,143	\$118,871,039	\$118,871,039	\$120,891,847
			ASSURANCE COMPANY OF AMERICA	Zurich Insurance Grp		10-7692	n/a	09-9050	-51.03%	11.00		1.70	10/28/2010	\$27,191,503	\$30,182,568	\$27,191,503	\$27,191,503	\$27,653,759
			FIDELITY AND DEPOSIT COMPANY OF MARYLAND	Zurich Insurance Grp		10-8564	n/a	09-9051	-55.57%	10.00		1.70	12/2/2010	\$30,208	\$33,229	\$30,208	\$30,208	\$30,722
			MARYLAND CASUALTY COMPANY	Zurich Insurance Grp		10-7693	n/a	09-9052	-47.78%	11.00		1.70	10/28/2010	\$7,761,024	\$8,614,737	\$7,761,024	\$7,761,024	\$7,892,961
			NORTHERN INSURANCE COMPANY OF NEW YORK	Zurich Insurance Grp		10-7694	n/a	09-9053	-57.36%	11.00		1.70	10/28/2010	\$26,317,897	\$29,212,866	\$26,317,897	\$26,317,897	\$26,765,301
			ZURICH AMERICAN INSURANCE COMPANY	Zurich Insurance Grp		10-8565	n/a	09-9054	-52.69%	10.00		1.70	12/2/2010	\$186,291,828	\$204,921,011	\$186,291,828	\$186,291,828	\$189,458,789
			ZURICH AMERICAN INSURANCE COMPANY OF IL	Zurich Insurance Grp		10-8566	n/a	09-9055	-41.72%	10.00		1.70	12/2/2010	\$8,679,856	\$9,547,842	\$8,679,856	\$8,679,856	\$8,827,414
			CIVIC PROPERTY AND CASUALTY COMPANY	Zurich Insurance Grp		10-7923	10-3127	n/a	-42.27%	6.00	-1.30		11/5/2010	\$1,581,803	\$1,676,711	\$1,561,240	\$1,561,240	\$1,581,803
			EXACT PROPERTY AND CASUALTY COMPANY	Zurich Insurance Grp		10-7924	10-3128	n/a	-36.42%	6.00	-2.40		11/5/2010	\$410,622	\$435,259	\$400,767	\$400,767	\$410,622
			FARMERS INSURANCE EXCHANGE	Zurich Insurance Grp		10-7925	10-3129	n/a	-35.86%	6.00	-2.30		11/5/2010	\$28,552,920	\$30,266,095	\$27,896,203	\$27,896,203	\$28,552,920
			MID-CENTURY INSURANCE COMPANY	Zurich Insurance Grp		10-7926	10-3130	n/a	-53.47%	6.00	-1.30		11/5/2010	\$37,097,814	\$39,323,683	\$36,615,542	\$36,615,542	\$37,097,814
			NEIGHBORHOOD SPIRIT PROPERTY & CAS CO	Zurich Insurance Grp		10-7927	10-3131	n/a	-54.10%	6.00	-0.10		11/5/2010	\$1,833,461	\$1,943,469	\$1,831,628	\$1,831,628	\$1,833,461
			TRUCK INSURANCE EXCHANGE	Zurich Insurance Grp		10-7928	10-3132	n/a	-42.23%	6.00	-0.30		11/5/2010	\$105,802,100	\$112,150,226	\$105,484,694	\$105,484,694	\$105,802,100
					8.14%									\$560,224,989		8.86%	-0.27%	1.17%
3	2	2	AMERICAN HOME ASSURANCE COMPANY	AIG Grp		10-8384	n/a	09-8665	-44.75%	8.00		8.00	11/23/2010	\$57,894,503	\$62,526,063	\$57,894,503	\$57,894,503	\$62,526,063
			NATIONAL UNION FIRE INS CO OF PITTSBURGH, PA	AIG Grp		10-8389	n/a	09-8670	-44.75%	8.00		8.00	11/23/2010	\$274,757,345	\$296,737,933	\$274,757,345	\$274,757,345	\$296,737,933
			COMMERCE AND INDUSTRY INSURANCE CO	AIG Grp		10-8386	n/a	09-8667	-44.75%	8.00		8.00	11/23/2010	\$36,502,184	\$39,422,359	\$36,502,184	\$36,502,184	\$39,422,359
			GRANITE STATE INSURANCE COMPANY	AIG Grp		10-8387	n/a	09-8668	-49.53%	8.00		8.00	11/23/2010	\$72,348,155	\$78,136,007	\$72,348,155	\$72,348,155	\$78,136,007
			INSURANCE CO OF THE STATE OF PENNSYLVANIA	AIG Grp		10-8388	n/a	09-8669	-44.75%	8.00		8.00	11/23/2010	\$65,766,573	\$71,027,899	\$65,766,573	\$65,766,573	\$71,027,899
			NEW HAMPSHIRE INSURANCE COMPANY	AIG Grp		10-8390	n/a	09-8671	-44.75%	8.00		8.00	11/23/2010	\$30,943,885	\$33,419,396	\$30,943,885	\$30,943,885	\$33,419,396
			AIU INSURANCE COMPANY	AIG Grp		n/a	n/a	n/a	-44.82%				11/28/2006	\$3,874	\$3,874	\$3,874	\$3,874	\$3,874
			CHARTIS PROPERTY CASUALTY COMPANY	AIG Grp		10-8385	n/a	09-8666	-44.75%	8.00		8.00	11/23/2010	\$2,020,348	\$2,181,976	\$2,020,348	\$2,020,348	\$2,181,976
					7.83%									\$540,236,867		8.00%	0.00%	8.00%
4	5	6	UNITED STATES FIDELITY AND GUARANTY CC	Travelers Grp of Co.		10-4703	n/a	n/a	-59.45%	-0.40			6/23/2010	\$43,779,293	\$43,604,176	\$43,779,293	\$43,779,293	\$43,779,293
			FIDELITY AND GUARANTY INSURANCE COMPANY	Travelers Grp of Co.		10-4701	n/a	n/a	-60.68%	-0.40			6/23/2010	\$9,288,673	\$9,251,518	\$9,288,673	\$9,288,673	\$9,288,673
			DISCOVER PROPERTY & CASUALTY INS CC	Travelers Grp of Co.		10-4700	n/a	n/a	-60.18%	-0.40			6/23/2010	\$2,635,626	\$2,625,083	\$2,635,626	\$2,635,626	\$2,635,626
			FIDELITY AND GUARANTY INS UNDERWRITERS	Travelers Grp of Co.		10-4702	n/a	n/a	9.14%	-0.40			6/23/2010	\$43,946	\$43,770	\$43,946	\$43,946	\$43,946
			TRAVELERS PROPERTY CASUALTY CO OF AMERICA	Travelers Grp of Co.		10-8747	10-4073	09-8158	-46.18%	5.10	-0.60	0.00	12/8/2010	\$76,409,896	\$80,306,801	\$75,951,437	\$75,951,437	\$76,409,896
			ST. PAUL FIRE AND MARINE INSURANCE CO	Travelers Grp of Co.		n/a	n/a	n/a	-61.82%				12/12/2007	\$0	\$0	\$0	\$0	\$0
			TRAVELERS INDEMNITY CO OF CONNECTICUT	Travelers Grp of Co.		n/a	10-4072	n/a	-53.37%		-0.60		6/1/2010	\$173,346,824	\$173,346,824	\$172,306,743	\$172,306,743	\$173,346,824
			ST. PAUL MERCURY INSURANCE COMPANY	Travelers Grp of Co.		n/a	n/a	n/a	-60.48%				12/12/2007	\$0	\$0	\$0	\$0	\$0
			ST. PAUL GUARDIAN INSURANCE COMPANY	Travelers Grp of Co.		n/a	n/a	n/a	-60.02%				12/12/2007	\$0	\$0	\$0	\$0	\$0
			ST. PAUL PROTECTIVE INSURANCE COMPANY	Travelers Grp of Co.		n/a	n/a	n/a	-61.60%				12/12/2007	\$0	\$0	\$0	\$0	\$0
			TRAVELERS CASUALTY INS CO OF AMERICA	Travelers Grp of Co.		n/a	10-4071	n/a	-54.68%				6/1/2010	\$42,575,931	\$42,575,931	\$42,320,475	\$42,320,475	\$42,575,931
			NIPPONKOA INSURANCE COMPANY, LIMITED	Travelers Grp of Co.		10-8744	10-4353	n/a	-50.32%	6.70	2.10		12/8/2010	\$5,993,387	\$6,394,944	\$6,119,248	\$6,119,248	\$5,993,387
			TRAVELERS CASUALTY AND SURETY COMPANY	Travelers Grp of Co.		n/a	10-4069	09-6700	-55.35%		-0.60	0.00	6/1/2010	\$99,007,096	\$99,007,096	\$98,413,053	\$98,413,053	\$99,007,096
			TRAVELERS CASUALTY CO OF CONNECTICUT	Travelers Grp of Co.		n/a	10-4070	n/a	-54.19%		-0.60		6/1/2010	\$29,822,797	\$29,822,797	\$29,643,860	\$29,643,860	\$29,822,797
			ATHENA ASSURANCE COMPANY	Travelers Grp of Co.		n/a	n/a	n/a	-61.52%				12/12/2007	\$0	\$0	\$0	\$0	\$0
			FARMINGTON CASUALTY COMPANY	Travelers Grp of Co.		n/a	10-4067	n/a	-24.08%		-0.60		6/1/2010	\$23,052,653	\$23,052,653	\$22,914,337	\$22,914,337	\$23,052,653
			STANDARD FIRE INSURANCE COMPANY	Travelers Grp of Co.		10-8746	10-4068	n/a	-26.42%	-2.30	-0.60		12/8/2010	\$4,944,105	\$4,944,105	\$4,830,391	\$4,830,391	\$4,944,105
					7.37%									\$510,900,227		0.78%	-0.50%	0.00%
5	4	5	LIBERTY MUTUAL FIRE INSURANCE COMPANY	Liberty Mutual Grp		10-8557	n/a	09-8675	-54.64%	0.00		0.00	12/2/2010	\$83,676,818	\$83,676,818	\$83,676,818	\$83,676,818	\$83,676,818
			LIBERTY MUTUAL INSURANCE COMPANY	Liberty Mutual Grp		10-8558	n/a	09-8676	-43.30%	0.00		0.00	12/2/2010	\$9,547,076	\$9,547,076	\$9,547,076	\$9,547,076	\$9,547,076
			EMPLOYERS INSURANCE COMPANY OF WAUSAU	Liberty Mutual Grp		10-8554	n/a	09-8672	-66.17%	0.00		0.00	12/2/2010	\$32,906,876	\$32,906,876	\$32,906,876	\$32,906,876	\$32,906,876
			LIBERTY NORTHWEST INSURANCE CORPORATION	Liberty Mutual Grp		10-8534	n/a	09-9136	-56.79%	-5.10		5.70	11/30/2010	\$9,638,037	\$9,146,497	\$9,638,037	\$9,638,037	\$10,187,405
			WAUSAU UNDERWRITERS INSURANCE COMPANY	Liberty Mutual Grp		10-8561	n/a	09-8679	-64.56%	0.00		0.00	12/2/2010	\$111,279,943	\$111,279,943	\$111,279,943	\$111,279,943	\$111,279,943
			LIBERTY INSURANCE CORPORATION	Liberty Mutual Grp		10-8556	n/a	09-8674	-63.73%	0.00		0.00	12/2/2010	\$70,552,772	\$70,552,772	\$70,552,772	\$70,552,772	\$70,552,772
			LM INSURANCE CORPORATION	Liberty Mutual Grp		10-8559	n/a	09-8677	-66.40%	0.00		0.00	12/2/2010	\$3,105,170	\$3,105,170	\$3,105,170	\$3,105,170	\$3,105,170
			FIRST LIBERTY INSURANCE CORPORATION (THE)	Liberty Mutual Grp		10-8555	n/a	09-8673	-47.48%	0.00		0.00	12/2/2010	\$3,947,353	\$3,947,353	\$3,947,353	\$3,947,353	\$3,947,353
			WAUSAU BUSINESS INSURANCE COMPANY	Liberty Mutual Grp		10-8560	n/a	09-8678	-61.93%	0.00		0.00	12/2/2010	\$13,562,827	\$13,562,827	\$13,562,827	\$13,562,827	\$13,562,827
			AMERICAN ECONOMY INSURANCE COMPANY	Liberty Mutual Grp		10-8148	n/a	n/a	-48.51%	4.80			11/10/2010	\$2,590,847	\$2,715,208	\$2,590,847	\$2,590,847	\$2,590,847
			AMERICAN STATES INSURANCE COMPANY	Liberty Mutual Grp		10-8149	n/a	n/a	-48.56%	4.80			11/10/2010	\$8,141,535	\$8,532,329	\$8,141,535	\$8,141,535	\$8,141,535
			AMERICAN STATES INSURANCE CO OF TEXAS	Liberty Mutual Grp		10-8150	n/a	n/a	-49.22%	4.80			11/10/2010	\$3,584,388	\$3,756,439	\$3,584,388	\$3,584,388	\$3,584,388
			FIRST NATIONAL INSURANCE CO OF AMERICA	Liberty Mutual Grp		10-8151	n/a	n/a	-48.51%	4.80			11/10/2010	\$6,889,387	\$7,220,078	\$6,889,387	\$6,889,387	\$6,889,387

