



**2012 Report on  
Workers' Compensation Insurance**

**September 28, 2012**

## Table of Contents

	Page
Executive Summary .....	1
Introduction.....	2
Overview.....	2
2012 Legislative Changes Impacting Workers' Compensation.....	3
Workers' Compensation Insurers .....	9
Premium Rates .....	10
Terrorism Risk Insurance Program.....	13
Conclusion .....	14
 <b>Exhibits</b>	
Exhibit 1	Maryland Workers' Compensation Share of Overall Property & Casualty Industry Written Premium
Exhibit 2	Comparison of Large Insurance Group Market Shares for 2002 through 2011
Exhibit 3	Maryland Workers' Compensation Market Share by Insurer Group
Exhibit 4	Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group
Exhibit 4a	Maryland Excess Workers' Compensation Insurers Including Each Company Within the Group
Exhibit 5	Maryland Industry vs. IWIF Written Premium for 2002 through 2011 (in millions) (page 1) Maryland Market Share of Top 8 Carriers - with and without IWIF (page 2)
Exhibit 6	Maryland Re-entrants and New Entrants

- Exhibit 7 Maryland Industry vs. IWIF Loss Ratios from 2002 through 2011
- Exhibit 8 Comparison of Changes in NCCI Maryland Pure Premium Loss Cost Filings with the Maryland Insurance Administration for the Years 1998 through 2013
- Exhibit 9 History of NCCI Maryland Pure Premium Loss Cost Changes by Industry Group for the Years 2001 through 2013
- Exhibit 10 Largest Payroll Classes by Industry Group for Maryland
- Exhibit 11 Changes in the Components of NCCI Maryland Pure Premium Loss Cost Filings from 1/1/2004 through 1/1/2013
- Exhibit 12 Cumulative Impact of NCCI Maryland Pure Premium Loss Cost Filings for the Years 1988 through 2013 (page 1)  
Cumulative Impact of NCCI Maryland Pure Premium Loss Cost Changes by Industry Group from 1988 through 2013 (page 2)

## Executive Summary

- Employers are required to purchase or self-insure for workers' compensation insurance. They may buy workers' compensation insurance from an insurer authorized to write workers' compensation insurance in the State or from the Injured Workers' Insurance Fund ("IWIF"). Subject to regulatory approval, an employer may self-insure.<sup>1</sup>
- Ninety-nine insurance groups offer workers' compensation insurance to Maryland employers. Workers' compensation insurance is the third largest line in property and casualty insurance following auto insurance and homeowners insurance.
- The top eight workers' compensation insurance groups, including IWIF, wrote approximately 69 percent of the market in 2011 (Exhibit 3). IWIF is the largest writer, accounting for about 23.1 percent of the market in 2011. The second largest writer is Hartford Fire and Casualty Group, accounting for about 14.3 percent of the market in 2011.
- The National Council on Compensation Insurance, Inc. ("NCCI") files pure premium loss costs with the MIA on behalf of all insurers who write workers' compensation insurance in the State with the exception of IWIF. No insurer may use the NCCI's pure premium loss costs until those pure premium loss costs are approved by the MIA.
- NCCI filed decreases to the pure premium loss costs for calendar years 2007 through 2009 (ranging from a low of -5.4 percent for 2009 to a high of -1.7 percent for 2008) and increases for calendar years 2010 through 2013 (ranging from a high of 5.7 percent in 2011 to a low of 1.4 percent for 2012). The pure premium loss cost increase for 2012 was primarily due to benefit cost increases of 4.0 percent. For 2013, the increase of 3.8% is due to a combination of experience, trend, benefit and other costs.
- Maryland's workers' compensation insurance market remains competitive.

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<sup>1</sup> In order to be self-insured, approval must be obtained from either the Workers' Compensation Commission or the Maryland Insurance Administration depending on the nature of the employer seeking to self-insure.

## **Introduction**

Pursuant to §2-10A-03 of the State Government Article of the Annotated Code of Maryland, the Maryland Insurance Commissioner issues an Annual Report to the Joint Committee on Workers' Compensation Benefit and Insurance Oversight ("Committee")<sup>2</sup> regarding the condition of workers' compensation benefits and workers' compensation insurance in Maryland, and the effect of Chapters 590 and 591 of the Laws of Maryland of 1987 on those benefits and that insurance.<sup>3</sup>

## **Overview**

Since the early 1900s, every state has required employers to provide some form of protection for their employees who are injured while working. Workers' compensation laws are based on a no-fault system designed to compensate workers who sustain accidental injuries arising out of and in the course of their employment. The forms of compensation may include payment for medical services, rehabilitation services, lost or replacement income, and any permanent partial or permanent total disability the worker may sustain as a result of the work-related injury or occupational disease. When a worker dies as a result of a work-related injury or disease, the benefits also may include funeral expenses and survivor benefits.

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<sup>2</sup> The Workers' Compensation Commission ("WCC") also submits a report to the Committee pursuant to § 2-10A-03.

<sup>3</sup> Among other things, Chapter 590 established competitive rating for workers' compensation insurance under certain circumstances. It also requires workers' compensation insurers to adhere to a uniform classification system and uniform experience rating plan; permits an insurer to develop subclassifications in certain cases; requires workers' compensation insurers to record and report certain workers' compensation experience; requires a rating organization to develop and file certain rules; prohibits insurers from agreeing with other insurers to adhere to certain rules; specifies the contents of an experience rating plan; and permits insurers to file rating plans providing for retrospective premium adjustments. Chapter 591 provides, among other things, that the allowable fees and other charges for medical treatment and services established by the WCC shall be reviewed by the WCC at least once every two years for completeness and reasonableness, and that WCC-adopted guidelines be revised accordingly.

Employers may purchase workers' compensation insurance from an insurer authorized to write workers' compensation insurance in the State or from the Injured Workers' Insurance Fund ("IWIF"). Subject to regulatory approval, an employer may self-insure.

Workers' compensation insurance is a "long-tail" line of business, as claims may be open for long periods of time, benefits may be awarded in stages and in various combinations of disability determinations, and claims may be reopened at a later point in time resulting in the payment of additional benefits. All of these factors can make it difficult to accurately predict costs of workers' compensation claims.

Maryland's Workers' Compensation Commission's Medical Fee Guide is one tool Maryland has used to curtail medical cost increases and make it easier for workers' compensation insurers to predict cost of claims. In an effort to further decrease medical cost trends, some workers' compensation insurers have entered into contracts with Preferred Provider Organizations (PPOs). Providers contracting with a PPO may agree to accept a lower fee than that established by the Workers' Compensation Commission's Fee Guide. If an injured worker receives services from such a provider, the workers' compensation insurer pays the provider in accordance with the PPO contracted rate or the Workers' Compensation Commission's Medical Fee Guide, whichever is less. Furthermore, under the State's all-payer hospital rate setting system, workers' compensation insurers pay the same amount for hospital services as all other payers.

### **2012 Legislative Changes Impacting Workers' Compensation**

In 2012, the following changes were made to the laws governing workers' compensation insurance and IWIF:

**HOUSE BILL 65 (Chapter 11) / SENATE BILL 30 (Chapter 10) - Injured Workers' Insurance Fund - Cancellation of Policies - Failure to Pay a Premium**

- Aligns the Injured Workers' Compensation Fund's (IWIF) cancellation procedures with those of private workers' compensation insurers by authorizing IWIF to cancel policies in accordance with the Insurance Article.
- Authorizes IWIF to pursue collection of the debt of any policyholder whose insurance is cancelled for nonpayment of premium, rather than referring cases for collection to the Attorney General.

*Effective Date: July 1, 2012*

**HOUSE BILL 114 (Chapter 41) / SENATE BILL 174 (Chapter 40) - Subsequent Injury Fund and Uninsured Employers' Fund - Assessments on Settlement Agreements**

- Excludes the amount of medical benefits in a formal set-aside allocation that is part of an approved settlement agreement approved by the Workers' Compensation Commission (WCC) from the assessments required to be imposed by the WCC payable to the Subsequent Injury Fund and the Uninsured Employers' Fund if: (1) the amount of the medical benefits exceeds \$50,000 and the payment of the benefits by the employer or its insurer is made directly to an authorized insurer that provides periodic payments to the covered employee pursuant to a single premium authority; or (2) the amount of medical benefits is in any amount and the payment of medical benefits by the employer or its insurer is to an independent third-party administrator that controls and pays the medical services in accordance with the formal set-aside allocation, provided there is no reversionary interest to the covered employee or the covered employee's beneficiaries.

*Effective Date: July 1, 2012*

**HOUSE BILL 293 (Chapter 119) – Worker's Compensation - Uninsured Employers' Fund**

- Specifies that the director of the Uninsured Employers' Fund (UEF), rather than the UEF board, is the appointing authority for all staff and has immediate supervision and direction over administration of UEF.
- Authorizes the director to employ staff in accordance with the State budget.
- Requires the UEF board to review the administration of the UEF fund by the director.
- Authorizes an employee to appeal to the board a disciplinary action taken by the director.

*Effective Date: October 1, 2012*

**HOUSEBILL 421 (Chapter 663) – Workers' Compensation - Death Benefits - Determination of Benefits**

- Alters the calculation of workers' compensation benefits for a dependent of a deceased covered employee who died due to an occupational disease by calculating the average weekly wage using the date of the last injurious exposure of the covered employee to the hazards of the occupational disease, rather than from the date of disablement from the occupational disease.

*Effective Date: October 1, 2012*

**HOUSE BILL 835 (Chapter 398) - Workers' Compensation - Permanent Partial Disability Benefits - Washington Metropolitan Area Transit Authority**

- Provides that police officers employed by the Washington Metropolitan Area Transit Authority (WMATA), like other police officers, are eligible for enhanced workers' compensation benefits for permanent partial disabilities.
- Requires WMATA to compensate WMATA police officers who are awarded claims of fewer than 75 weeks for permanent partial disabilities at the higher rate (two-thirds of the officer's average weekly wage, not to exceed one-third of the State average weekly wage) that is established for claims of 75 to 250 weeks.

*Effective Date: October 1, 2012*

**HOUSE BILL 1085 (Chapter 507) / SENATE BILL 431 (Chapter 506) – Workers' Compensation - Emergency Responders - Revisions**

- Alters the definition of “on duty” to include the performance of a duty assigned to: (1) a member of a fire company appointed as a deputy sheriff under certain provisions of law; or (2) an individual appointed to serve as a member of the fire police in Washington County under a certain provision of law.
- Expands the definition of “volunteer company” to include a volunteer fire police unit.
- Provides that a member of a volunteer fire company who is a covered employee may not be considered a paid covered employee for receiving, as a membership benefit, a yearly stipend for expenses of up to \$5,200 to off-set out-of-pocket expenses.
- Prohibits the stipend from being used when determining the average weekly wage of an injured volunteer.

*Effective Date: October 1, 2012*



**HOUSE BILL 1101 (Chapter 445) - Workers' Compensation - Medical Presumptions and Study**

- Alters the list of occupational disease presumptions under workers' compensation law for firefighters and related personnel.
- Increases the minimum service requirement for a covered employee to qualify for specified occupational disease presumptions to 10 years.
- Requires the Department of Legislative Services to contract with a medical expert affiliated with an academic research institution or organization to conduct a study of all types of cancers that are likely to be contracted by firefighters and related personnel in the line of duty.

*Effective Date: June 1, 2012*

**HOUSE BILL 1175 (Chapter 420) - Workers' Compensation- Students in Unpaid Work-Based Learning Experiences Ho. Co. 9-12**

- Authorizes the Board of Education in Howard County to waive the requirement that a participating employer reimburse the county for the cost of workers' compensation insurance coverage provided for students placed in unpaid work-based learning experiences.

*Effective Date: July 1, 2012*

**SENATE BILL 745 (Chapter 570) – Injured Workers' Insurance Fund - Conversion to Chesapeake Employers' Insurance Company**

- Converts IWIF from an independent State entity into a statutorily created, private, nonprofit, nonstock workers' compensation insurer to be named the Chesapeake Employers' Insurance Company (Company).
- Requires the Company, before October 1, 2013, to take all steps necessary to become a private, nonprofit, nonstock corporation that is subject to – and has the powers, privileges, and immunities granted by – provisions of law applicable to other insurers authorized to write workers' compensation insurance in the State.
- The Company, beginning October 1, 2013, will maintain IWIF's role as the workers' compensation insurer of last resort in the State.
- Requires the Company to continue to set actuarially sound rates in the same manner in which IWIF sets rates, subject to review by the Commissioner.

- Prohibits the Company from being sold, dissolved, or converted into a mutual or stock company and provides that the Company is not, for any purpose, a department, unit, agency, or instrumentality of the State.
- Provides that all debts, claims, obligations, and liabilities of the Company are not the debts, claims, obligations of the State. Further, money of the Company is not part of the general fund, and the State may not budget for or provide general fund appropriations to the Company.
- Prohibits the Company from cancelling or refusing to renew or issue a policy except for nonpayment of a premium, failure to provide payroll information, or failure to cooperate in a payroll audit.
- Provides that the Company is subject to requirements, currently applicable to IWIF, related to the use of minority business enterprises for specified brokerage and investment management services.
- Requires the Company to submit, to the Governor's Office of Minority Affairs, specified reports that are currently submitted by IWIF.
- Requires IWIF to remain in existence for as long as it continues to have employees; employees of the Company are not employees of the State.
- Prohibits IWIF from hiring new employees on and after October 1, 2013.
- Authorizes employees of IWIF to continue as IWIF employees or elect to be employees of the Company.
- Authorizes employees of IWIF to be assigned to perform functions of the Company under a contract between IWIF and the Company.
- Requires IWIF, before October 1, 2013, to continue to serve as the workers' compensation insurer of last resort for workers' compensation insurance and as a competitive workers' compensation insurer under the same terms and conditions as IWIF serves under current law.
- Prohibits IWIF, on and after October 1, 2013, from issuing new policies or otherwise engaging in the business of insurance, although IWIF may continue to serve as the third-party administrator for the State under a contract with the State.
- Provides that the board for IWIF is the board for the Company.