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RATE IMPACT OF FILINGS FROM 01/01/2004 THROUGH 01/01/2011																
List Current as of 01/01/2011																
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ANNUAL RANK	COMPANY NAME	Grp NAME	Grp Market Share	1/1/11 File #	7/1/10 File #	1/1/10 File #	01/01/2004 Cumulative % Rate Change	01/01/2011 % Rate Change	07/01/2010 % Rate Change	01/01/2010 % Rate Change	Date Most Recent Filing Rec'd.	2009 Direct Written (after credits)	Premium deductible	01/01/2011 Grp Rate Impact	07/01/2010 Grp Rate Impact	01/01/2010 Grp Rate Impact
			5.26%									\$359,423,029		0.15%	0.00%	0.15%
6	8	9	HARTFORD ACCIDENT AND INDEMNITY CO	The Hartford Grp	10-7052	n/a	09-8805	-68.05%	2.30		6.24	10/5/2010	\$61,449,847	\$62,863,193	\$61,449,847	\$65,284,317
			HARTFORD CASUALTY INSURANCE COMPANY	The Hartford Grp	10-7053	n/a	09-8806	-61.30%	2.30		6.24	10/5/2010	\$0	\$0	\$0	\$0
			HARTFORD FIRE INSURANCE COMPANY	The Hartford Grp	10-7054	n/a	09-8807	-61.34%	2.30		6.24	10/5/2010	\$101,701,401	\$104,040,533	\$101,701,401	\$108,047,568
			HARTFORD INSURANCE CO OF THE MIDWEST	The Hartford Grp	10-7055	n/a	09-8808	-63.02%	2.30		6.24	10/5/2010	\$105,969,557	\$108,406,857	\$105,969,557	\$112,582,057
			HARTFORD UNDERWRITERS INSURANCE CO	The Hartford Grp	10-7056	n/a	09-8809	-61.30%	2.30		6.24	10/5/2010	\$9,872,369	\$10,099,433	\$9,872,369	\$10,488,405
			PROPERTY AND CASUALTY INS CO OF HARTFORD	The Hartford Grp	10-7057	n/a	09-8810	-60.31%	2.30		6.24	10/5/2010	\$5	\$5	\$5	\$5
			SENTINEL INSURANCE COMPANY	The Hartford Grp	10-7058	n/a	n/a	2.30%	2.30		10/5/2010	\$0	\$0	\$0	\$0	\$0
			TWIN CITY FIRE INSURANCE COMPANY	The Hartford Grp	10-7059	n/a	09-8811	-61.30%	2.30		6.24	10/5/2010	\$71,473,517	\$73,117,408	\$71,473,517	\$75,933,464
			5.08%									\$350,466,696		2.30%	0.00%	6.24%
7	7	7	ZENITH INSURANCE COMPANY	Zenith National Grp	10-8356	10-3634	09-8857	-26.63%	2.90	0.00	2.70	11/23/2010	\$207,949,820	\$213,980,365	\$207,949,820	\$213,564,465
			ZNAT INSURANCE COMPANY	Zenith National Grp	10-8357	10-3635	09-8858	-35.98%	2.90	0.00	2.70	11/23/2010	\$59,638,094	\$61,367,599	\$59,638,094	\$61,248,323
			3.88%									\$267,587,914		2.90%	0.00%	2.70%
8	6	3	NATIONAL LIABILITY & FIRE INSURANCE CC	BERKSHIRE HATHAWAY	n/a	n/a	n/a	-44.70%				11/8/2006	\$324,244	\$324,244	\$324,244	\$324,244
			REDWOOD FIRE & CASUALTY INSURANCE CO	BERKSHIRE HATHAWAY	n/a	n/a	n/a	-65.27%				11/27/2007	\$4,659,443	\$4,659,443	\$4,659,443	\$4,659,443
			CALIFORNIA INSURANCE COMPANY	BERKSHIRE HATHAWAY	10-8171	n/a	09-8464	-38.43%	5.00		4.00	11/15/2010	\$50,556,348	\$53,084,165	\$50,556,348	\$52,578,602
			CYPRESS INSURANCE COMPANY	BERKSHIRE HATHAWAY	10-7555	10-3004	09-8883	-56.94%	1.10	2.00	6.30	10/25/2010	\$99,689,048	\$100,785,628	\$101,682,829	\$105,969,458
			OAK RIVER INSURANCE COMPANY	BERKSHIRE HATHAWAY	10-7556	10-3005	09-8884	-73.82%	-1.80	1.20	4.00	10/25/2010	\$80,347,426	\$78,901,172	\$81,311,595	\$83,561,323
			3.41%									\$235,576,509		0.92%	1.26%	4.89%
9	14	15	EVEREST NATIONAL INSURANCE COMPANY	Everest Re Grp	10-7646	10-2842	10-1809	-51.77%	5.50	5.00	2.00	10/26/2010	\$204,778,508	\$216,041,326	\$215,017,433	\$208,874,078
			2.67%									\$204,778,508		5.50%	5.00%	2.00%
10	10	10	EMPLOYERS COMPENSATION INSURANCE CO	Employers Insuranc	10-8911	n/a	09-9600	-51.92%	2.45		3.00	12/13/2010	\$184,447,483	\$188,966,446	\$184,447,483	\$189,980,907
			2.67%									\$184,447,483		2.45%	0.00%	3.00%
11	36	-	SOUTHERN INSURANCE COMPANY	DELEK Grp	10-8492	10-2415	09-8886	62.65%	10.40	13.50	15.20	11/30/2010	\$174,711,728	\$192,881,748	\$198,297,811	\$201,267,911
			2.53%									\$174,711,728		10.40%	13.50%	15.20%
12	13	12	ACE AMERICAN INSURANCE COMPANY	Ace Capital Grp	10-8710	10-987	n/a	-76.91%	9.34	-0.50		12/7/2010	\$103,642,140	\$113,322,316	\$103,123,929	\$103,642,140
			ACE FIRE UNDERWRITERS INSURANCE CO	Ace Capital Grp	10-8787	10-3636	09-8374	-53.48%	9.10	8.25	-1.30	12/9/2010	\$20,111,604	\$21,941,760	\$21,770,811	\$19,850,153
			ACE INDEMNITY INSURANCE COMPANY	Ace Capital Grp	10-8711	10-988	n/a	-65.71%	-0.60	-0.50		12/7/2010	\$0	\$0	\$0	\$0
			ACE PROPERTY AND CASUALTY INSURANCE CO	Ace Capital Grp	10-8788	10-3637	09-8375	-52.13%	9.10	8.25	-1.00	12/9/2010	\$19,640,106	\$21,427,356	\$21,260,415	\$19,443,705
			BANKERS STANDARD INSURANCE COMPANY	Ace Capital Grp	10-8789	10-3638	09-8376	-47.00%	9.10	8.25	-13.00	12/9/2010	\$1,465,068	\$1,598,389	\$1,585,936	\$1,274,609
			INDEMNITY INSURANCE CO OF NORTH AMERICA	Ace Capital Grp	10-8712	10-989	n/a	-70.10%	9.34	-0.50		12/7/2010	\$2,059,455	\$2,251,808	\$2,049,158	\$2,059,455
			INSURANCE COMPANY OF NORTH AMERICA	Ace Capital Grp	10-8713	10-990	n/a	-65.71%	-0.60	-0.50		12/7/2010	\$0	\$0	\$0	\$0
			PACIFIC EMPLOYERS INSURANCE COMPANY	Ace Capital Grp	10-8790	10-3639	09-8377	-44.13%	9.10	8.25	-5.30	12/9/2010	\$8,413,581	\$9,179,217	\$9,107,701	\$7,967,661
			2.25%									\$155,331,954		9.26%	2.30%	-0.70%
13	11	11	GREAT AMERICAN INSURANCE CO OF NEW YORK	American Financial Grp	10-8921	n/a	n/a	-60.82%	4.40			12/14/2010	\$2,704,024	\$2,823,001	\$2,704,024	\$2,704,024
			GREAT AMERICAN ALLIANCE INSURANCE CO	American Financial Grp	10-8918	n/a	n/a	-65.21%	3.40			12/14/2010	\$1,395,968	\$1,443,431	\$1,395,968	\$1,395,968
			GREAT AMERICAN ASSURANCE COMPANY	American Financial Grp	10-8919	n/a	n/a	-67.26%	-0.50			12/14/2010	\$194,614	\$193,641	\$194,614	\$194,614
			GREAT AMERICAN INSURANCE COMPANY	American Financial Grp	10-8920	n/a	n/a	-57.01%	0.00			12/14/2010	\$0	\$0	\$0	\$0
			REPUBLIC INDEMNITY COMPANY OF CA	American Financial Grp	10-8329	n/a	09-9089	-54.22%	5.10		7.90	11/22/2010	\$71,386,806	\$75,027,533	\$71,386,806	\$77,026,364
			REPUBLIC INDEMNITY COMPANY OF AMERICA	American Financial Grp	10-8328	n/a	09-9088	-52.96%	5.10		7.90	11/22/2010	\$50,440,420	\$53,012,881	\$50,440,420	\$54,425,213
			NATIONAL INTERSTATE INSURANCE CO	American Financial Grp	10-8433	n/a	09-8971	-73.32%	-0.20		4.80	11/29/2010	\$15,638,476	\$15,607,199	\$15,638,476	\$16,389,123
			2.05%									\$141,760,308		4.48%	0.00%	7.32%
14	12	14	INSURANCE COMPANY OF THE WEST	ICW Grp	10-8347	n/a	09-8918	-49.37%	10.00		10.00	11/23/2010	\$121,503,716	\$133,654,088	\$121,503,716	\$133,654,088
			EXPLORER INSURANCE COMPANY	ICW Grp	10-8346	n/a	09-8917	-49.42%	10.00		10.00	11/23/2010	\$13,782,576	\$15,160,834	\$13,782,576	\$15,160,834
			1.96%									\$135,286,292		10.00%	0.00%	10.00%
15	18	20	SEABRIGHT INSURANCE COMPANY	SeaBright	10-8349	10-5340	09-8949	-41.60%	0.00	15.10	0.00	11/23/2010	\$123,360,560	\$123,360,560	\$141,988,005	\$123,360,560
			1.79%									\$123,360,560		0.00%	15.10%	0.00%
16	15	13	FEDERAL INSURANCE COMPANY	Chubb Grp	10-9020	n/a	09-8876	-49.46%	-0.70		-6.60	12/16/2010	\$77,471,827	\$76,929,524	\$77,471,827	\$72,358,686
			PACIFIC INDEMNITY COMPANY	Chubb Grp	10-9023	n/a	09-8879	-49.46%	-0.70		-6.60	12/16/2010	\$17,170,963	\$17,050,766	\$17,170,963	\$16,037,679
			VIGILANT INSURANCE COMPANY	Chubb Grp	10-9024	n/a	09-8881	-49.46%	-0.70		-6.60	12/16/2010	\$7,119,146	\$7,069,312	\$7,119,146	\$6,649,282

CALIFORNIA WORKERS' COMPENSATION																	
RATE IMPACT OF FILINGS FROM 01/01/2004 THROUGH 01/01/2011																	
List Current as of 01/01/2011																	
'09	'08	'07	Sorted by Grp Premium Volume & Grp Market Share														
ANNUAL RANK	COMPANY NAME	Grp NAME	Grp Market Share	1/1/11 File #	7/1/10 File #	1/1/10 File #	01/01/2004 Cumulative % Rate Change	01/01/2011 % Rate Change	07/01/2010 % Rate Change	01/01/2010 % Rate Change	Date Most Recent Filing Rec'd.	2009 Direct Written (after credits)	Premium deductible	01/01/2011 Grp Rate Impact	07/01/2010 Grp Rate Impact	01/01/2010 Grp Rate Impact	
	GREAT NORTHERN INSURANCE COMPANY	Chubb Grp		10-9021	n/a	09-8877	-49.46%	-0.70		-6.60	12/16/2010	\$2,660,358	\$2,641,735	\$2,660,358	\$2,484,774		
	NORTHWESTERN PACIFIC INDEMNITY CO	Chubb Grp		10-9022	n/a	09-8878	-49.46%	-0.70		-6.60	12/16/2010	\$0	\$0	\$0	\$0		
	CHUBB INDEMNITY INSURANCE COMPANY	Chubb Grp		10-9019	n/a	09-8875	-49.46%	-0.70		-6.60	12/16/2010	\$6,151,925	\$6,108,862	\$6,151,925	\$5,745,898		
	SAMSUNG FIRE & MARINE INS CO., LTD. (US BR)	Chubb Grp		n/a	n/a	09-8880	-49.11%			-6.60	11/19/2009	\$0	\$0	\$0	\$0		
			1.60%									\$110,574,219		-0.70%	0.00%	-6.60%	
17	16	17	COMPWEST INSURANCE COMPANY	COMPWEST	1.59%	10-8486	10-6286	09-9038	-44.94%	7.00	8.00	6.00	11/30/2010	\$109,420,925	\$117,080,390	\$118,174,599	\$115,986,181
													\$109,420,925		7.00%	8.00%	6.00%
18	56	62	STAR INSURANCE COMPANY	MEADOWBROOK INS GRP	1.56%	10-8535	10-2005	09-5721	-51.33%	7.60	7.96	9.40	12/1/2010	\$103,157,530	\$110,997,502	\$111,368,869	\$112,854,338
			WILLIAMSBURG NATIONAL INSURANCE CO	MEADOWBROOK INS GRP		10-8536	10-2006	09-5722	-53.55%	8.80	8.38	10.00	12/1/2010	\$4,598,017	\$5,002,642	\$4,983,331	\$5,057,819
													\$107,755,547		7.65%	7.98%	9.43%
19	17	19	MAJESTIC INSURANCE COMPANY		1.52%	n/a	10-3404	n/a	-52.30%			10.10	5/10/2010	\$105,111,721	\$105,111,721	\$115,728,005	\$105,111,721
													\$105,111,721		0.00%	10.10%	0.00%
20	19	23	DELOS INSURANCE COMPANY	LIGHTYEAR DELO	1.24%	10-5845	10-1535	09-8387	43.30%	15.00	1.40	12.00	8/12/2010	\$85,605,845	\$98,446,722	\$86,804,327	\$95,878,546
													\$85,605,845		15.00%	1.40%	12.00%
21	26	26	AMERICAN CASUALTY CO OF READING, PA	C.N.A. INSURANCE Grp		10-8350	10-4014	09-8851	-54.37%	0.20	8.00	10.00	11/23/2010	\$23,356,856	\$23,403,570	\$25,225,404	\$25,692,542
			CONTINENTAL CASUALTY COMPANY	C.N.A. INSURANCE Grp		10-8351	10-4015	09-8852	-54.12%	0.20	8.00	10.00	11/23/2010	\$4,760,348	\$4,769,869	\$5,141,176	\$5,236,383
			CONTINENTAL INSURANCE COMPANY	C.N.A. INSURANCE Grp		10-8352	10-4016	09-8853	-24.94%	0.20	8.00	10.00	11/23/2010	\$1,113,768	\$1,115,996	\$1,202,869	\$1,225,145
			NATIONAL FIRE INSURANCE CO OF HARTFORD	C.N.A. INSURANCE Grp		10-8353	10-4017	09-8854	-54.12%	0.20	8.00	10.00	11/23/2010	\$10,326,480	\$10,347,133	\$11,152,598	\$11,359,128
			TRANSCONTINENTAL INSURANCE COMPANY	C.N.A. INSURANCE Grp		n/a	n/a	n/a	-53.24%				12/4/2006	\$0	\$0	\$0	\$0
			TRANSPORTATION INSURANCE COMPANY	C.N.A. INSURANCE Grp		10-8354	10-4018	09-8855	-54.12%	0.20	8.00	10.00	11/23/2010	\$20,435,623	\$20,476,494	\$22,070,473	\$22,479,185
			VALLEY FORGE INSURANCE COMPANY	C.N.A. INSURANCE Grp		10-8355	10-4019	09-8856	-54.12%	0.20	8.00	10.00	11/23/2010	\$22,836,584	\$22,882,257	\$24,663,511	\$25,120,242
					1.20%								\$82,829,659		0.20%		10.00%
22	20	53	TOWER INSURANCE COMPANY OF NY	TOWER Grp	1.20%	10-8016	10-2592	09-8778	2.54%	9.00	7.70	0.00	11/9/2010	\$75,077,144	\$81,834,087	\$80,858,084	\$75,077,144
			PRESERVER INSURANCE COMPANY	TOWER Grp		10-8015	10-2591	09-8777	23.26%	9.00	7.70	0.00	11/9/2010	\$7,504,131	\$8,179,503	\$8,081,949	\$7,504,131
													\$82,581,275		9.00%	7.70%	0.00%
23	23	24	OLD REPUBLIC GENERAL INS CORPORATION	OLD REPUBLIC Grp		n/a	n/a	09-6014	-53.08%			10.00	8/4/2009	\$55,329,070	\$55,329,070	\$55,329,070	\$60,861,977
			OLD REPUBLIC INSURANCE COMPANY	OLD REPUBLIC Grp		10-8491	n/a	09-9501	-71.91%			-10.50	11/30/2010	\$23,615,203	\$22,646,980	\$23,615,203	\$21,135,607
			GREAT WEST CASUALTY COMPANY	OLD REPUBLIC Grp		n/a	n/a	n/a	-44.47%				11/23/2005	\$359,444	\$359,444	\$359,444	\$359,444
			BITUMINOUS CASUALTY CORPORATION	OLD REPUBLIC Grp		n/a	n/a	n/a	-63.80%				7/16/2007	\$5,401	\$5,401	\$5,401	\$5,401
					1.15%								\$79,309,118		-1.22%	0.00%	3.85%
24	24	25	UNITED STATES FIRE INSURANCE COMPANY	FAIRFAX FINANCIAL		10-8488	n/a	n/a	-49.89%	8.90			11/30/2010	\$63,403,908	\$69,046,856	\$63,403,908	\$63,403,908
			NORTH RIVER INSURANCE COMPANY (THE)	FAIRFAX FINANCIAL		10-8487	n/a	n/a	-50.77%	7.00			11/30/2010	\$9,928,157	\$10,623,128	\$9,928,157	\$9,928,157
			TIG INSURANCE COMPANY	FAIRFAX FINANCIAL		n/a	n/a	n/a	-62.62%				6/4/2007	\$1,352,254	\$1,352,254	\$1,352,254	\$1,352,254
					1.08%								\$74,684,319		8.49%	0.00%	0.00%
25	21	22	STATE FARM FIRE AND CASUALTY COMPANY	STATE FARM Grp	1.00%	10-8545	n/a	09-9190	-23.94%	4.00		11.00	12/1/2010	\$68,898,685	\$71,654,632	\$68,898,685	\$76,477,540
													\$68,898,685		4.00%	0.00%	11.00%
26	25	21	PREFERRED EMPLOYERS INSURANCE CO	WR Berkley Grp		10-8205	n/a	09-8780	-49.87%	1.10		2.00	11/16/2010	\$52,577,971	\$53,156,329	\$52,577,971	\$53,629,530
			GREAT DIVIDE INSURANCE COMPANY	WR Berkley Grp		n/a	n/a	n/a	-34.60%				7/8/2009	\$6,469,077	\$6,469,077	\$6,469,077	\$6,469,077
			MIDWEST EMPLOYERS CASUALTY COMPANY	WR Berkley Grp		n/a	10-2408	n/a	-62.34%			0.00	3/26/2010	\$62,864	\$62,864	\$62,864	\$62,864
					0.86%								\$59,109,912		0.98%	0.00%	1.78%
27	29	27	PENN MANUFACTURERS ASSOCIATION INS CO	PA MANUFACTURERS Grp		n/a	10-1877	n/a	-44.20%			0.00	3/3/2010	\$35,100,772	\$35,100,772	\$35,100,772	\$35,100,772
			MANUFACTURERS ALLIANCE INSURANCE CO	PA MANUFACTURERS Grp		n/a	10-1876	n/a	-44.26%			0.00	3/3/2010	\$17,990,061	\$17,990,061	\$17,990,061	\$17,209,291
			PENNSYLVANIA MANUFACTURERS INDEMNITY CO	PA MANUFACTURERS Grp		n/a	10-1878	n/a	-44.25%			0.00	3/3/2010	\$5,466,749	\$5,466,749	\$5,466,749	\$5,466,749
					0.85%								\$58,557,582		0.00%	0.00%	0.00%
28	28	28	AMERICAN AUTOMOBILE INSURANCE CO	Allianz/Fireman's Fund Grp		10-8680	n/a	09-8944	-53.70%	7.00		10.30	12/3/2010	\$18,865,962	\$20,186,579	\$18,865,962	\$20,809,156
			AMERICAN INSURANCE COMPANY (THE)	Allianz/Fireman's Fund Grp		10-8681	n/a	09-8945	-54.22%	7.00		10.30	12/3/2010	\$15,602,258	\$16,694,416	\$15,602,258	\$17,209,291
			ASSOCIATED INDEMNITY CORPORATION	Allianz/Fireman's Fund Grp		10-8682	n/a	09-8946	-47.31%	7.00		10.30	12/3/2010	\$1,113,412	\$1,191,351	\$1,113,412	\$1,228,093
			FIREMAN'S FUND INSURANCE COMPANY	Allianz/Fireman's Fund Grp		10-8683	n/a	09-8947	-62.31%	7.00		10.30	12/3/2010	\$6,777,397	\$7,251,815	\$6,777,397	\$7,475,469