- Requires the MIA, in consultation with IWIF and the National Council on Compensation Insurance (NCCI), to study whether the Company should be subject to specified ratemaking requirements – including the requirement for NCCI membership – that apply to other workers’ compensation insurers. The MIA must report its findings and recommendations to specified committees of the General Assembly by October 1, 2012.
- Requires the MIA to contract with an independent consulting firm to conduct a study to determine the fair value of any financial contribution made by the State to IWIF and any financial benefit received by IWIF from the State. In conducting the study, the firm must consult with IWIF, the Commissioner, and the Secretary of Budget and Management.
- Requires the study to consider the fair value of funds including start-up funds provided by the State to IWIF at any time, IWIF real estate or other assets, and property, transfer, sales, excise, and premium taxes not paid by IWIF. IWIF is responsible for the cost of the study and the MIA is required to report the firm’s findings and conclusions to IWIF, the Governor, and specified committees of the General Assembly by October 1, 2012.
- Provides that if the study concludes that the fair value of IWIF is \$50 million or more, (1) the MIA must contract with consultants to conduct a comprehensive assessment of the long-term effect of transferring the fair value to the State on the adequacy of IWIF’s surplus; and (2) the Company shall owe a debt to the general fund in an amount equal to the fair value less \$50 million (the amount to be transferred from IWIF to the general fund under the Budget Reconciliation and Financing Act (BRFA) of 2012), less the cost of the study and the assessment.
- Requires the company, depending on the adequacy of its surplus, to pay the debt in installments beginning in fiscal 2014 or over an alternative period of time as agreed by IWIF and the Secretary of Budget and Management.
- Provides that an installment shall be suspended or delayed in any year in which the Company’s risk-based capital ratio is less than 700% of its authorized control level. If this ratio is over the threshold, the MIA may still suspend or delay an installment based on the adequacy of company’s surplus or the company’s ability to meet its financial obligations.
- Provides that IWIF is responsible for paying the costs of retirement and retiree health benefits.

***Effective Date: May 22, 2012***

## Workers' Compensation Insurers

Ninety-nine insurance groups, including IWIF, offer workers' compensation insurance to Maryland employers. Together, these insurers had \$741,343,137 direct written premium in 2011. This represents 8.5% of the direct written premiums written by all property and casualty ("P&C") insurers, making workers' compensation insurance the third largest line in P&C insurance following auto insurance and homeowner's insurance. Exhibit 1 displays the workers' compensation share of total Property and Casualty industry ("Industry") written premium in the State for the period 2002 to 2011.

The top eight workers' compensation insurance groups, including IWIF, wrote approximately 69% of the market in 2011. Table 1 below displays the market share for each of these insurance groups. IWIF is the largest writer of workers' compensation insurance in Maryland, with a market share of 23.1 percent in 2011.

<b>Table 1: Market Share Largest Writers, 2010 and 2011</b>		
<b>Insurance Group</b>	<b>Percentage Market Share, 2010</b>	<b>Percentage Market Share, 2011</b>
IWIF	22.5	23.1
Hartford Fire and Casualty Group	12.5	14.3
Travelers Group	7.6	8.1
Liberty Mutual Group	9.6	7.6
Erie Insurance Group	4.7	5.4
Zurich Insurance Group	4.8	3.8
Old Republic	3.4	3.3
Selective	3.0	3.1

Exhibits 2 through 6 provide additional related data as follows:

- Exhibit 2 displays a comparison of the top eight workers' compensation insurance groups' market shares as referenced in Table 1. This exhibit shows market shares

for these top eight workers' compensation writers for a ten-year period from 2002 through 2011.

- Exhibit 3 displays a complete listing of the market shares for all Maryland workers' compensation insurer groups operating in Maryland. This information represents 2011 written premiums.
- Exhibit 4 displays the individual insurers associated with each workers' compensation insurer group.
- Exhibit 4a lists Maryland Excess Workers' Compensation Insurers. This coverage is designed for employers that self-insure up to a certain point, and then purchase additional coverage for risk beyond that point.
- Exhibit 5, page 1, compares IWIF's written premium to the Industry for the period 2002 through 2011.
- Exhibit 5, Page 2 illustrates that IWIF remains the largest workers' compensation insurer in Maryland. IWIF lost market share to other workers' compensation insurance groups in the insurance industry from 2005 through 2010, but reversed that trend in 2011.
- Exhibit 6 lists new entrants and re-entrants into the market for 2011. New entrants are companies with no written premium in 2009 and 2010. Re-entrants are those carriers that had premium in 2009, but no premium in 2010.

### **Premium Rates**

Insurance premium rates can be regulated either through prior approval or through competitive rating (also known as "file and use"). Under prior approval, insurers must

file their proposed rates with the MIA and may only begin to use those rates to determine the premium for a particular risk after the MIA has approved them. Under competitive rating, insurers file their proposed rates with the MIA and may begin to use those rates to determine the premium for a particular risk as soon as the MIA has received the filing.

In Maryland, workers' compensation insurance is a blend of prior approval and competitive rating. In this line, all insurers, with the exception of IWIF, are required to subscribe to the NCCI. NCCI is a licensed rating and advisory organization which files pure premium loss costs with the MIA. Pure premium loss costs reflect actual claim information submitted by insurers to the NCCI. Claim information includes lost wages and medical costs. The NCCI then aggregates this claim information for use in its pure premium loss cost filings. Pure premium loss costs do not, however, include any other costs associated with writing workers' compensation insurance, such as profit, commissions, taxes and the expenses associated with providing the benefits to the injured worker (known as loss adjustment expenses). No insurer may use NCCI's pure premium loss costs until those costs have been approved by the MIA. The rates usually are effective beginning January 1 of each year.

Once the MIA has approved the NCCI's pure premium loss costs, insurers submit independent rate filings. These filings adopt the NCCI pure premium loss costs and then include the insurer's expense multiplier. The expense multiplier consists of the following elements from an insurer's expense and profit information: (1) commission; (2) general expense; (3) taxes, licenses and fees; and (4) profit. In addition, since the NCCI does not include loss adjustment expense in its pure premium loss cost filings, companies modify their expense multiplier to include a component for loss adjustment expense. The

insurer's rates are derived by multiplying NCCI's pure premium loss costs by the insurer's calculated expense multiplier. These rate filings are made under competitive rating, which means that insurers may begin to charge premiums based on the specific expense multiplier as soon as it has been filed with the MIA.

IWIF is not required to join NCCI or adhere to the policy forms filed by NCCI. However, IWIF's ratemaking practices are reviewed by the MIA at least once every five years through the financial examination process.

A common measure to determine how much of the premium dollar is used to cover benefits is the loss ratio. A loss ratio of 70 percent, for example, means the insurer spent 70 cents of each dollar collected through direct written premium on benefits. As a group, workers' compensation insurers had a collective loss ratio of 83.7 percent. IWIF's loss ratio was 95.9 percent in 2010, and 90.4% in 2011. From the period of 2002 to 2011, IWIF's loss ratios generally have been higher than the rest of the Industry. (See Exhibit 7 for a comparison of IWIF's loss ratios to those of the Industry for the period 2002 to 2011).

Exhibits 8 through 12 illustrate various aspects of the history of NCCI pure premium loss costs filings in the state of Maryland as follows:

- Exhibit 8 shows NCCI's Maryland statewide pure premium loss costs changes from 1998 through 2013 (the years represent the effective dates of each pure premium loss costs filing).
- Exhibit 9 displays Maryland's history of changes in pure premium loss costs by each industry group.
- Exhibit 10 displays, based on statewide payroll for the listed classifications,

changes in the pure premium loss costs for businesses within each classification listed.

- Exhibit 11 displays the history of the component changes within each NCCI pure premium loss costs filing. This information is not available prior to 2004.
- Exhibit 12, Page 1 represents the cumulative impact of all NCCI statewide pure premium loss costs filings since 1988. Exhibit 12, Page 2 shows this cumulative impact on an industry group basis.

The NCCI filed its pure premium loss costs for Maryland with the MIA on August 2, 2012. The filing was approved by the MIA with an effective date of January 1, 2013. The overall approved change for this filing is an increase of 3.8 percent. This reflects a change of 1.1

percent due to experience, a 0.9 percent change in each of the following: medical and indemnity trends; the cost of benefits; and the employers liability offset. The increase in benefits payable is a result of the estimated impact of increases in the medical and hospital fee schedules. One change this year is that NCCI is no longer estimating the State average weekly wage (“SAWW”), which impacts the indemnity payments made. Instead, NCCI will include the actual changes to the SAWW in future filings.

An increase in pure premium loss costs does not mean all employers will see a premium increase. The premium an employer is charged depends on the employer’s classification and other factors. Some employers may receive premium decreases while others may see premium increases.

### **Terrorism Risk Insurance Program**

In 2002, Congress enacted the Terrorism Risk Insurance Program (“TRIP”),

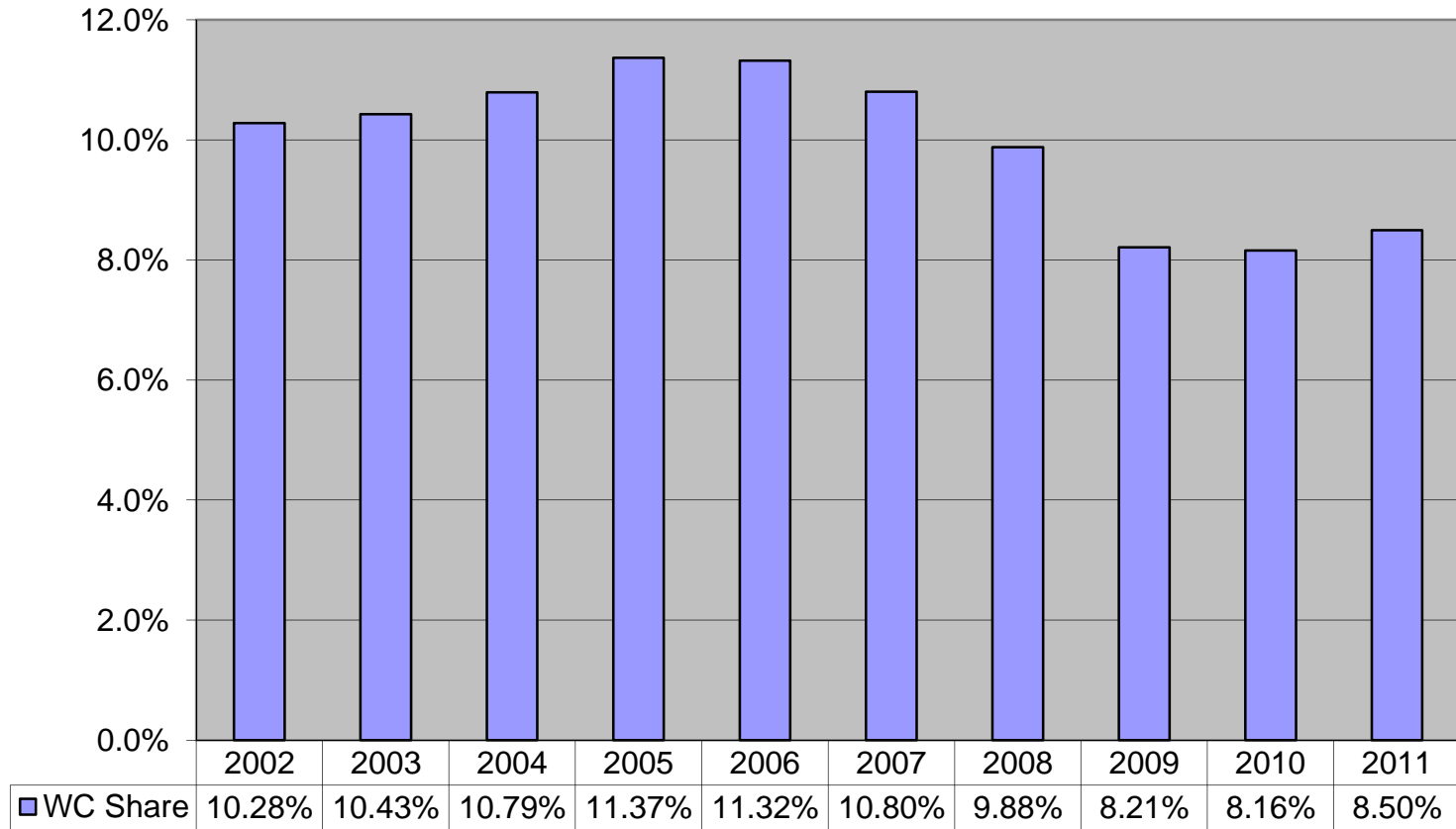


creating a federal reinsurance program to assist insurance companies in paying for claims relating to acts of terrorism. The program was intended to be a temporary measure to allow time for insurers to develop solutions and products to insure against acts of terrorism. The Act was set to expire in 2005, but was extended until 2007. In December of 2007, it was extended for another seven years until December 31, 2014.