CALIFORNIA WORKERS' COMPENSATION																	
RATE IMPACT OF FILINGS FROM 01/01/2004 THROUGH 01/01/2011																	
List Current as of 01/01/2011																	
'09	'08	'07	Sorted by Grp Premium Volume & Grp Market Share										-63.4%	0.00	no filing	0.00	
ANNUAL RANK	COMPANY NAME	Grp NAME	Grp Market Share	1/1/11 File #	7/1/10 File #	1/1/10 File #	01/01/2004 Cumulative % Rate Change	01/01/2011 % Rate Change	07/01/2010 % Rate Change	01/01/2010 % Rate Change	Date Most Recent Filing Rec'd.	2009 Direct Written (after credits)	Premium deductible	01/01/2011 Grp Rate Impact	07/01/2010 Grp Rate Impact	01/01/2010 Grp Rate Impact	
	NATIONAL SURETY CORPORATION	Allianz/Fireman's Fund Grp	0.75%	10-8684	n/a	09-8948	-56.93%	7.00		10.30	12/3/2010	\$9,710,023	\$10,389,725	\$9,710,023	\$10,710,155	\$10,710,155	
												\$52,069,052		7.00%	0.00%	10.30%	
29	22	16	PACIFIC COMPENSATION INSURANCE CO (Formerly Employers Direct Insurance Company)	Alleghany Grp	0.74%	10-7133	n/a	09-8725	-45.69%	1.00	0.00	10/7/2010	\$50,988,091	\$51,497,972	\$50,988,091	\$50,988,091	
												\$50,988,091		1.00%	0.00%	0.00%	
30	31	29	ARCH INSURANCE COMPANY	Arch Insurance Grp	0.53%	n/a	n/a	n/a	-56.13%			9/7/2007	\$36,649,723	\$36,649,723	\$36,649,723	\$36,649,723	
												\$36,649,723		0.00%	0.00%	0.00%	
33	30	33	CARE WEST INSURANCE COMPANY	CARE WEST INSUR	0.45%	10-8602	10-6306	09-9094	-49.42%	0.00	12.00	0.00	12/2/2010	\$31,359,425	\$31,359,425	\$35,122,556	\$31,359,425
												\$31,359,425		0.00%	12.00%	0.00%	
35	9	8	ENDURANCE RE CORPORATION OF AMERICA	ENDURANCE Grp	0.38%	n/a	n/a	n/a	-49.48%			11/24/2008	\$26,098,709	\$26,098,709	\$26,098,709	\$26,098,709	
												\$26,098,709		0.00%	0.00%	0.00%	
36	32	32	ALASKA NATIONAL INSURANCE COMPANY	ALASKA NATIONAL	0.37%	10-8438	n/a	09-9116	-55.69%	-2.10	4.50	11/29/2010	\$25,703,217	\$25,163,449	\$25,703,217	\$26,859,862	
												\$25,703,217		-2.10%	0.00%	4.50%	
38	33	30	SENTRY INSURANCE, A MUTUAL COMPANY	SENTRY INSURANCE Grp	n/a	n/a	09-9202	-45.27%			0.00	12/2/2009	\$18,143,219	\$18,143,219	\$18,143,219	\$18,143,219	
			SENTRY SELECT INSURANCE COMPANY	SENTRY INSURANCE Grp	n/a	n/a	09-9203	-50.22%			0.00	12/2/2009	\$761,633	\$761,633	\$761,633	\$761,633	
			SENTRY CASUALTY COMPANY	SENTRY INSURANCE Grp	n/a	n/a	09-9201	0.00%			0.00	12/2/2009	\$783,420	\$783,420	\$783,420	\$783,420	
			MIDDLESEX INSURANCE COMPANY	SENTRY INSURANCE Grp	n/a	n/a	09-9200	-29.13%			0.00	12/2/2009	\$3,946,214	\$3,946,214	\$3,946,214	\$3,946,214	
					0.34%							\$23,634,486		0.00%	0.00%	0.00%	
63	27	18	GENERAL CASUALTY COMPANY OF WISCONSIN	QBE INSURANCE GP	n/a	10-3174	n/a	-38.20%		-0.50		5/3/2010	\$329,205	\$329,205	\$327,559	\$329,205	
			REGENT INSURANCE COMPANY	QBE INSURANCE GP	n/a	10-3175	n/a	-22.97%		17.98		5/3/2010	\$950,394	\$950,394	\$1,121,275	\$950,394	
			REDLAND INSURANCE COMPANY	QBE INSURANCE GP	n/a	n/a	09-9037	-46.45%			0.00	11/24/2009	\$0	\$0	\$0	\$0	
			PRAETORIAN INSURANCE COMPANY	QBE INSURANCE GP	10-8913	n/a	09-9036	-26.20%	3.00		0.00	12/14/2010	\$0	\$0	\$0	\$0	
					0.02%							\$1,279,599		0.00%	13.23%	0.00%	
			TOTAL		94.27%			Cumulative	Jan-11	Jul-10	Jan-10		\$6,503,355,396	\$6,801,715,816	\$6,604,356,645	\$6,763,807,799	
								INSURERS:	-44.2%	4.59	1.55	4.00		4.59%	1.55%	4.00%	
								ADVISORY BENCHMARK:	-63.4%	0.00	no filing	0.00					