### **Conclusion**

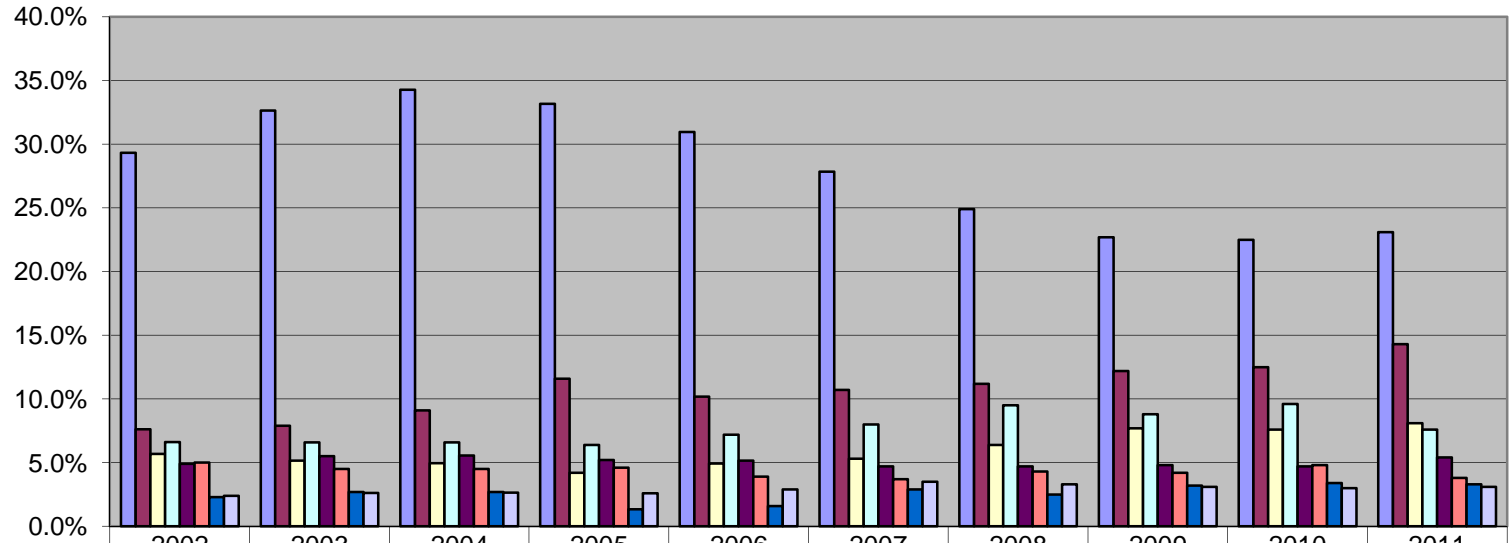
Ninety-nine insurance groups reported workers' compensation insurance premium earned in Maryland. This line of insurance remains competitive and with four years (2010-2013) of modest increases in NCCI "pure premium loss costs", the overall cost for workers compensation insurance for many employers remains stable.

### Maryland Workers' Compensation Share of Overall Property & Casualty Industry Written Premium



# Maryland

## Comparison of Large Insurance Group Market Shares for 2002 through 2011



■ IWIF	29.3%	32.6%	34.3%	33.2%	31.0%	27.8%	24.9%	22.7%	22.5%	23.1%
■ Hartford Group	7.6%	7.9%	9.1%	11.6%	10.2%	10.7%	11.2%	12.2%	12.5%	14.3%
■ Travelers Group	5.7%	5.2%	5.0%	4.2%	4.9%	5.3%	6.4%	7.7%	7.6%	8.1%
■ Liberty Mutual Group	6.6%	6.6%	6.6%	6.4%	7.2%	8.0%	9.5%	8.8%	9.6%	7.6%
■ Erie Insurance Group	4.9%	5.5%	5.6%	5.2%	5.2%	4.7%	4.7%	4.8%	4.7%	5.4%
■ Zurich Group	5.0%	4.5%	4.5%	4.6%	3.9%	3.7%	4.3%	4.2%	4.8%	3.8%
■ PMA Group/Old Republic	2.3%	2.7%	2.7%	1.4%	1.6%	2.9%	2.5%	3.2%	3.4%	3.3%
■ Selective Insurance Group	2.4%	2.6%	2.7%	2.6%	2.9%	3.5%	3.3%	3.1%	3.0%	3.1%

## Maryland Workers' Compensation Market Share by Insurer Group

2011 Rank	2011 Group Code	Group Name	2011 Written Premium	2011 Group Market Share	2011 Cumulative Group Market Share
1	0	INJURED WORKERS INS FUND	171,166,936	23.1%	23.1%
2	91	HARTFORD FIRE & CAS GRP	105,711,338	14.3%	37.3%
3	3548	TRAVELERS GRP	59,948,882	8.1%	45.4%
4	111	LIBERTY MUT GRP	56,338,162	7.6%	53.0%
5	213	ERIE INS GRP	40,348,452	5.4%	58.5%
6	212	ZURICH INS GRP	27,887,460	3.8%	62.2%
7	150	OLD REPUBLIC GRP	24,213,462	3.3%	65.5%
8	242	SELECTIVE INS GRP	22,847,709	3.1%	68.6%
9	98	WR BERKLEY CORP GRP	21,650,796	2.9%	71.5%
10	12	AMERICAN INTL GRP	21,380,480	2.9%	74.4%
11	218	CNA INS GRP	15,020,082	2.0%	76.4%
12	38	CHUBB INC GRP	14,000,083	1.9%	78.3%
13	140	NATIONWIDE CORP GRP	10,406,532	1.4%	79.7%
14	244	CINCINNATI FIN GRP	9,777,850	1.3%	81.0%
15	447	HARFORD GRP	8,876,367	1.2%	82.2%
16	176	STATE FARM GRP	7,327,945	1.0%	83.2%
17	626	ACE LTD GRP	7,113,428	1.0%	84.2%
18	572	BCBS OF MI GRP	6,717,064	0.9%	85.1%
19	680	AMERISAFE GRP	6,323,923	0.9%	85.9%
20	457	ARGONAUT GRP	5,470,880	0.7%	86.7%
21	250	DONEGAL GRP	5,184,387	0.7%	87.4%
22	1279	ARCH INS GRP	5,144,304	0.7%	88.1%
23	828	GUARD INS CO GRP	4,700,794	0.6%	88.7%
24	175	STATE AUTO MUT GRP	4,632,138	0.6%	89.3%
25	3158	EASTERN HOLDING CO GRP	4,393,454	0.6%	89.9%
26	271	PENNSYLVANIA NATL INS GRP	4,108,551	0.6%	90.5%
27	661	BCBS OF SC GRP	3,639,181	0.5%	91.0%
28	201	UTICA GRP	3,581,427	0.5%	91.4%
29	88	THE HANOVER INS GRP	3,266,270	0.4%	91.9%
30	4507	BUILDERS GRP	3,136,361	0.4%	92.3%
31	2538	AMTRUST GMACI MAIDEN GRP	3,115,197	0.4%	92.7%
32	31	BERKSHIRE HATHAWAY GRP	2,838,094	0.4%	93.1%

## Maryland Workers' Compensation Market Share by Insurer Group

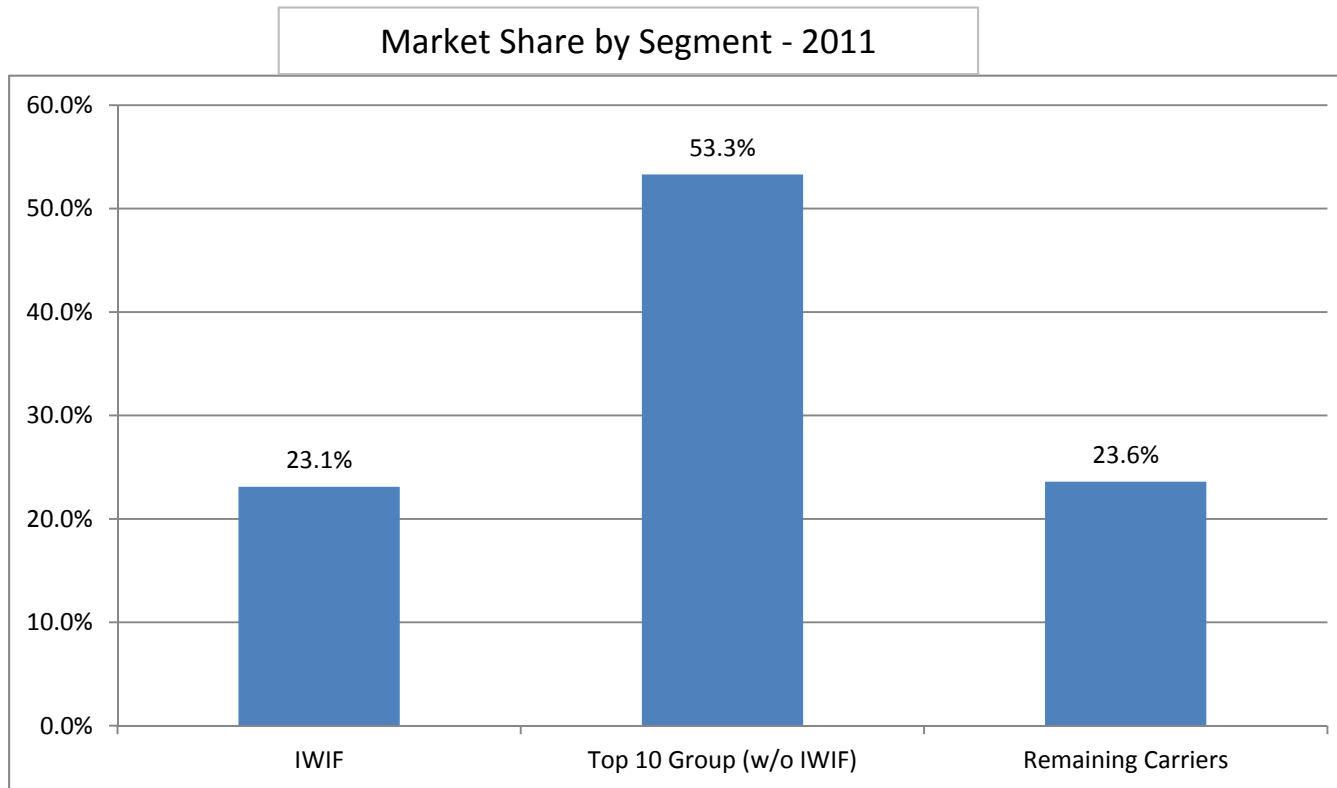
2011 Rank	2011 Group Code	Group Name	2011 Written Premium	2011 Group Market Share	2011 Cumulative Group Market Share
33	0	BRETHREN MUT INS CO	2,800,168	0.4%	93.5%
34	796	QBE INS GRP	2,756,029	0.4%	93.9%
35	1285	XL AMER GRP	2,438,786	0.3%	94.2%
36	253	HARLEYSVILLE GRP	2,435,160	0.3%	94.5%
37	408	AMERICAN NATL FIN GRP	2,359,039	0.3%	94.8%
38	3703	TOWER GRP	2,057,287	0.3%	95.1%
39	169	SENTRY INS GRP	1,836,994	0.2%	95.4%
40	640	MUTUAL BENEFIT GRP	1,836,142	0.2%	95.6%
41	7	FEDERATED MUT GRP	1,814,266	0.2%	95.9%
42	158	FAIRFAX FIN GRP	1,810,664	0.2%	96.1%
43	84	AMERICAN FINANCIAL GRP	1,771,975	0.2%	96.3%
44	0	SEABRIGHT INS CO	1,661,138	0.2%	96.6%
45	867	BALDWIN & LYONS GRP	1,618,365	0.2%	96.8%
46	1120	EVEREST REINS HOLDINGS GRP	1,518,030	0.2%	97.0%
47	748	MEADOWBROOK INS GRP	1,508,388	0.2%	97.2%
48	761	ALLIANZ INS GRP	1,463,342	0.2%	97.4%
49	0	ELECTRIC INS CO	1,418,462	0.2%	97.6%
50	0	BROTHERHOOD MUT INS CO	1,378,150	0.2%	97.8%
51	1129	SIRIUS GRP	1,369,137	0.2%	97.9%
52	4715	MS & AD INS GRP	1,350,367	0.2%	98.1%
53	781	UNION LABOR GRP	1,345,228	0.2%	98.3%
54	228	WESTFIELD GRP	1,231,707	0.2%	98.5%
55	3363	EMPLOYERS HOLDINGS GRP	1,151,031	0.2%	98.6%
56	311	MAIN STREET AMER GRP	940,853	0.1%	98.8%
57	4702	SPARTA GRP	872,456	0.1%	98.9%
58	0	CHURCH MUT INS CO	698,679	0.1%	99.0%
59	3489	DELEK GRP	679,363	0.1%	99.1%
60	349	FLORISTS MUT GRP	604,491	0.1%	99.1%
61	1332	MAINE EMPLOYERS MUT INS GRP	584,432	0.1%	99.2%
62	1631	DALLAS GEN GRP	504,880	0.1%	99.3%
63	3098	TOKIO MARINE HOLDINGS INC GRP	498,897	0.1%	99.4%
64	124	AMERISURE CO GRP	497,005	0.1%	99.4%