California Workers' Compensation - New Market Entrant Filing Activity

Based on Initial Rate Filings, Certificate of Authority Applications/Amendments, CIC 700 Financial Filings - Received from 4th Quarter 2003 to Present (post-reform)

As of 1/14/2010

1991 (246-116), 1992 (243), 1993 (235-108), 1994 (237-105), 1995 (238-104), 1996 (234-104), 1997 (241-106), 1998 (249-101), 1999 (246-95), 2000 (244-96), 2001 (235-91), 2002 (230-90), 2003 (225-87)

INSURER NAME	GROUP NAME	NAIC #	GROUP#	TYPE OF FILING: RATE, RATE or C/A C/A, 700C. FILING #		DATE RATE or C/A FILING RECD.	DATE RATE or C/A FILING ACCEPTED / ISSUED / APPROVED	2009 DIRECT WRITTEN PREMIUM	2008 DIRECT WRITTEN PREMIUM	2007 DIRECT WRITTEN PREMIUM	2006 DIRECT WRITTEN PREMIUM
AB 227 & SB 228 Chaptered 10/1/03											
1 FARMERS REINSURANCE COMPANY	Zurich Insurance Group	10873	212	C	03-8032	12/2/2003	11/16/2004	\$0	\$0	\$0	\$0
CASCADE NATIONAL INSURANCE COMPANY	n/a	10175	n/a	R, 700C *	03-8176	12/8/2003	CONSERVED	\$0	\$0	\$0	\$0
2004 (214-89)											
2 AMGUARD, EASTGUARD, NORGUARD INS. COMPANIES	Guard Insurance Companies	42390	0828	R, 700C *	04-37	1/6/2004	2/2/2004	\$11,135,244	\$19,870,909	\$13,820,987	\$13,016,664
3 PARTNER REINSURANCE COMPANY OF THE U.S	Winterthur Group	38636	3483	C	04-290	1/16/2004	2/15/2005	\$0	\$0	\$0	\$0
WESTERN COMPENSATION INSURANCE COMPANY	n/a	n/a	n/a	R, C	04-410, 04-343	1/21/04 & 1/20/04	W/D & W/D	\$0	\$0	\$0	\$0
SELECTIVE INSURANCE COMPANY OF AMERICA	Selective Insurance Group	12572	0242	R, C	04-894, 04-1454	2/4/04 & 2/23/04	N/A & W/D	\$0	\$0	\$0	\$0
CATERPILLAR INSURANCE COMPANY	n/a	11255	3569	C	04-1675	3/3/2004	W/D	\$0	\$0	\$0	\$0
SB 899 Chaptered 4/19/04											
4 COMPWEST INSURANCE COMPANY	n/a	12177	n/a	R, C	04-3555, 04-5917	5/12/04 & 8/19/04	6/4/04 & 10/4/04	\$120,834,283	\$112,265,528	\$100,024,284	\$100,024,284
IMPERIAL CASUALTY AND INDEMNITY COMPANY	n/a	11487	3499	C	04-4961	7/12/2004	W/D	\$0	\$0	\$0	\$0
5 EMPLOYERS REINSURANCE CORPORATION	Employers Re Corp Group	39845	0350	R *	04-5087	7/16/2004	7/26/2004	\$35,538	\$291,342	\$145,072	\$280,130
REMINGTON INSURANCE COMPANY, LTD.	n/a	n/a	n/a	C	04-6151	8/30/2004	REJECTED	\$0	\$0	\$0	\$0
WESTERN SELECT INSURANCE COMPANY	Public Service Mutual Group	10997	0853	R, 700C *	04-5281	7/28/2004	W/D	\$0	\$0	\$0	\$0
6 NATIONAL LIABILITY & FIRE INSURANCE COMPANY	Berkshire Hathaway	20052	0031	R	04-6393	9/3/2004	9/24/2004	\$324,244	\$6,467,323	\$113,149,424	\$399,782,207
7 CALIFORNIA INSURANCE COMPANY	n/a	38865	n/a	R, C	04-7990, 04-7041	11/15/04 & 10/12/04	11/29/04 & 12/23/04	\$50,556,348	\$66,318,509	\$98,145,382	\$145,393,714
TEVIS INSURANCE COMPANY	n/a	n/a	n/a	R, C	04-8731, 04-8846	12/1/04 & 12/6/04	W/D & W/D	\$0	\$0	\$0	\$0
8 TNUS INSURANCE COMPANY	Millea / Tokio Marine Group	32301	3098	R, C	04-9310 & 04-2418	12/16/04 & 4/7/04	1/14/05 & 09/28/04	\$0	\$0	\$0	\$0
9 BERKLEY REGIONAL INSURANCE COMPANY	WR Berkley Corp Group	29580	0098	R	04-9375	12/17/2004	1/13/2005	-\$520,969	-\$1,190,613	-\$145,896	\$785,825
2005 (210-86)											
10 GREAT DIVIDE INS CO	WR Berkley Corp Group	25224	0098	R, C	05-1613 & 05-1296	2/18/05 & 2/9/05	4/5/05 & 2/16/06	\$6,469,077	\$7,972,272	\$6,081,742	\$5,541,457
CORNERSTONE COMPENSATION INSURANCE COMPANY	EMB America LLC	n/a	n/a	R, C	05-1860 & 05-1832	3/2/05 & 3/1/05	W/D & W/D	\$0	\$0	\$0	\$0
11 ADVANTAGE WORKERS' COMPENSATION INSURANCE COMPANY	n/a	40517	n/a	R, C	05-2037 & 06-5039	3/9/05 & 8/7/06	3/29/05 & 9/6/06	\$13,384,371	\$6,156,409	\$1,795,564	\$0
12 SUA INSURANCE COMPANY	n/a	40134	n/a	R, C	05-3334 & 05-2215	5/2/05 & 3/16/05	05/11/05 & 5/9/05	\$18,801,306	\$26,008,303	\$23,314,773	\$17,331,480
LINCOLN GENERAL INSURANCE COMPANY	Kingsway	33855	1326	R, C	05-4615 & 05-4207	6/13/05 & 5/31/05	W/D & 3/21/07	Note: Company resubmitted rate filing in 2006, see below			
13 MIDWEST EMPLOYERS CASUALTY COMPANY	WR Berkley Corp Group	23612	0098	C	05-5003	6/23/2005	12/30/2005	\$62,864	\$93,156	\$170,505	\$290,953
14 WESTERN UNITED INSURANCE COMPANY	n/a	37770	1278	C	04-3742	5/25/2004	7/29/2005	\$0	\$0	\$0	\$0
15 ENDURANCE REINSURANCE CORPORATION OF AMERICA	n/a	11551	n/a	R, C	05-5428 & 05-5415	7/11/05 & 7/11/05	8/5/05 & 1/6/06	\$26,098,709	\$232,827,682	\$262,227,645	\$93,779,433
16 INSURANCE CORP. OF HANNOVER (PRAETORIAN INS.)	Hannover Group	37257	0517	R	05-6191	8/15/2005	8/30/2005	-\$4,119,926	\$51,368,087	\$101,150,433	\$33,877,806
17 FINANCIAL PACIFIC INSURANCE COMPANY	Mercer Group	31453	1114	C	05-9919	10/20/2005	5/25/2006	\$0	\$0	\$0	\$0
2006 (204-81)											
18 NOVA CASUALTY COMPANY	AIX Group	42552	4257	R, C	06-1394 & 06-1248	2/24/06 & 2/17/06	3/8/06 & 8/16/06	\$11,905,609	\$13,882,374	\$3,440,820	\$0
MEMIC INDEMNITY COMPANY	n/a	n/a	n/a	R, C	06-1424 & 05-10073	2/27/06 & 12/7/05	W/D & W/D	\$0	\$0	\$0	\$0
SENTRY CASUALTY COMPANY	Sentry Mutual Group	28460	0169	R, C	06-4007 & 06-3840	6/19/06 & 6/12/06	W/D & 12/5/06	Note: Company resubmitted rate filing in 2007, see below			
19 LINCOLN GENERAL INSURANCE COMPANY	Kingsway	33855	1326	R, C	06-4936 & 05-4207	8/2/06 & 5/31/05	8/8/06 & 3/21/07	\$1,190,033	\$14,091,871	\$29,727,863	\$0
20 SOMPO JAPAN FIRE & MARINE INSURANCE COMPANY OF AMERICA	Nissan Insurance Group	38997	3219	R	06-5443	8/18/2006	9/5/2006	\$544,487	\$282,499	\$134,754	\$0
21 NEW YORK MARINE AND GENERAL INSURANCE COMPANY	New York Marine & Genl.Grp.	16608	0256	R, C	06-6198 & 06-5405	9/14/06 & 8/18/06	10/11/06 & 10/12/07	\$0	\$0	\$0	\$0
22 TOWER INSURANCE COMPANY OF NEW YORK	Tower Group Companies	44300	3703	R, C	06-8817 & 07-2629	12/5/06 & 4/5/07	12/29/06 & 9/21/07	\$75,077,144	\$94,982,558	\$3,691,169	\$0
PHARMACISTS MUTUAL INSURANCE COMPANY	Pharmacists Mutual Group	13714	0775	C	06-9375	12/1/2006	W/D	\$0	\$0	\$0	\$0
2007 (207-84)											
23 NORTH AMERICAN ELITE INSURANCE COMPANY	North American Reinsurance C	29700	0181	R	07-1192	2/13/2007	5/29/2007	\$0	\$0	\$0	\$0
CRYSTAL MOUNTAIN INSURANCE, INC.	n/a	n/a	0000	R	07-3064	4/25/2007	REJECTED	\$0	\$0	\$0	\$0
24 WASHINGTON INTERNATIONAL INSURANCE COMPANY	North American Reinsurance C	32778	0181	R, C	07-3265 & 07-3056	5/3/2007 & 4/24/07	5/29/07 & 3/13/08	\$0	\$0	\$0	\$0
25 SOUTHERN INSURANCE COMPANY	Republic Companies Group	19216	3489	R,C	07-4918 & 07-4675	7/24/07 & 7/9/07	7/31/07 & 4/23/08	\$174,711,728	\$23,188,876	\$0	\$0
ACCIDENT FUND INSURANCE COMPANY OF AMERICA	n/a	n/a	n/a	R, C	07-5443 & 07-5363	8/22/07 & 8/17/07	W/D & W/D	\$0	\$0	\$0	\$0
15 ENDURANCE REINSURANCE CORPORATION OF AMERICA	n/a	11551	n/a	R, C	08-1173 & 07-6043	1/28/08 & 9/19/07	1/29/08 & 1/30/08	Note: Company redomesticated from NY to DE, see Co # 15 above			
26 SPARTA INSURANCE COMPANY	n/a	20613	n/a	R	07-6137	9/28/2007	10/3/2007	\$33,521,449	\$10,968,310	\$0	\$0

California Workers' Compensation - New Market Entrant Filing Activity

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As of 1/14/2010

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INSURER NAME	GROUP NAME	NAIC #	GROUP#	TYPE OF FILING:		DATE RATE or C/A FILING RECD.	DATE RATE or C/A FILING ACCEPTED / ISSUED / APPROVED	2009 DIRECT WRITTEN PREMIUM	2008 DIRECT WRITTEN PREMIUM	2007 DIRECT WRITTEN PREMIUM	2006 DIRECT WRITTEN PREMIUM
				RATE, C/A, 700C.	RATE or C/A FILING #						
27 SENTRY CASUALTY COMPANY	Sentry Mutual Group	28460	0169	R		07-6404	10/12/2007		\$783,420	\$197,866	\$0
CRYSTAL MOUNTAIN INSURANCE, INC.	n/a	n/a	n/a	R		07-6646	10/23/2007	REJECTED	\$0	\$0	\$0
2008 (207-85)											
28 MEMIC INDEMNITY COMPANY	Maine Employers	11030	1332	R, C		08-1162 & 08-621	1/28/08 & 1/11/08	2/8/08 & 7/7/08	\$30,770	\$844	
29 XL INSURANCE AMERICA, INC.	XL AMERICA GROUP	24554	1285	R		08-2471	3/4/2008	3/6/2008	\$217,749	\$310,855	
30 PRESERVER INSURANCE COMPANY	Preserver Group Inc.	15586	0026	R, C		08-5805 & 08-12661	4/15/08 & 9/17/08	5/13/08 & 12/30/08	\$7,504,131	\$0	
SAFETY FIRST INSURANCE COMPANY	Delphi Financial Group	11123	0074	C		08-9647	6/19/2008	W/D	\$0	\$0	
AMERICAN FAMILY HOME INSURANCE COMPANY	Munich Group	23450	0361	R, C		08-11876 & 08-10396	9/3/08 & 7/17/2008	W/D & W/D	\$0	\$0	
31 SECURITY NATIONAL INSURANCE COMPANY	Amtrust Group	19879	2538	R		08-11247	8/18/2008	8/26/2008	\$1,236,018	\$0	
IMPERIAL CASUALTY AND INDEMNITY COMPANY	Providence Holdings Inc Gp	11487	3499	R, C		08-11677 & 08-11326	8/29/08 & 8/19/08	9/17/2008 & W/D	\$0	\$0	
AMERICAN MODERN HOME INSURANCE COMPANY	n/a	23469	n/a	R, C		08-12149 & 08-10966	9/18/08 & 8/6/08	10/14/08 & W/D	\$0	\$0	
32 ACCIDENT FUND INSURANCE COMPANY OF AMERICA	n/a	10166	n/a	R, C		08-13193 & 08-13126	10/27/08 & 10/23/08	11/25/2008 & 4/17/2009	\$0	\$0	
33 UNITED WISCONSIN INSURANCE COMPANY	Cobalt Corporation Group	29157	0053	R, C		08-13192 & 08-13126	10/27/08 & 10/23/08	11/25/2008 & 4/20/2009	\$100,754	\$0	
2009 (207-85)											
AMERICAN COMPENSATION INSURANCE COMPANY	n/a	45934	n/a	R, C		09-1967 & 09-1755	3/4/09 & 2/26/09	4/1/2009 & W/D	\$0		
> PLAZA INSURANCE COMPANY	n/a	30945	n/a	R, ?		09-1969	3/4/2009	4/1/2009	\$0		
34 NETHERLANDS INSURANCE COMPANY (THE)	Liberty Mutual Group	24171	0111	R, C		09-2521 & 08-14562	3/24/09 & 12/9/08	4/7/2009 & 5/19/2009	\$550,765		
35 PEERLESS INDEMNITY INSURANCE COMPANY	Liberty Mutual Group	18333	0111	R		09-2522	3/24/2009	4/7/2009	\$1,486,988		
36 PEERLESS INSURANCE COMPANY	Liberty Mutual Group	24198	0111	R		09-2523	3/24/2009	4/7/2009	\$701,778		
37 STARNET INSURANCE COMPANY	WR Berkley Corp Group	40045	0098	R, C		09-5558 & 09-5865	7/15/09 & 7/27/09	7/24/2009 & 7/21/2010	\$0		
38 ALLMERICA FINANCIAL BENEFIT INSURANCE COMPANY	The Hanover Ins Group	41840	0088	R, C		09-6358 & 09-6486	8/14/09 & 8/25/09	9/15/2009 & 7/20/2010	\$0		
39 MASSACHUSETTS BAY INSURANCE COMPANY	The Hanover Ins Group	22306	0088	R, C		09-6359 & 09-6488	8/14/09 & 8/25/09	9/15/2009 & 6/17/2010	\$0		
40 COMPANION PROPERTY AND CASUALTY INSURANCE CO	n/a	12157	n/a	R, C		09-6998 & 09-4427	9/10/09 & 6/02/09	9/29/2009 & 11/30/2009	\$0		
ACCIDENT FUND GENERAL INSURANCE COMPANY	Blue Cross / Shield of MI	12304	n/a	R, C		09-8098 & 09-7826	10/20/09 & 10/09/09	11/12/2009 & W/D	\$0		
ACCIDENT FUND NATIONAL INSURANCE COMPANY	Blue Cross / Shield of MI	12305	n/a	R, C		09-8099 & 09-7822	10/20/09 & 10/09/09	11/12/2009 & W/D	\$0		
41 SENECA INSURANCE COMPANY, INC.	Fairfax Financial	10936	0158	R		09-8378	10/30/2009	1/26/2010	\$0		
42 SEQUOIA INSURANCE COMPANY	JP Morgan Chase & Co Grp	22985	0009	R, C		09-8942 & 09-5119	11/20/09 & 7/01/09	12/12/2009 & 10/08/2009	\$0		
43 CITIZENS INSURANCE COMPANY OF AMERICA	The Hanover Ins Group	31534	0088	R, C		09-9117 & 09-8843	11/30/09 & 11/18/09	12/24/2009 & 7/20/2010	\$0		
44 HANOVER AMERICAN INSURANCE COMPANY (THE)	The Hanover Ins Group	36064	0088	R, C		09-9118 & 09-8132	11/30/09 & 10/21/09	12/24/2009 & 9/21/2010	\$0		
2010 (TBD)											
45 SENTINEL INSURANCE COMPANY, LTD.	n/a	11000	n/a	R		10-1750	2/25/2010	3/4/2010			
46 NATIONAL CASUALTY COMPANY	n/a	11991	n/a	R		10-3029	4/26/2010	5/18/2010			
47 PHARMACISTS MUTUAL INSURANCE COMPANY	n/a	13714	n/a	R, C		10-4434 & 09-7692	6/10/10 & 10/06/09	8/1/2010 & 11/19/2010			
48 BERKLEY NATIONAL INSURANCE COMPANY	WR Berkley Corp Group	38911	0098	R, C		10-5035 & 10-5014	7/09/10 & 7/12/10	8/19/2010 & 1/03/2011			
49 REPUBLIC UNDERWRITERS INSURANCE COMPANY	Delek Group	24538	3489	R, C		10-8548 & 08-10845	12/01/10 & 7/30/08	12/16/2010 & 1/26/2009			
> DENTISTS INSURANCE COMPANY (THE)	n/a	40975	n/a	R, C		10-9202 & 10-8234	12/21/10 & 11/17/10	1/11/2011 & PENDING			
> SPARTA AMERICAN INSURANCE COMPANY	Sparta Group	10079	4702	R		10-9532	12/23/2010	PENDING			

LEGEND - TYPE OF FILING COLUMN

R = initial rate filing (Rate Filing Bureau)

C = certificate of authority, or amended certificate of authority filing (Corporate Affairs Bureau-Legal)

700C = Insurance Code 700(c) Surplus Review & Business Plan for companies already licensed (Financial Analysis Division)

* = already licensed & re-entering the market

LEGEND - OTHER COLUMNS

> = at least one application still pending at time of report (not yet authorized to write WC)

W/D = WITHDRAWN

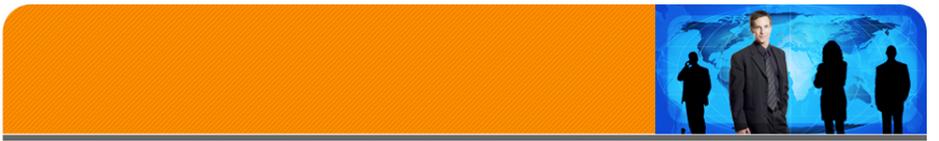
\$431,789,629 \$694,923,715 \$769,115,765 \$810,103,953