## Maryland Workers' Compensation Market Share by Insurer Group

2011 Rank	2011 Group Code	Group Name	2011 Written Premium	2011 Group Market Share	2011 Cumulative Group Market Share
65	0	SOUTHERN STATES INS EXCH	463,059	0.1%	99.5%
66	785	MARKEL CORP GRP	425,076	0.1%	99.5%
67	0	LUMBERMENS UNDERWRITING ALLIANCE	412,764	0.1%	99.6%
68	303	GUIDEONE INS GRP	332,174	0.0%	99.6%
69	0	GATEWAY INS CO	328,053	0.0%	99.7%
70	4675	MUTUAL INSURERS HOLDING GRP	320,726	0.0%	99.7%
71	1302	BUILDERS INS GRP	297,647	0.0%	99.8%
72	74	DELPHI FIN GRP	289,057	0.0%	99.8%
73	3219	NKSJ HOLDINGS INC GRP	256,010	0.0%	99.8%
74	775	PHARMACISTS MUT GRP	203,034	0.0%	99.9%
75	812	HIGHMARK GRP	165,893	0.0%	99.9%
76	853	PUBLIC SERV GRP	120,899	0.0%	99.9%
77	0	T H E INS CO	117,008	0.0%	99.9%
78	361	MUNICH RE GRP	99,849	0.0%	99.9%
79	0	CHEROKEE INS CO	88,077	0.0%	100.0%
80	62	EMC INS CO GRP	79,290	0.0%	100.0%
81	225	IAT REINS CO GRP	78,747	0.0%	100.0%
82	0	WORK FIRST CAS CO	68,885	0.0%	100.0%
83	222	GREATER NY GRP	62,392	0.0%	100.0%
84	0	ADVANTAGE WORKERS COMP INS CO	61,470	0.0%	100.0%
85	0	FRANK WINSTON CRUM INS INC	23,189	0.0%	100.0%
86	0	FEDERATED RURAL ELECTRIC INS EXCH	16,967	0.0%	100.0%
87	0	BANCINSURE INC	13,904	0.0%	100.0%
88	922	AMERICAN ASSETS GRP	9,114	0.0%	100.0%
89	181	SWISS RE GRP	6,154	0.0%	100.0%
90	108	LUMBERMENS MUT CAS GRP	5,008	0.0%	100.0%
91	553	ARROWPOINT CAPITAL GRP	2,916	0.0%	100.0%
92	256	PROSIGHT GRP	2,303	0.0%	100.0%
93	4743	CHRISTUS HLTH GRP	759	0.0%	100.0%
94	0	PETROLEUM CAS CO	91	0.0%	100.0%
95	920	GLOBAL IND GRP	-136	0.0%	100.0%
96	0	NATIONAL AMER INS CO	-1,584	0.0%	100.0%

## Maryland Workers' Compensation Market Share by Insurer Group

2011 Rank	2011 Group Code	Group Name	2011 Written Premium	2011 Group Market Share	2011 Cumulative Group Market Share
97	291	MOTORISTS MUT GRP	-8,110	0.0%	100.0%
98	4381	HOUSTON INTL INS GRP	-32,889	0.0%	100.0%
99	594	AMERICAN CONTRACTORS INS GRP	-44,559	0.0%	100.0%
Grand Total:			741,342,137		



## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Comapny Name	2011 Company Written Premium
1	0	INJURED WORKERS INS FUND	171,166,936	INJURED WORKERS INS FUND	171,166,936
2	91	HARTFORD FIRE & CAS GRP	105,711,338	TWIN CITY FIRE INS CO CO HARTFORD INS CO OF THE MIDWEST SENTINEL INS CO LTD HARTFORD ACCIDENT & IND CO HARTFORD UNDERWRITERS INS CO HARTFORD FIRE IN CO HARTFORD CAS INS CO TRUMBULL INS CO PROPERTY & CAS INS CO OF HARTFORD	25,575,276 20,643,374 16,557,007 11,405,522 9,370,953 8,464,120 7,018,286 5,628,109 1,048,691
3	3548	TRAVELERS GRP	59,948,882	TRAVELERS IND CO STANDARD FIRE INS CO CHARTER OAK FIRE INS CO FARMINGTON CAS CO TRAVELERS CAS & SURETY CO TRAVELERS CAS INS CO OF AMER TRAVELERS PROP CAS CO OF AMER PHOENIX INS CO TRAVELERS IND CO OF AMER TRAVELERS IND CO OF CT FIDELITY & GUAR INS UNDERWRITERS INC FIDELITY & GUAR INS CO DISCOVER PROP & CAS INS CO UNITED STATES FIDELITY & GUAR CO ST PAUL FIRE & MARINE INS CO	10,852,146 10,052,053 9,716,558 6,665,034 5,175,479 4,618,131 4,600,819 3,209,410 2,029,823 1,809,715 932,661 165,761 130,572 11,049 -20,329



## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Comapny Name	2011 Company Written Premium
4	111	<b>LIBERTY MUT GRP</b>	56,338,162	LIBERTY INS CORP	16,065,420
				NETHERLANDS INS CO THE	8,980,986
				WAUSAU UNDERWRITERS INS CO	7,741,763
				LIBERTY MUT FIRE INS CO	3,983,980
				EXCELSIOR INS CO	3,669,729
				PEERLESS INS CO	3,072,934
				EMPLOYERS INS OF WAUSAU	2,935,879
				WAUSAU BUSINESS INS CO	2,429,339
				AMERICAN FIRE & CAS CO	1,774,389
				LM INS CORP	1,402,777
				MONTGOMERY MUT INS CO	1,073,785
				FIRST LIBERTY INS CORP	755,701
				LIBERTY MUT INS CO	683,444
				WEST AMER INS CO	475,640
				OHIO CAS INS CO	451,178
				OHIO SECURITY INS CO	436,266
				AMERICAN ECONOMY INS CO	156,324
				AMERICAN STATES INS CO	151,287
				GENERAL INS CO OF AMER	45,254
				PEERLESS IND INS CO	38,466
				FIRST NATL INS CO OF AMER	13,621
5	213	<b>ERIE INS GRP</b>	40,348,452	ERIE INS EXCH	20,407,908
				FLAGSHIP CITY INS CO	12,645,490
				ERIE INS CO OF NY	5,571,236
				ERIE INS CO	1,116,538
				ERIE INS PROP & CAS CO	607,280

## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Comapny Name	2011 Company Written Premium
6	212	<b>ZURICH INS GRP</b>	27,887,460	ZURICH AMER INS CO	13,177,763
				AMERICAN ZURICH INS CO	7,244,920
				NORTHERN INS CO OF NY	4,125,019
				AMERICAN GUAR & LIAB INS	1,191,244
				MARYLAND CAS CO	1,107,606
				ASSURANCE CO OF AMER	439,053
				ZURICH AMER INS CO OF IL	437,733
				TRUCK INS EXCH	170,213
				UNIVERSAL UNDERWRITERS INS CO	2
				MID CENTURY INS CO	-1,886
				FIDELITY & DEPOSIT CO OF MD	-4,207
7	150	<b>OLD REPUBLIC GRP</b>	24,213,462	PENNSYLVANIA MANUFACTURERS ASSOC II	13,212,579
				PENNSYLVANIA MANUFACTURERS IND CO	4,019,588
				MANUFACTURERS ALLIANCE INS CO	2,833,334
				OLD REPUBLIC INS CO	2,143,318
				OLD REPUBLIC GEN INS CORP	1,134,050
				BITUMINOUS FIRE & MARINE INS CO	322,379
				BITUMINOUS CAS CORP	274,750
				GREAT WEST CAS CO	273,464
8	242	<b>SELECTIVE INS GRP</b>	22,847,709	SELECTIVE WAY INS CO	7,927,860
				SELECTIVE INS CO OF AMER	6,482,639
				SELECTIVE INS CO OF THE SOUTHEAST	5,271,955
				SELECTIVE INS CO OF SC	3,165,255

## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Company Name	2011 Company Written Premium
9	98	<b>WR BERKLEY CORP GRP</b>	21,650,796	GREAT DIVIDE INS CO	5,449,462
				FIREMENS INS CO OF WASHINGTON DC	3,969,500
				KEY RISK INS CO	3,318,056
				STARNET INS CO	2,051,978
				UNION INS CO	1,925,948
				AMERICAN MINING INS CO INC	1,166,318
				MIDWEST EMPLOYERS CAS CO	1,037,920
				ACADIA INS CO	1,005,551
				CONTINENTAL WESTERN INS CO	878,338
				CAROLINA CAS INS CO	847,725
10	12	<b>AMERICAN INTL GRP</b>	21,380,480	NEW HAMPSHIRE INS CO	11,279,364
				COMMERCE & INDUSTRY INS CO	7,152,177
				INSURANCE CO OF THE STATE OF PA	6,859,041
				CHARTIS CAS CO	1,157,865
				ILLINOIS NATL INS CO	1,041,585
				NATIONAL UNION FIRE INS CO OF PITTS	1,022,483
				GRANITE STATE INS CO	194,725
				AIU INS CO	-11,556
				CHARTIS PROP CAS CO	-3,503,273
				AMERICAN HOME ASSUR CO	-3,811,931
11	218	<b>CNA INS GRP</b>	15,020,082	VALLEY FORGE INS CO	3,900,180
				AMERICAN CAS CO OF READING PA	3,326,314
				TRANSPORTATION INS CO	2,786,994
				NATIONAL FIRE INS CO OF HARTFORD	2,756,482
				CONTINENTAL CAS CO	2,113,137
				CONTINENTAL INS CO	136,975

## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Comapny Name	2011 Company Written Premium
12	38	<b>CHUBB INC GRP</b>	14,000,083	FEDERAL INS CO CHUBB IND INS CO PACIFIC IND CO GREAT NORTHERN INS CO VIGILANT INS CO CHUBB NATL INS CO	6,017,905 4,350,825 2,194,829 1,010,565 425,955 4
13	140	<b>NATIONWIDE CORP GRP</b>	10,406,532	NATIONWIDE MUT INS CO NATIONWIDE MUT FIRE INS CO NATIONWIDE PROP & CAS INS CO AMCO INS CO NATIONWIDE AGRIBUSINESS INS CO DEPOSITORS INS CO ALLIED PROP & CAS INS CO FARMLAND MUT INS CO	2,870,893 2,729,653 2,356,115 929,280 752,145 566,947 170,025 31,474
14	244	<b>CINCINNATI FIN GRP</b>	9,777,850	CINCINNATI CAS CO CINCINNATI INS CO THE CINCINNATI IND CO	3,626,232 3,546,784 2,604,834
15	447	<b>HARFORD GRP</b>	8,876,367	HARFORD MUT INS CO FIRSTLINE NATL INS CO	8,711,641 164,726
16	176	<b>STATE FARM GRP</b>	7,327,945	STATE FARM FIRE & CAS CO	7,327,945
17	626	<b>ACE LTD GRP</b>	7,113,428	INDEMNITY INS CO OF NORTH AMER PACIFIC EMPLOYERS INS CO ACE FIRE UNDERWRITERS INS CO ACE PROP & CAS INS CO BANKERS STANDARD INS CO PENN MILLERS INS CO INSURANCE CO OF N AMER ACE AMER INS CO	6,449,252 492,813 365,781 282,633 255,644 191,885 20,958 -945,538

## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Comapny Name	2011 Company Written Premium
18	572	<b>BCBS OF MI GRP</b>	6,717,064	ACCIDENT FUND INS CO OF AMER ACCIDENT FUND NATL INS CO ACCIDENT FUND GEN INS CO UNITED WI INS CO	3,742,438 2,296,242 608,474 69,910
19	680	<b>AMERISAFE GRP</b>	6,323,923	AMERICAN INTERSTATE INS CO	6,323,923
20	457	<b>ARGONAUT GRP</b>	5,470,880	ROCKWOOD CAS INS CO COLONY SPECIALTY INS CO ARGONAUT INS CO ARGONAUT MIDWEST INS CO	3,712,585 750,151 553,264 454,880
20 21	250	<b>DONEGAL GRP</b>	5,184,387	PENINSULA IND CO ATLANTIC STATES INS CO DONEGAL MUT INS CO PENINSULA INS CO	2,316,890 1,534,649 883,237 449,611
22	1279	<b>ARCH INS GRP</b>	5,144,304	ARCH INS CO	5,144,304
23	828	<b>GUARD INS CO GRP</b>	4,700,794	AMGUARD INS CO NORGUARD INS CO EASTGUARD INS CO	2,007,993 1,946,195 746,606

## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Company Name	2011 Company Written Premium
24	175	<b>STATE AUTO MUT GRP</b>	4,632,138	STATE AUTOMOBILE MUT INS CO MERIDIAN SECURITY INS CO STATE AUTO PROP & CAS INS CO AMERICAN COMPENSATION INS CO	1,756,767 1,754,094 1,046,640 74,637
25	3158	<b>EASTERN HOLDING CO GRP</b>	4,393,454	EASTERN ALLIANCE INS CO ALLIED EASTERN IND CO EASTERN ADVANTAGE ASSUR CO	3,110,364 967,928 315,162
26	271	<b>PENNSYLVANIA NATL INS GRP</b>	4,108,551	PENN NATL SECURITY INS CO PENNSYLVANIA NATL MUT CAS INS CO	2,263,803 1,844,748
27	661	<b>BCBS OF SC GRP</b>	3,639,181	COMPANION PROP & CAS INS CO COMPANION COMMERCIAL INS CO	2,284,470 1,354,711
28	201	<b>UTICA GRP</b>	3,581,427	REPUBLIC FRANKLIN INS CO UTICA MUT INS CO GRAPHIC ARTS MUT INS CO	1,492,946 1,047,117 1,041,364
29	88	<b>THE HANOVER INS GRP</b>	3,266,270	MASSACHUSETTS BAY INS CO HANOVER AMER INS CO ALLMERICA FIN BENEFIT INS CO HANOVER INS CO NOVA CAS CO	1,006,103 962,922 608,567 546,940 141,738
30	4507	<b>BUILDERS GRP</b>	3,136,361	BUILDERS MUT INS CO	3,136,361
31	2538	<b>AMTRUST GMACI MAIDEN GRP</b>	3,115,197	TECHNOLOGY INS CO INC WESCO INS CO	2,627,079 488,118
32	31	<b>BERKSHIRE HATHAWAY GRP</b>	2,838,094	CONTINENTAL IND CO BERKSHIRE HATHAWAY HOMESTATE INS CC	2,063,960 774,134

## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Comapny Name	2011 Company Written Premium
33	0	<b>BRETHREN MUT INS CO</b>	2,800,168	BRETHREN MUT INS CO	2,800,168
34	796	<b>QBE INS GRP</b>	2,756,029	PRAETORIAN INS CO QBE INS CORP NORTH POINTE INS CO GENERAL CAS CO OF WI REGENT INS CO	1,596,038 645,638 419,978 55,935 38,440
35	1285	<b>XL AMER GRP</b>	2,438,786	XL SPECIALTY INS CO XL INS AMER INC GREENWICH INS CO	1,882,785 461,018 94,983
36	253	<b>HARLEYSVILLE GRP</b>	2,435,160	HARLEYSVILLE MUT INS CO HARLEYSVILLE PREFERRED INS CO HARLEYSVILLE INS CO HARLEYSVILLE WORCESTER INS CO	956,906 864,072 340,189 273,993
36 37	408	<b>AMERICAN NATL FIN GRP</b>	2,359,039	UNITED FARM FAMILY INS CO	2,359,039
38	3703	<b>TOWER GRP</b>	2,057,287	TOWER INS CO OF NY TOWER NATL INS CO CASTLEPOINT NATL INS CO	2,040,407 16,777 103
39	169	<b>SENTRY INS GRP</b>	1,836,994	SENTRY INS A MUT CO SENTRY SELECT INS CO MIDDLESEX INS CO	1,323,421 513,484 89
40	640	<b>MUTUAL BENEFIT GRP</b>	1,836,142	MUTUAL BENEFIT INS CO SELECT RISK INS CO	1,578,266 257,876

## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Company Name	2011 Company Written Premium
41	7	<b>FEDERATED MUT GRP</b>	1,814,266	FEDERATED MUT INS CO FEDERATED SERV INS CO	1,652,876 161,390
42	158	<b>FAIRFAX FIN GRP</b>	1,810,664	UNITED STATES FIRE INS CO ZENITH INS CO NORTH RIVER INS CO SENECA INS CO INC CRUM & FORSTER IND CO	893,908 416,158 398,992 75,205 26,401
43	84	<b>AMERICAN FINANCIAL GRP</b>	1,771,975	VANLINER INS CO NATIONAL INTERSTATE INS CO GREAT AMER INS CO OF NY GREAT AMER ALLIANCE INS CO GREAT AMER ASSUR CO GREAT AMER INS CO	716,494 630,449 277,800 88,127 48,548 10,557
44	0	<b>SEABRIGHT INS CO</b>	1,661,138	SEABRIGHT INS CO	1,661,138
45	867	<b>BALDWIN &amp; LYONS GRP</b>	1,618,365	PROTECTIVE INS CO	1,618,365
46	1120	<b>EVEREST REINS HOLDINGS GRP</b>	1,518,030	EVEREST NATL INS CO	1,518,030
47	748	<b>MEADOWBROOK INS GRP</b>	1,508,388	STAR INS CO	1,508,388
48	761	<b>ALLIANZ INS GRP</b>	1,463,342	NATIONAL SURETY CORP AMERICAN INS CO ASSOCIATED IND CORP FIREMANS FUND INS CO AMERICAN AUTOMOBILE INS CO	418,822 408,268 343,531 224,383 68,338
49	0	<b>ELECTRIC INS CO</b>	1,418,462	ELECTRIC INS CO	1,418,462



## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Company Name	2011 Company Written Premium
50	0	<b>BROTHERHOOD MUT INS CO</b>	1,378,150	BROTHERHOOD MUT INS CO	1,378,150
51	1129	<b>SIRIUS GRP</b>	1,369,137	ONEBEACON INS CO ONEBEACON AMER INS CO EMPLOYERS FIRE INS CO	740,875 509,599 118,663
52	4715	<b>MS &amp; AD INS GRP</b>	1,350,367	MITSUI SUMITOMO INS USA INC MITSUI SUMITOMO INS CO OF AMER	1,290,950 59,417
53	781	<b>UNION LABOR GRP</b>	1,345,228	ULLICO CAS CO	1,345,228
54	228	<b>WESTFIELD GRP</b>	1,231,707	WESTFIELD INS CO WESTFIELD NATL INS CO	1,113,301 118,406
55	3363	<b>EMPLOYERS HOLDINGS GRP</b>	1,151,031	EMPLOYERS PREFERRED INS CO EMPLOYERS ASSUR CO	963,037 187,994
56	311	<b>MAIN STREET AMER GRP</b>	940,853	NGM INS CO	940,853
57	4702	<b>SPARTA GRP</b>	872,456	SPARTA INS CO	872,456
58	0	<b>CHURCH MUT INS CO</b>	698,679	CHURCH MUT INS CO	698,679
59	3489	<b>DELEK GRP</b>	679,363	SOUTHERN INS CO	679,363
60	349	<b>FLORISTS MUT GRP</b>	604,491	FLORISTS MUT INS CO	604,491
61	1332	<b>MAINE EMPLOYERS MUT INS GRP</b>	584,432	MEMIC IND CO	584,432
62	1631	<b>DALLAS GEN GRP</b>	504,880	DALLAS NATL INS CO	504,880

## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Comapny Name	2011 Company Written Premium
63	3098	<b>TOKIO MARINE HOLDINGS INC GRP</b>	498,897	TOKIO MARINE & NICHIDO FIRE INS CO TRANS PACIFIC INS CO TNUS INS CO	385,103 82,117 31,677
64	124	<b>AMERISURE CO GRP</b>	497,005	AMERISURE MUT INS CO AMERISURE INS CO	330,157 166,848
65	0	<b>SOUTHERN STATES INS EXCH</b>	463,059	SOUTHERN STATES INS EXCH	463,059
66	785	<b>MARKEL CORP GRP</b>	425,076	MARKEL INS CO	425,076
67	0	<b>LUMBERMENS UNDERWRITING ALLIANCE</b>	412,764	LUMBERMENS UNDERWRITING ALLIANCE	412,764
68	303	<b>GUIDEONE INS GRP</b>	332,174	GUIDEONE MUT INS CO GUIDEONE SPECIALTY MUT INS CO	276,612 55,562
69	0	<b>GATEWAY INS CO</b>	328,053	GATEWAY INS CO	328,053
70	4675	<b>MUTUAL INSURERS HOLDING GRP</b>	320,726	FIRST NONPROFIT INS CO	320,726
71	1302	<b>BUILDERS INS GRP</b>	297,647	VININGS INS CO ASSOCIATION INS CO	209,008 88,639
72	74	<b>DELPHI FIN GRP</b>	289,057	SAFETY NATL CAS CORP SAFETY FIRST INS CO	280,523 8,534
73	3219	<b>NKSJ HOLDINGS INC GRP</b>	256,010	SOMPO JAPAN INS CO OF AMER NIPPONKOA INS CO LTD US BR	245,701 10,309
74	775	<b>PHARMACISTS MUT GRP</b>	203,034	PHARMACISTS MUT INS CO	203,034
75	812	<b>HIGHMARK GRP</b>	165,893	HIGHMARK CAS INS CO	165,893

## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Comapny Name	2011 Company Written Premium
76	853	<b>PUBLIC SERV GRP</b>	120,899	PUBLIC SERV MUT INS CO	120,899
77	0	<b>T H E INS CO</b>	117,008	T H E INS CO	117,008
78	361	<b>MUNICH RE GRP</b>	99,849	AMERICAN ALT INS CORP	99,849
79	0	<b>CHEROKEE INS CO</b>	88,077	CHEROKEE INS CO	88,077
80	62	<b>EMC INS CO GRP</b>	79,290	EMPLOYERS MUT CAS CO EMCASCO INS CO	71,198 8,092
81	225	<b>IAT REINS CO GRP</b>	78,747	TRANSGUARD INS CO OF AMER INC	78,747
82	0	<b>WORK FIRST CAS CO</b>	68,885	WORK FIRST CAS CO	68,885
83	222	<b>GREATER NY GRP</b>	62,392	GREATER NY MUT INS CO	62,392
84	0	<b>ADVANTAGE WORKERS COMP INS CO</b>	61,470	ADVANTAGE WORKERS COMP INS CO	61,470
85	0	<b>FRANK WINSTON CRUM INS INC</b>	23,189	FRANK WINSTON CRUM INS INC	23,189
86	0	<b>FEDERATED RURAL ELECTRIC INS EXCH</b>	16,967	FEDERATED RURAL ELECTRIC INS EXCH	16,967
87	0	<b>BANCINSURE INC</b>	13,904	BANCINSURE INC	13,904
88	922	<b>AMERICAN ASSETS GRP</b>	9,114	INSURANCE CO OF THE WEST	9,114
89	181	<b>SWISS RE GRP</b>	6,154	NORTH AMER SPECIALTY INS CO WESTPORT INS CORP	5,740 414
90	108	<b>LUMBERMENS MUT CAS GRP</b>	5,008	AMERICAN MOTORISTS INS CO AMERICAN MANUFACTURERS MUT INS CO LUMBERMENS MUT CAS CO	5,285 41 -318

## Maryland Workers' Compensation Insurance Groups Including Each Company Within the Group

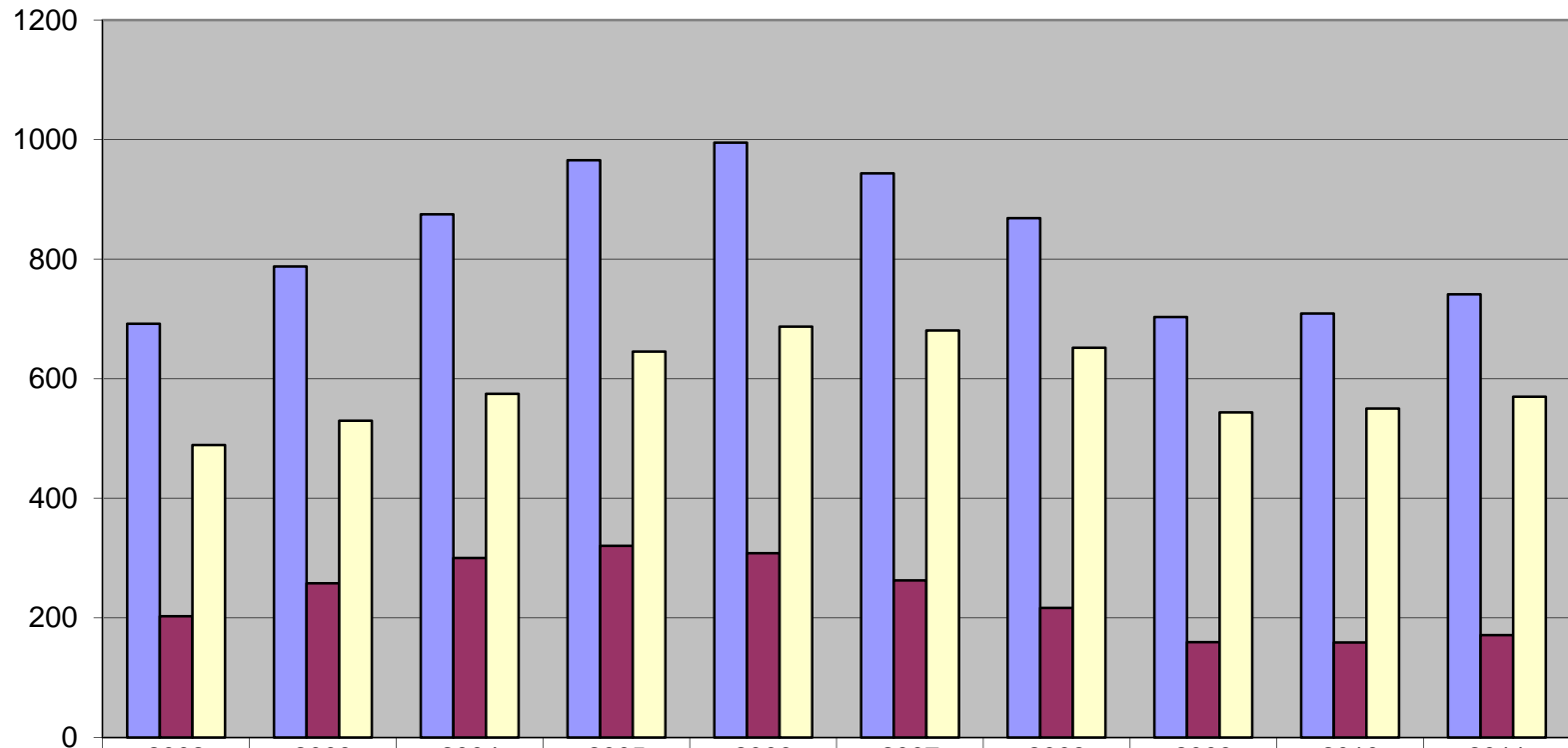
2011 Rank	Group Code	2011 Group Name	2011 Group Written Premium	2011 Comapny Name	2011 Company Written Premium
91	553	<b>ARROWPOINT CAPITAL GRP</b>	2,916	ARROWOOD IND CO	2,916
92	256	<b>PROSIGHT GRP</b>	2,303	NEW YORK MARINE & GEN INS CO	2,303
93	4743	<b>CHRISTUS HLTH GRP</b>	759	PREFERRED PROFESSIONAL INS CO	759
94	0	<b>PETROLEUM CAS CO</b>	91	PETROLEUM CAS CO	91
95	920	<b>GLOBAL IND GRP</b>	-136	UNITED NATL SPECIALTY INS CO	-136
96	0	<b>NATIONAL AMER INS CO</b>	-1,584	NATIONAL AMER INS CO	-1,584
97	291	<b>MOTORISTS MUT GRP</b>	-8,110	MOTORISTS COMMERCIAL MUT INS CO	-8,110
98	4381	<b>HOUSTON INTL INS GRP</b>	-32,889	IMPERIUM INS CO	-32,889
99	594	<b>AMERICAN CONTRACTORS INS GRP</b>	-44,559	ACIG INS CO	-44,559
<b>INDUSTRY TOTALS</b>			741,342,137		