2009

2008

2007

2006

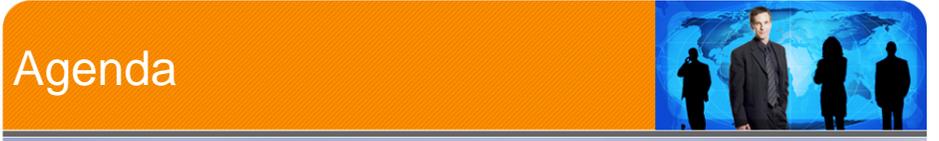


California Workers' Compensation Insurance Market Update

Presented by:
Dave Bellusci
WCIRB of California

DWC 18th Annual Educational Conference
Los Angeles February 24-25, 2011
Oakland February 28 - March 1, 2011

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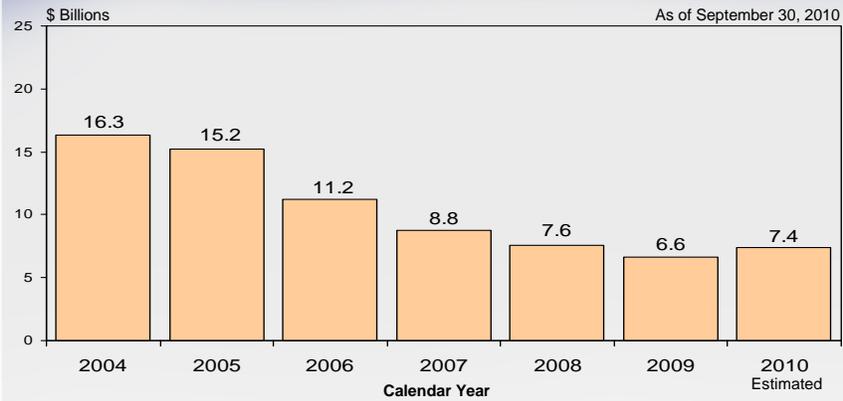


Agenda

- Insurer Results
- Recent CDI Pure Premium Rate Decisions
- Experience Rating Plan Changes

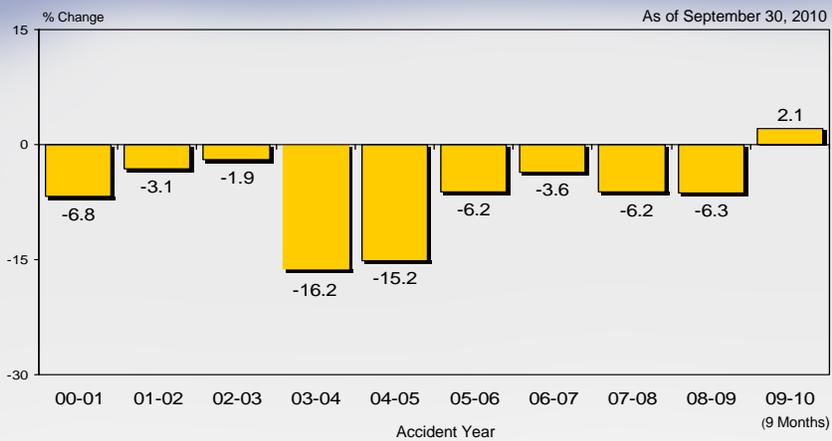
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Written Premium Net of Deductible Credits



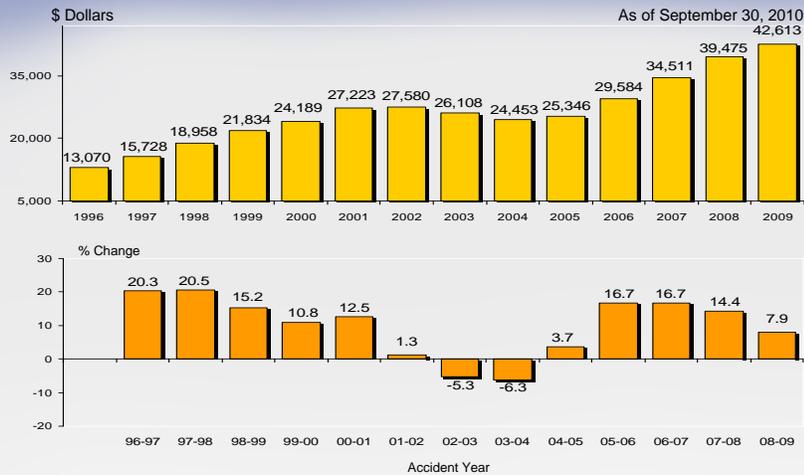
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Estimated Change in Indemnity Claim Frequency



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Estimated Medical Loss Per Indemnity Claim



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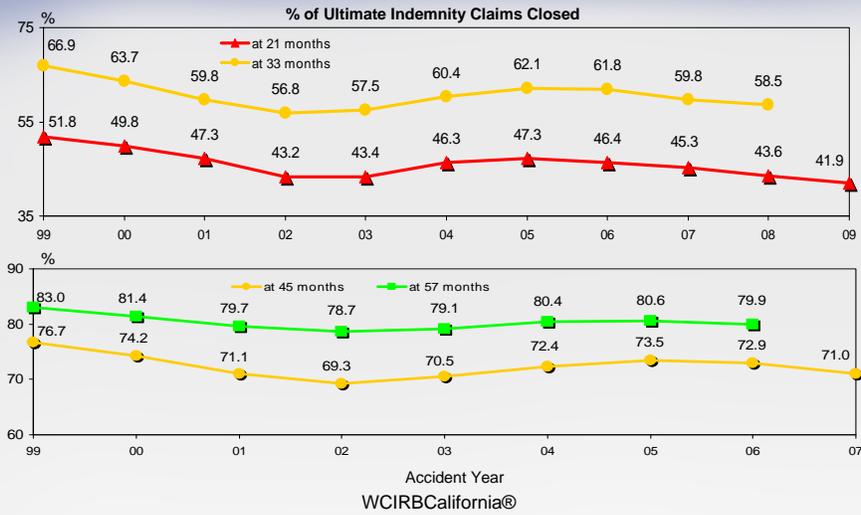
Permanent Disability Benefits



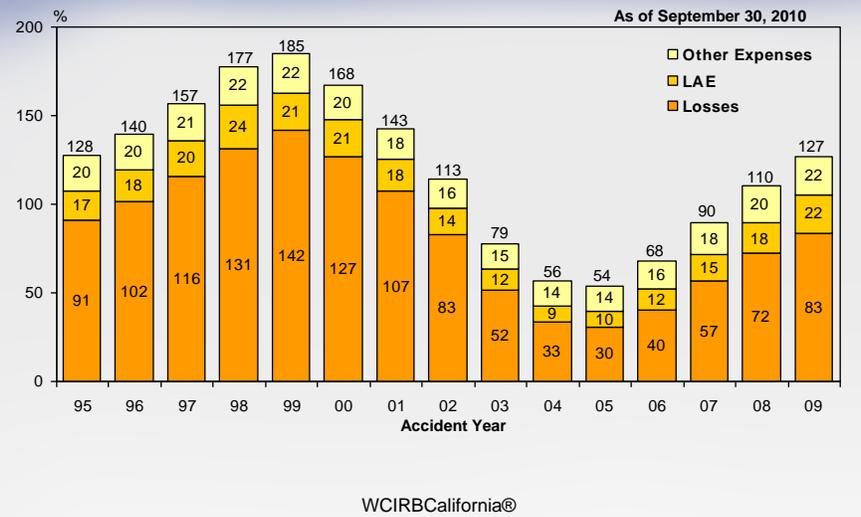
- California Among the Most Costly States Pre-Reform
- Reforms Reduced PD Benefit Costs by Two-Thirds
- Ogilvie and Almaraz/Guzman Decisions
 - Allow deviation from 2005 Permanent Disability Schedule
 - Increase potential subjectivity & inconsistency
 - WCIRB original estimates 5.8% overall cost estimate
 - Early indication of impact on settlements and average ratings not inconsistent with original estimate

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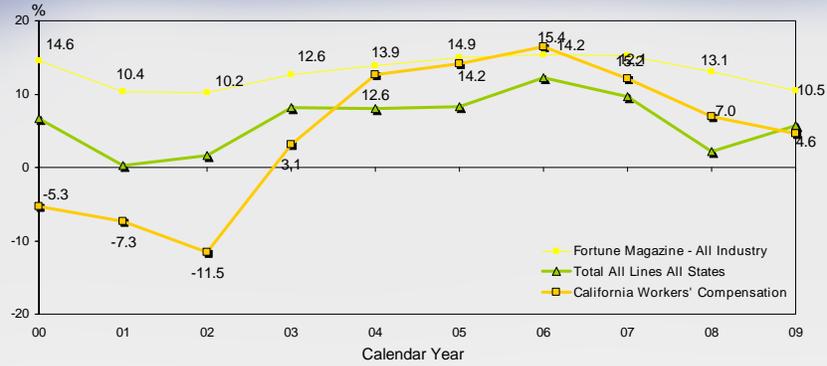
Claim Settlement Ratios



Accident Year Combined Loss and Expense Ratios



Average Return on Net Worth



10-Year Arithmetic Average Return

California Workers' Compensation	4.6%
Fortune Magazine - All Industry	11.6%
Total P & C All Lines All States	5.3%

Source: NAIC Report on Profitability in 2009

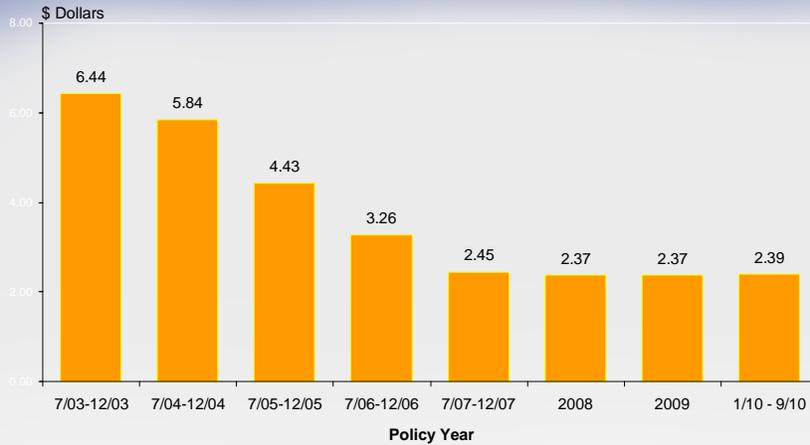
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Recent WCIRB Pure Premium Rate Filings