## Maryland Excess Workers' Compensation Insurers Including Each Company Within the Group

2011 Rank	Group Code	Insurer Group Name	2011 Group Premium	Company Name	2011 Written Premium
1	74	<b>DELPHI FIN GRP</b>	5,762,033	SAFETY NATL CAS CORP	5,762,033
2	212	<b>ZURICH INS GRP</b>	922,628	ZURICH AMER INS CO	922,628
3	626	<b>ACE LTD GRP</b>	534,291	ACE AMER INS CO	534,291
4	748	<b>MEADOWBROOK INS GRP</b>	374,468	STAR INS CO	374,468
5	12	<b>AMERICAN INTL GRP</b>	365,091	NATIONAL UNION FIRE INS CO OF PITTS	365,091
6	256	<b>PROSIGHT GRP</b>	314,163	NEW YORK MARINE & GEN INS CO	314,163
7	111	<b>LIBERTY MUT GRP</b>	295,408	LIBERTY INS CORP LM INS CORP	208,603 86,805
8	91	<b>HARTFORD FIRE &amp; CAS GRP</b>	175,075	HARTFORD CAS INS CO	175,075
9	38	<b>CHUBB INC GRP</b>	87,566	GREAT NORTHERN INS CO FEDERAL INS CO PACIFIC IND CO	73,189 14,330 47
10	1285	<b>XL AMER GRP</b>	82,024	XL SPECIALTY INS CO	82,024
11	150	<b>OLD REPUBLIC GRP</b>	28,373	OLD REPUBLIC INS CO	28,373
12	84	<b>AMERICAN FINANCIAL GRP</b>	22,000	NATIONAL INTERSTATE INS CO	22,000
13	108	<b>LUMBERMENS MUT CAS GRP</b>	10	LUMBERMENS MUT CAS CO	10
14	3548	<b>TRAVELERS GRP</b>	-82,763	TRAVELERS PROP CAS CO OF AMER	-82,763
		<b>INDUSTRY TOTALS</b>	8,880,367		

This information is not included in any other exhibits.

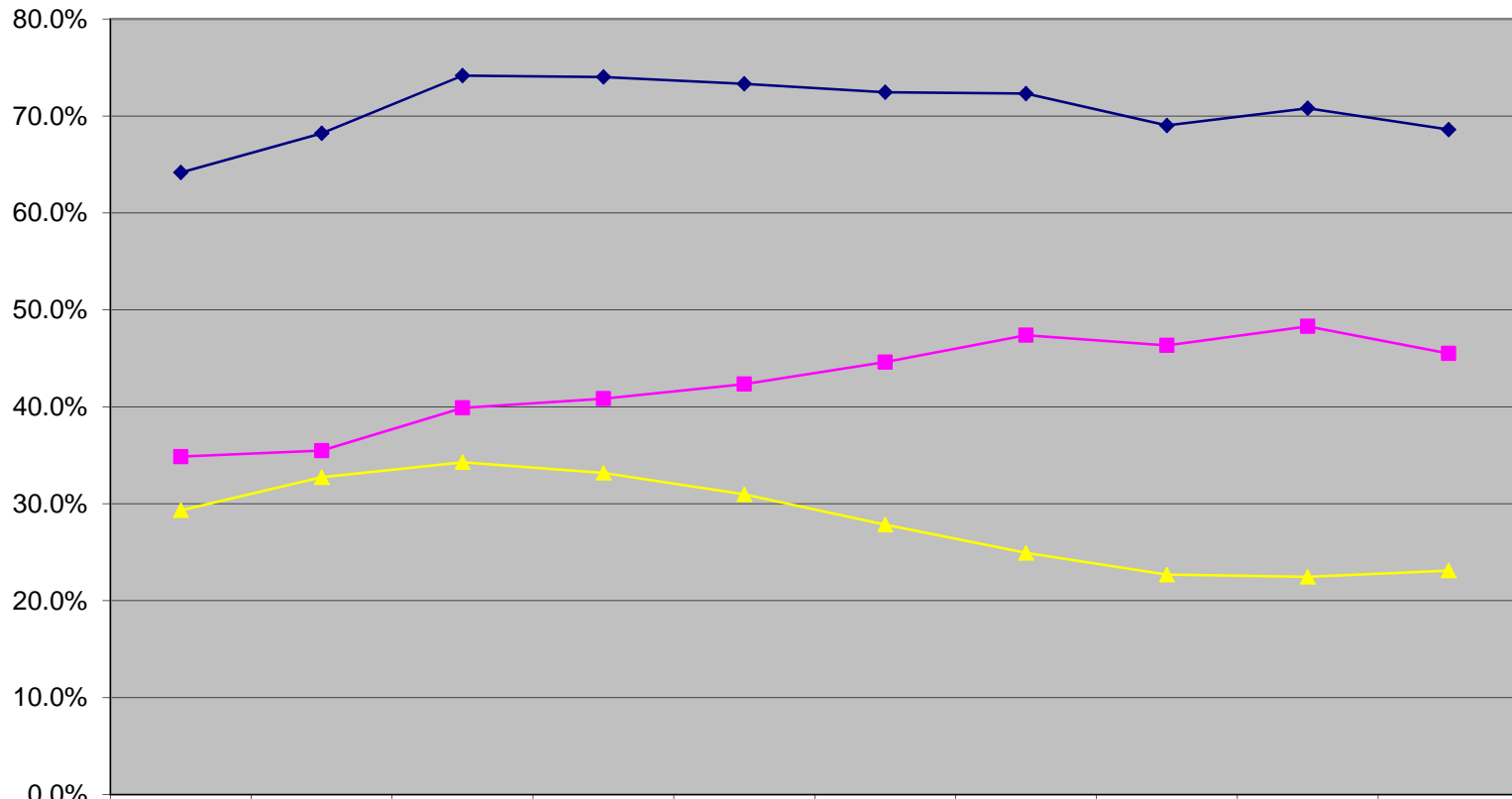
### Maryland Industry vs IWIF Written Premium for 2002 through 2011 (in millions)



■ Industry	692	788	875	966	995	944	868	703	709	741
■ IWIF	203	258	300	320	308	263	216	160	159	171
□ w/o IWIF	489	530	575	645	687	681	652	544	550	570

Industry information includes IWIF. Numbers may not add up exactly due to rounding.

### Maryland Market Share of Top 8 Carriers - with and without IWIF



◆ Top 8	64.2%	68.2%	74.2%	74.0%	73.3%	72.5%	72.3%	69.0%	70.8%	68.6%
■ Top 8 (w/o IWIF)	34.9%	35.5%	39.9%	40.8%	42.3%	44.6%	47.4%	46.3%	48.3%	45.5%
▲ IWIF	29.3%	32.7%	34.3%	33.2%	31.0%	27.8%	24.9%	22.7%	22.5%	23.1%

## Maryland

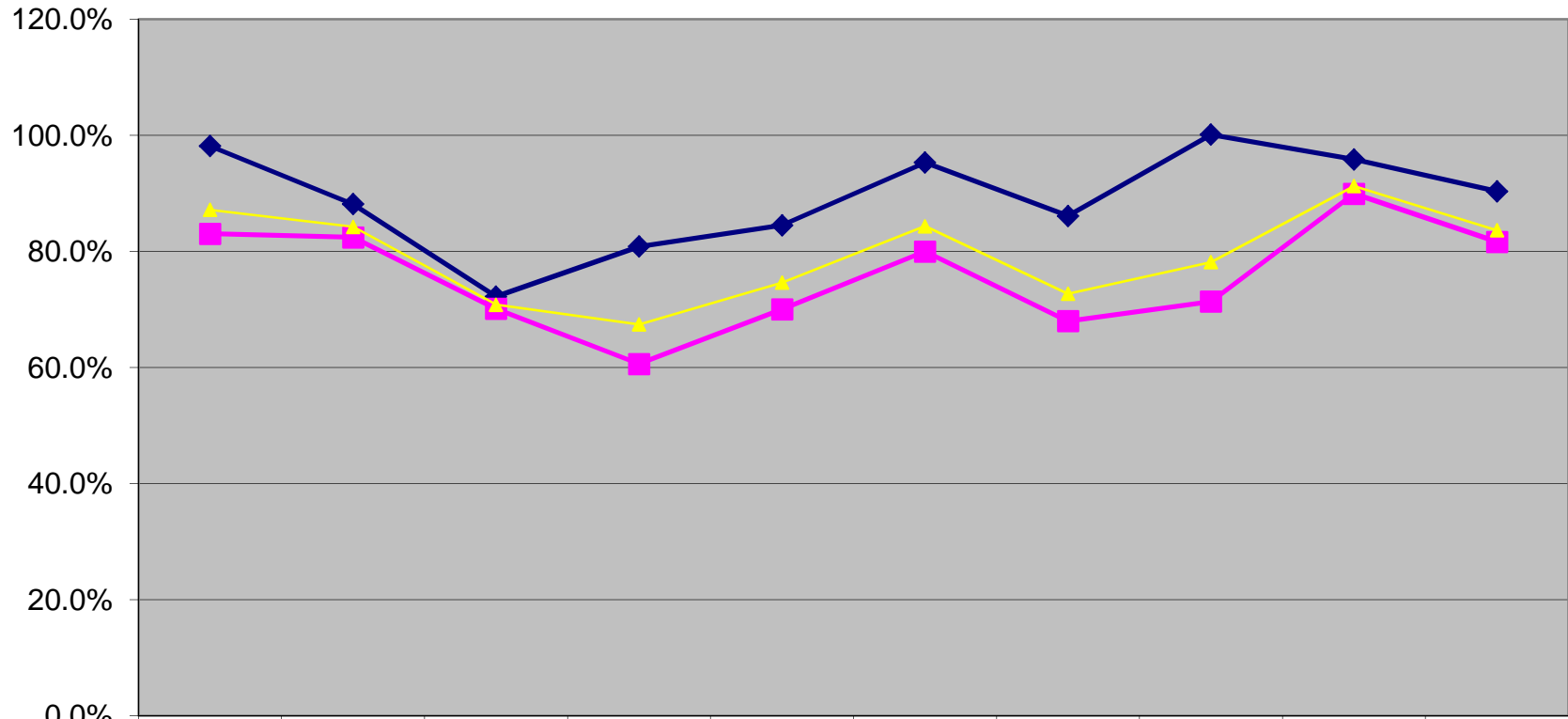
<b>RE-ENTRANTS</b>			
<b>2011 Group Code</b>	<b>2011 Company Code</b>	<b>2011 Company Name</b>	<b>2011 Premium</b>
38	20346	PACIFIC IND CO	2,194,829
218	20443	CONTINENTAL CAS CO	2,113,137
457	19828	ARGONAUT MIDWEST INS CO	454,880
0	11118	FEDERATED RURAL ELECTRIC INS EXCH	16,967
108	22918	AMERICAN MOTORISTS INS CO	5,285
181	39845	WESTPORT INS CORP	414
169	23434	MIDDLESEX INS CO	89

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<b>NEW ENTRANTS</b>			
<b>2011 Group Code</b>	<b>2011 Company Code</b>	<b>2011 Company Name</b>	<b>2011 Premium</b>
796	39217	QBE INS CORP	645,638
785	38970	MARKEL INS CO	425,076
626	22713	INSURANCE CO OF N AMER	20,958
256	16608	NEW YORK MARINE & GEN INS CO	2,303
3703	40134	CASTLEPOINT NATL INS CO	103
38	10052	CHUBB NATL INS CO	4



### Maryland Industry vs IWIF Loss Ratios from 2002 through 2011

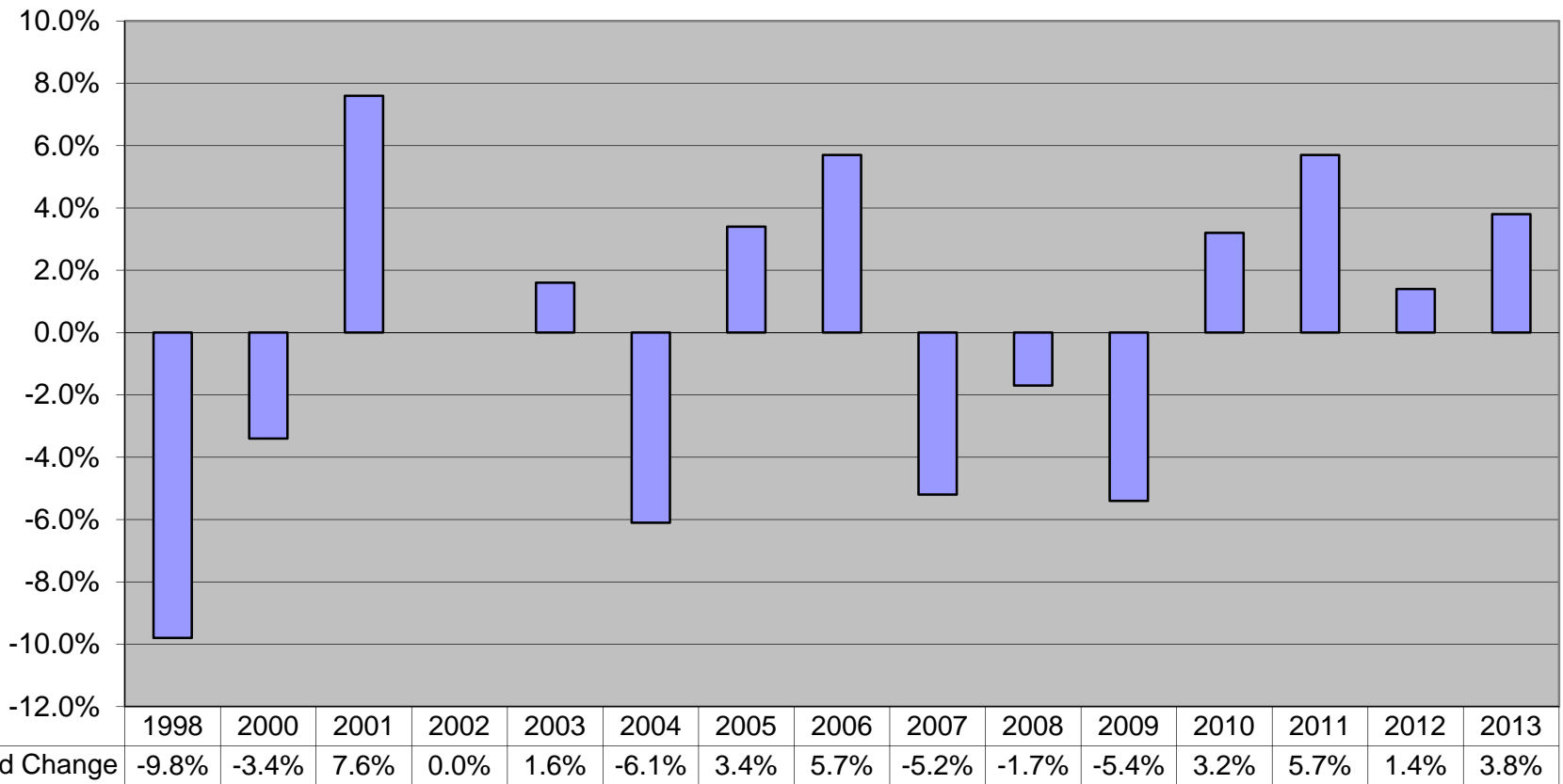


	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
◆ IWIF	98.2%	88.2%	72.2%	80.9%	84.5%	95.3%	86.1%	100.1%	95.9%	90.4%
■ W/O IWIF	83.1%	82.4%	70.1%	60.6%	70.0%	80.0%	68.0%	71.4%	89.9%	81.7%
▲ Industry	87.2%	84.2%	70.8%	67.4%	74.6%	84.4%	72.7%	78.2%	91.3%	83.7%

Industry information includes IWIF.

Source - NAIC Line of Business Summary Report, which is compiled from information contained in the State Pages of the Insurers' Annual Statements. Loss Ratio equals Direct Incurred Losses divided by Direct Premiums Earned. Loss Adjustment Expenses are excluded.

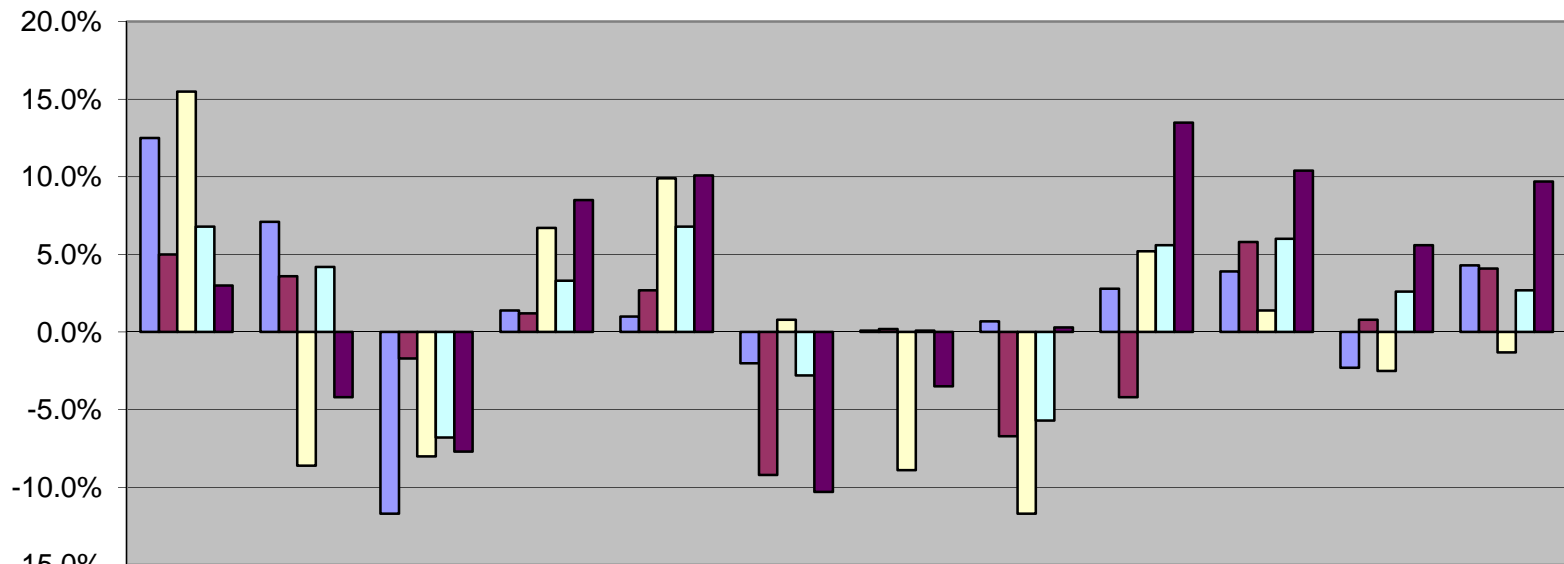
### Comparison of Changes in NCCI Maryland Pure Premium Loss Cost Filings with the MIA for the Years 1998 through 2013



**NOTES**

1. No Pure Premium Loss Cost filings were submitted for 1999 and 2002
2. NCCI filed a Law Only revision effective 1/1/2002 with an impact of 1.3%

### History of NCCI Maryland Pure Premium Loss Costs Changes by Industry Group for the Years 2001 through 2013



	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
■ Manufacturing	12.5%	7.1%	-11.7%	1.4%	1.0%	-2.0%	0.1%	0.7%	2.8%	3.9%	-2.3%	4.3%
■ Contracting	5.0%	3.6%	-1.7%	1.2%	2.7%	-9.2%	0.2%	-6.7%	-4.2%	5.8%	0.8%	4.1%
■ Office/Clerical	15.5%	-8.6%	-8.0%	6.7%	9.9%	0.8%	-8.9%	-11.7%	5.2%	1.4%	-2.5%	-1.3%
■ Goods/Services	6.8%	4.2%	-6.8%	3.3%	6.8%	-2.8%	0.1%	-5.7%	5.6%	6.0%	2.6%	2.7%
■ Miscellaneous	3.0%	-4.2%	-7.7%	8.5%	10.1%	-10.3%	-3.5%	0.3%	13.5%	10.4%	5.6%	9.7%

NCCI did not submit a pure premium loss cost filing for 2002

**Largest Payroll Classes by Industry Group for Maryland  
(payroll information only available through 1st quarter 2010)**

	Latest Available Payroll	1/1/2013 Loss Cost	Change from 2005 to 2013	Change from 2012 to 2013	% of Statewide Payroll	% Change in Payroll from 2009 to 2010
<b>Largest Manufacturing Classes</b>						
TELEVISION, RADIO, TELEPHONE OR TELECOMMUNICATION DEVICE MFG NOC	228,844,461	0.76	43.4%	28.8%	0.32%	-30.2%
PRINTING	169,558,973	2.00	24.2%	19.8%	0.24%	-13.7%
FOOD PRODUCTS MFG. NOC	151,620,173	1.87	0.5%	12.7%	0.21%	-2.3%
BAKERY & DRIVERS, ROUTE SUPERVISORS	134,930,850	4.26	80.5%	-8.4%	0.19%	5.0%
MACHINE SHOP NOC	130,719,682	2.04	-13.6%	5.2%	0.18%	-13.6%
IRON OR STEEL: MANUFACTURING: STEEL MAKING-& DRIVERS	122,192,797	6.11	72.6%	28.9%	0.17%	3.4%
PLASTICS MANUFACTURING: MOLDED PRODUCTS NOC	113,436,700	2.01	-10.7%	-19.0%	0.16%	20.0%
DRUG, MEDICINE OR PHARMACEUTICAL PREPARATION, COMPOUNDING, OR BLENDING-NOMFC	112,760,993	0.81	-25.7%	5.2%	0.16%	-0.9%
AIRPLANE MFG	90,626,407	0.99	-6.6%	-2.9%	0.13%	65.9%
SHEET METAL PRODUCTS MFG. - SHOP ONLY	79,759,017	2.86	23.8%	-2.1%	0.11%	-0.6%
BOTTLING-ALL OPERATIONS & ROUTE SUPERVISORS, DRIVERS	73,840,020	4.56	-12.0%	-14.6%	0.10%	8.6%
PRECISION MACHINED PARTS MFG NOC	60,869,438	1.38	17.9%	1.5%	0.08%	-2.3%
ELECTRICAL APPARATUS MFG NOC	60,401,611	1.48	-24.1%	10.4%	0.08%	30.8%
ICE CREAM MFG & DRIVERS	57,292,601	1.72	-36.8%	-10.4%	0.08%	0.4%
CHEMICAL MANUFACTURING NOC-ALL OPERATIONS & DRIVERS	57,273,361	2.59	164.3%	9.7%	0.08%	28.5%
PHARMACEUTICAL OR SURGICAL GOODS MFG NOC	57,108,505	1.00	33.3%	-4.8%	0.08%	0.9%
INSTRUMENT MFG NOC	56,869,269	1.27	104.8%	11.4%	0.08%	-26.1%
LAUNDRY NOC & ROUTE SUPERVISORS, DRIVERS	55,195,830	5.06	85.3%	-4.2%	0.08%	-0.3%
CLOTH, CANVAS AND RELATED PRODUCTS MFG. NOC	54,181,854	2.28	31.8%	-3.0%	0.08%	-4.2%
PAPER MFG	49,856,202	3.52	-18.3%	1.4%	0.07%	2126.3%
FURNITURE MANUFACTURING AND CABINET SHOP - WOOD - NOC	48,880,161	3.18	18.2%	6.7%	0.07%	-18.9%
AUTOMOBILE ENGINE MFG	47,777,800	1.49	69.3%	7.2%	0.07%	-9.9%
SERUM, ANTI-TOXIN OR VIRUS MFG & DRIVERS	44,609,522	0.40	-2.4%	-4.8%	0.06%	-6.8%
SILK THREAD OR YARN MFG	42,667,636	1.79	65.7%	26.1%	0.06%	-0.6%
ELECTRIC POWER OR TRANSMISSION EQUIPMENT MFG	38,775,103	2.60	36.1%	18.2%	0.05%	-16.0%
PAINT MFG	37,316,663	1.87	19.1%	-13.0%	0.05%	-4.2%
COMPUTING, RECORDING OR OFFICE MACHINE MFG NOC	36,110,764	0.87	-8.4%	14.5%	0.05%	7.3%
CARPENTRY-SHOP ONLY-& DRIVERS	33,225,057	3.29	-11.6%	13.1%	0.05%	-22.8%
AIRCRAFT ENGINE MFG	32,398,241	1.51	-11.7%	-2.6%	0.05%	3.0%
BOILERMAKING	31,812,362	3.35	29.3%	-1.2%	0.04%	83.9%
LAUNDRY AND DRY CLEANING STORE-RETAIL-& ROUTE SUPERVISORS, DRIVERS	30,234,447	1.63	9.4%	-9.4%	0.04%	5.2%
DRUG, MEDICINE OR PHARMACEUTICAL PREPARATION MFG & INCLUDES MFG OF INGREDIENT	28,101,971	0.65	-21.7%	-11.0%	0.04%	-0.5%
NEWSPAPER PUBLISHING	27,843,231	3.15	45.8%	-1.3%	0.04%	-18.5%
CONCRETE PRODUCTS MFG & DRIVERS	27,288,565	6.68	-6.7%	8.1%	0.04%	15.3%

**Largest Payroll Classes by Industry Group for Maryland  
(payroll information only available through 1st quarter 2010)**