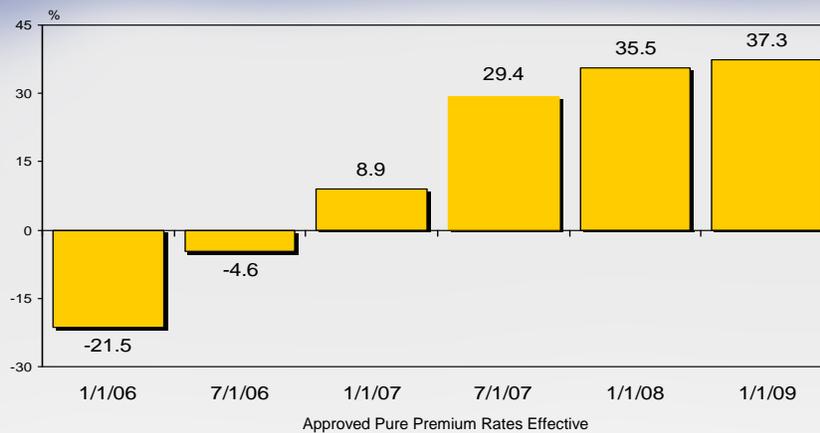
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Average Insurer Rate per \$100 of Payroll



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Inadequacy/Redundancy in Pure Premium Rates



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CDI Directives - WCIRB Activities



- Review Ratemaking Processes and Methodologies
 - Many enhancements reflected in WCIRB filing
 - New Claims Subcommittee
 - Digital dashboard of diagnostics developed by Special Committee
- New Sources of Claim Information
 - Medical Transactional Data
- Enhanced Filing Process
 - Insurer filed rates & pure premium rates
 - Additional insurer profitability information

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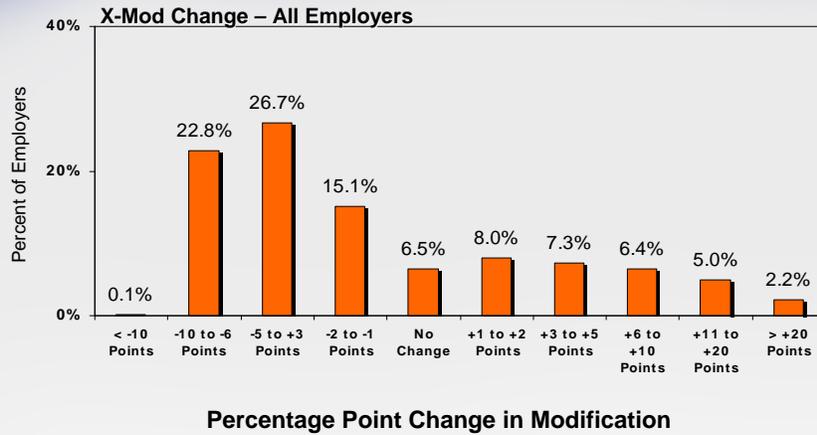
Experience Rating Plan Changes



- 2010 Changes
 - New primary/excess split
 - New B and W values
 - Some modifications will increase significantly
- 2011 Changes
 - “No Loss Rating” shown on each rate sheet
 - Explanatory summary with each rate sheet
 - Rate sheets to be provided to employers
- 2012 Changes
 - New formula
 - New rate sheet format

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Impact of 2010 ERP Changes



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Tom Clark
Chief Operating Officer

California Workers' Compensation Market Report

Years: 2008 & 2009
Top Ten Writers (By Group)

--- Rank ---		Company	2009			2008		
2009	2008		Written Premium (\$=Mil)	Market Share (%)	Loss Ratio (%)	Written Premium (\$=Mil)	Market Share (%)	Loss Ratio (%)
1	1	State Fund	1,287	18.65	73.21	1,725	22.56	73.24
2	3	Zurich	562	8.14	79.28	568	7.43	66.67
3	2	AIG	540	7.83	78.04	576	7.53	68.63
4	5	Travelers	508	7.37	57.58	483	6.31	59.8
5	4	Liberty	363	5.26	89.79	510	6.67	65.56
6	8	Hartford	350	5.08	46.27	268	3.5	40.62
7	7	Zenith	268	3.88	46.1	325	4.25	19.57
8	6	Berkshire	236	3.41	76.79	439	5.74	42.51
9	14	Everest	205	2.97	75.43	126	1.65	40.8
10	10	Employers	184	2.67	55.96	222	2.91	36.92
		Industry	6,902		68.52	7,646		58.97

Source: NAIC Database from California Department of Insurance

Executive Quotes

- Quote from Zenith Chairman “Our customers continue to be adversely impacted by the recession and it will be a slow process at best before job creation and increased payrolls occur.”

“There is little or no margin in our business right now. I think the industry is operating at an underwriting loss.”

- John Doyle, CEO, Chartis US

- “Workers’ Compensation coverage currently being sold by insurers, already largely unprofitable while inflation is low, is a time bomb that will become even more costly for insurers when inflation shoots up.”

- Edmund “Ted” Kelly, CEO, Liberty Mutual

Executive Quotes

- “Companies are not focused on growth but on account retention and seeking rate selectively and thoughtfully while underlining careful risk selection.”

- Jay Fishman, Chairman & CEO, Travelers

- “The Hartford is focused on rate adequacy and letting business go when we need to. This is a long term business and we manage it over time.”

- Liam McGee, Chairman/President & CEO, The Hartford

- “Sea Bright continues to push for price increases in order to achieve appropriate levels of underwriting returns. This is resulting in a reduced market share and may continue to do so until soft market conditions abate.”

- John Pasqualetto, Chairman/President & CEO, Sea Bright

Top 10 – Not Active

(AIG, Employers, Hartford, Liberty, and Zurich)

Governing Class	Premium	State Fund Premium	Difference	% of Difference
CONS	\$151,075	\$231,360	\$80,285	34.70%
PRINTING	\$34,728	\$65,850	\$31,122	47.26%
CARRIER #1	\$185,803	\$297,210	\$111,407	37.48%
MILLING	\$88,000	\$98,947	\$10,947	11.06%
CARRIER #2	\$88,000	\$98,947	\$10,947	11.06%
Total/Average	\$273,803	\$396,157	\$122,354	30.89%
CARRIER #3, #4 & #5 - No Policies Written				

Top 10 - Active

(Berkshire, Everest Nat'l., Travelers, & Zenith)

Governing Class	Premium	State Fund Premium	Difference	% of Difference
CONS	\$148,000	\$238,584	\$90,584	37.97%
TERMITE CONTROL WORK	\$34,488	\$48,666	\$14,178	29.13%
STORES	\$26,000	\$36,244	\$10,244	28.26%
FARM	\$27,008	\$36,254	\$9,246	25.50%
CARRIER #1	\$235,496	\$359,748	\$124,252	34.54%
CONS	\$72,897	\$146,555	\$73,658	50.26%
DAY CARE CENTERS	\$43,000	\$119,097	\$76,097	63.89%
TRUCKING	\$53,704	\$62,525	\$8,821	14.11%
FARM	\$139,000	\$194,164	\$55,164	28.41%
CARRIER #2	\$308,601	\$522,341	\$213,740	40.92%
FARM	\$289,000	\$402,556	\$113,556	28.21%
TRUCKING FIRMS	\$254,000	\$296,720	\$42,720	14.40%
REHABILITATION FACILITIES	\$206,000	\$225,193	\$19,193	8.52%
AUTOMOBILE OR AUTOMOBILE TRUCK SALESPERSONS	\$143,269	\$172,593	\$29,324	16.99%
CARRIER #3	\$892,269	\$1,097,062	\$204,793	18.67%
CONS	\$68,888	\$83,685	\$14,797	17.68%
CONS	\$114,916	\$156,799	\$41,883	26.71%
CONS	\$87,000	\$123,327	\$36,327	29.46%
FARM	\$103,000	\$116,651	\$13,651	11.70%
CARRIER #4	\$373,804	\$480,462	\$106,658	22.20%
TOTAL/AVERAGE	\$1,810,170	\$2,459,613	\$649,443	26.40%

Not Top 10 - Active

(Companion, Ins. Co. of the West, Preferred Employers, & Star Ins. Co.)

Governing Class	State Fund		Difference	% of
	Premium	Premium		
CONS	\$65,006	\$87,006	\$22,000	25.29%
GASOLINE OR OIL DEALERS	\$96,000	\$136,776	\$40,776	29.81%
CONS	\$123,531	\$123,531	\$0	0.00%
FARM	\$19,000	\$24,608	\$5,608	22.79%
CARRIER #1	\$303,537	\$371,921	\$68,384	18.39%
HOUSE FURNISHINGS	\$76,407	\$119,064	\$42,657	35.83%
CONS	\$51,022	\$84,078	\$33,056	39.32%
FARM	\$71,000	\$81,269	\$10,269	12.64%
HOMEMAKER SERVICES	\$35,000	\$55,765	\$20,765	37.24%
CARRIER #2	\$233,429	\$340,176	\$106,747	31.38%
MILLING	\$88,028	\$129,464	\$41,436	32.01%
RESIDENTIAL CARE FACILITIES	\$41,007	\$82,015	\$41,008	50.00%
MILLING	\$40,000	\$64,129	\$24,129	37.63%
FARM	\$16,961	\$35,169	\$18,208	51.77%
CARRIER #3	\$185,996	\$310,777	\$124,781	40.15%
CLUBS--COUNTRY OR GOLF	\$19,000	\$35,232	\$16,232	46.07%
SWIMMING POOL CLEANING AND SERVICING	\$15,000	\$27,539	\$12,539	45.53%
CONS	\$12,868	\$18,298	\$5,430	29.68%
WINERIES	\$6,765	\$12,612	\$5,847	46.36%
CARRIER #4	\$53,633	\$93,681	\$40,048	42.75%
Total/Average	\$776,595	\$1,116,555	\$339,960	30.45%