	Latest Available Payroll	1/1/2013 Loss Cost	Change from 2005 to 2013	Change from 2012 to 2013	% of Statewide Payroll	% Change in Payroll from 2009 to 2010
<b>Largest Manufacturing Classes</b>						
SUGAR MANUFACTURING OR REFINING FROM SUGAR CANE OR SUGAR BEETS	25,480,705	5.51	78.9%	-6.3%	0.04%	5.6%
FURNITURE MANUFACTURING AND CABINET SHOP - ASSEMBLY BY HAND - WOOD	24,950,978	1.84	1.1%	-4.7%	0.03%	12.3%
CEMENT MFG	24,815,102	4.11	69.8%	7.6%	0.03%	20.4%
SOAP OR SYNTHETIC DETERGENT MFG	24,720,866	2.22	41.4%	10.4%	0.03%	2.6%
CREAMERY & ROUTE SUPERVISORS, DRIVERS	22,031,908	4.38	16.5%	28.8%	0.03%	-0.4%
CORRUGATED OR FIBER BOARD CONTAINER MFG	21,866,918	2.49	-43.0%	6.4%	0.03%	-3.7%
IRON OR STEEL: FABRICATION: IRON WORKS-SHOP-ORNAMENTAL-& DRIVERS	20,039,240	6.89	24.1%	14.5%	0.03%	-11.4%
MEAT PRODUCTS MFG NOC	19,963,184	2.86	-10.6%	13.5%	0.03%	-2.1%
PLASTICS MFG: FABRICATED PRODUCTS NOC	18,798,198	2.33	-6.0%	2.2%	0.03%	-2.5%
WIRE GOODS MFG NOC	18,422,095	3.37	34.3%	25.3%	0.03%	11.9%
OXYGEN OR HYDROGEN MFG & DRIVERS	18,293,321	2.80	56.4%	17.6%	0.03%	-0.6%
HOUSE FURNISHINGS INSTALLATION NOC & UPHOLSTERING	17,489,818	2.99	0.0%	6.8%	0.02%	-12.5%
SPIRITUOUS LIQUOR BOTTLING	17,335,303	6.11	72.6%	3.4%	0.02%	3.2%
ASPHALT WORKS OPERATED BY PAVING CONTRACTORS - PERMANENT LOCATION & DRIVERS	17,238,825	7.96	-8.5%	22.7%	0.02%	76.0%
METAL STAMPED GOODS MFG NOC	16,446,299	2.71	-12.3%	10.6%	0.02%	-23.0%
PLASTER BOARD OR PLASTER BLOCK MFG & DRIVERS	14,586,045	2.40	27.7%	-13.7%	0.02%	-21.0%
FABRIC COATING OR IMPREGNATING NOC	14,564,428	1.88	-25.1%	6.8%	0.02%	-6.0%
CAN MFG	14,564,148	2.11	-21.0%	-1.9%	0.02%	-17.6%
DENTAL LABORATORY	12,679,757	0.54	25.6%	10.2%	0.02%	7.4%
PAINTING: SHOP ONLY & DRIVERS	11,577,560	2.08	-7.6%	14.3%	0.02%	78.1%
SHEET METAL PRODUCTS MFG.	11,487,475	3.13	Note (1)	-14.5%	0.02%	-2.7%
EXPLOSIVES OR AMMUNITION MFG: NOC & DRIVERS	11,484,835	2.10	-12.5%	2.9%	0.02%	Note (2)
MILK PRODUCTS MFG NOC	11,235,705	3.78	-13.9%	11.8%	0.02%	-0.4%
BUILDING OR ROOFING PAPER OR FELT PREPARATION-NO INSTALLATION	11,182,530	3.06	2.3%	-7.0%	0.02%	-4.9%
VALVE MFG	10,535,249	1.83	5.8%	13.0%	0.01%	43.3%
STONE CUTTING OR POLISHING NOC & DRIVERS	9,892,753	5.83	10.4%	13.4%	0.01%	2.3%
MATTRESS OR BOX SPRING MFG	9,542,646	2.85	-31.2%	0.0%	0.01%	-4.5%
GLASS MERCHANT	9,108,442	3.90	-0.8%	2.6%	0.01%	-22.1%
CANNERY NOC	8,571,253	2.04	4.1%	7.4%	0.01%	8.2%
IRON OR STEEL: FABRICATION: IRON OR STEEL WORKS-SHOP-STRUCTURAL-& DRIVERS	8,484,380	6.89	-12.3%	3.9%	0.01%	-26.2%
PAPER GOODS MFG NOC	8,452,000	1.87	49.6%	7.5%	0.01%	-28.4%
GEAR MFG OR GRINDING	8,385,339	2.12	-9.4%	-6.6%	0.01%	-5.9%
BATTERY MFG-STORAGE	8,316,551	1.79	54.3%	-2.2%	0.01%	1.4%
YARN OR THREAD MFG-COTTON	8,095,817	1.67	9.2%	-5.6%	0.01%	6.6%
CONSTRUCTION OR AGRICULTURAL MACHINERY MFG	8,065,035	3.42	46.8%	-6.0%	0.01%	8.2%
UPHOLSTERING	7,853,425	1.72	62.3%	11.7%	0.01%	-12.1%
FRUIT EVAPORATING OR PRESERVING	7,727,135	2.85	-22.8%	-20.4%	0.01%	15509.1%

**Largest Payroll Classes by Industry Group for Maryland  
(payroll information only available through 1st quarter 2010)**

<b>Largest Contracting Classes</b>	<b>Latest Available Payroll</b>	<b>1/1/2013 Loss Cost</b>	<b>Change from 2005 to 2013</b>	<b>Change from 2012 to 2013</b>	<b>% of Statewide Payroll</b>	<b>% Change in Payroll from 2009 to 2010</b>
CONTRACTOR--PROJECT MANAGER, CONSTRUCTION EXECUTIVE, CONSTRUCTION MANAGER	537,799,852	1.39	-31.2%	4.5%	0.75%	-7.3%
ELECTRICAL WIRING-WITHIN BUILDINGS & DRIVERS	449,511,870	3.90	-19.4%	7.1%	0.63%	-10.2%
PLUMBING NOC & DRIVERS	348,634,586	4.86	-1.4%	11.7%	0.49%	-12.6%
HEATING, VENTILATION, AIR-CONDITIONING AND REFRIGERATIONSYSTEMS-INSTALLATION, SE	226,428,544	4.52	-31.9%	-0.9%	0.32%	-1.2%
MACHINERY OR EQUIPMENT ERECTION OR REPAIR NOC & DRIVERS	184,617,979	4.44	-8.1%	-3.7%	0.26%	-7.3%
BURGLAR AND FIRE ALARM INSTALLATION OR REPAIR & DRIVERS	172,768,569	1.83	-16.8%	-8.0%	0.24%	-2.4%
CONCRETE OR CEMENT WORK-FLOORS, DRIVEWAYS, YARDS OR SIDEWALKS-& DRIVERS	167,497,017	3.82	-17.0%	7.3%	0.23%	-4.0%
LANDSCAPE GARDENING & DRIVERS	157,466,739	4.51	16.5%	13.9%	0.22%	4.7%
CARPENTRY NOC	144,145,125	6.57	-3.2%	-5.9%	0.20%	-12.6%
EXCAVATION & DRIVERS	140,635,345	5.27	28.2%	3.9%	0.20%	-6.1%
CARPENTRY-DETACHED ONE OR TWO FAMILY DWELLINGS	136,606,749	8.02	6.2%	4.3%	0.19%	-5.5%
PAINTING NOC & SHOP OPERATIONS, DRIVERS	108,962,102	6.27	20.1%	8.7%	0.15%	-4.7%
CARPENTRY-INSTALLATION OF CABINET WORK OR INTERIOR TRIM	87,107,128	5.98	13.0%	-0.5%	0.12%	-9.5%
MASONRY NOC	78,640,622	6.93	-6.6%	10.7%	0.11%	-20.3%
ELEVATOR ERECTION OR REPAIR	77,400,000	2.79	-36.0%	-15.2%	0.11%	8.1%
CONSTRUCTION OR ERECTION PERMANENT YARD	70,190,659	5.26	5.8%	26.1%	0.10%	-6.8%
WALLBOARD, SHEETROCK, DRYWALL, PLASTERBOARD, OR CEMENT BOARD INSTALLATION- W	68,237,275	4.57	-25.2%	7.5%	0.10%	-13.6%
FURNITURE OR FIXTURES INSTALLATION-PORTABLE-NOC	59,096,590	5.66	26.6%	-13.3%	0.08%	8.8%
SHEET METAL WORK - INSTALLATION & DRIVERS	55,023,114	4.62	Note (1)	2.2%	0.08%	-10.9%
STREET OR ROAD CONSTRUCTION: PAVING OR REPAVING & DRIVERS	54,841,457	7.80	14.0%	5.7%	0.08%	4.0%
SEWER CONSTRUCTION-ALL OPERATIONS & DRIVERS	46,382,246	5.49	48.8%	27.4%	0.06%	3.1%
GAS MAIN OR CONNECTION CONSTRUCTION & DRIVERS	45,841,498	3.87	-22.1%	20.6%	0.06%	-0.5%
CONCRETE CONSTRUCTION NOC	42,603,688	7.35	0.7%	-3.8%	0.06%	-24.5%
DOOR AND WINDOW INSTALLATION - ALL TYPES - RESIDENTIAL AND COMMERCIAL	36,086,176	7.28	-10.2%	14.8%	0.05%	-17.2%
AUTOMATIC SPRINKLER INSTALLATION & DRIVERS	34,037,813	5.00	-9.9%	2.7%	0.05%	-14.2%
FLOOR COVERING INSTALLATION--RESILIENT FLOORING -- CARPET AND LAMINATEFLOORING	30,397,158	4.52	-6.2%	5.4%	0.04%	14.2%
ELECTRIC LIGHT OR POWER LINE CONSTRUCTION & DRIVERS	30,140,378	8.47	-53.4%	0.5%	0.04%	11.3%
CERAMIC TILE, INDOOR STONE, MARBLE, OR MOSAIC WORK	27,806,753	4.29	-9.1%	7.0%	0.04%	-11.9%
INSULATION WORK NOC & DRIVERS	27,576,196	7.11	16.6%	8.7%	0.04%	-9.8%
STREET OR ROAD CONSTRUCTION: SUBSURFACE WORK & DRIVERS	26,054,179	5.01	-4.4%	-15.9%	0.04%	-44.4%
CONDUIT CONSTRUCTION-FOR CABLES OR WIRES-& DRIVERS	24,006,115	6.28	29.8%	-0.2%	0.03%	-0.1%
CONCRETE CONSTRUCTION IN CONNECTION WITH BRIDGES OR CULVERTS	23,802,339	6.35	-22.3%	-5.9%	0.03%	0.4%
ROOFING-ALL KINDS & DRIVERS	23,594,149	19.81	1.8%	10.9%	0.03%	7.6%
GLAZIER-AWAY FROM SHOP & DRIVERS	23,105,647	7.69	-22.0%	19.4%	0.03%	-22.9%
TELEPHONE OR CABLE TV LINE INSTALLATION-CONTRACTORS, UNDERGROUND & DRIVERS	18,913,753	Note (3)	-100.0%	-100.0%	0.03%	-20.6%

**Largest Payroll Classes by Industry Group for Maryland  
(payroll information only available through 1st quarter 2010)**

<b>Largest Contracting Classes</b>	<b>Latest Available Payroll</b>	<b>1/1/2013 Loss Cost</b>	<b>Change from 2005 to 2013</b>	<b>Change from 2012 to 2013</b>	<b>% of Statewide Payroll</b>	<b>% Change in Payroll from 2009 to 2010</b>
MOBILE CRANE AND HOISTING SERVICE CONTRACTORS-NOC-ALL OPERATIONS-INCLUDINGYA	14,304,126	9.41	13.2%	-1.7%	0.02%	-6.6%
CONCRETE WORK-INCIDENTAL TO THE CONSTRUCTION OF PRIVATE RESIDENCE	14,049,684	4.68	-7.1%	8.3%	0.02%	-10.6%
TELEPHONE OR CABLE TV LINE INSTALLATION-CONTRACTORS, SERVICE LINES ANDCONNECT	13,739,791	Note (3)	-100.0%	-100.0%	0.02%	29.1%
BOILER INSTALLATION OR REPAIR-STEAM	13,737,333	5.77	-45.2%	-10.0%	0.02%	-3.9%
DRILLING NOC & DRIVERS	13,729,484	10.08	24.3%	-1.4%	0.02%	-12.2%
IRON OR STEEL: ERECTION NOC	13,495,769	6.97	-42.1%	-5.7%	0.02%	-22.8%
IRON OR STEEL: ERECTION-FRAME STRUCTURES	11,678,881	20.15	-27.7%	-0.8%	0.02%	-38.5%
FENCE INSTALLATION AND REPAIR - METAL, VINYL, WOOD, OR PREFABRICATEDCONCRETE PA	9,625,206	6.22	-0.2%	10.5%	0.01%	1.9%
CLEANER - DEBRIS REMOVAL - CONSTRUCTION	8,626,763	3.24	-21.2%	-3.3%	0.01%	-59.8%
CARPENTRY-DWELLINGS-THREE STORIES OR LESS	7,661,823	Note (3)	-100.0%	-100.0%	0.01%	-19.7%
SWIMMING POOL CONSTRUCTION-NOT IRON OR STEEL- & DRIVERS	7,169,725	8.32	24.4%	-5.7%	0.01%	-38.9%
WELDING OR CUTTING NOC & DRIVERS	6,456,873	4.89	-30.6%	2.1%	0.01%	-42.2%
IRRIGATION OR DRAINAGE SYSTEM CONSTRUCTION & DRIVERS	6,013,321	4.70	8.8%	-6.0%	0.01%	-19.6%
SIGN INSTALLATION, MAINTENANCE, REPAIR OR REMOVAL & DRIVERS	4,589,718	10.21	12.9%	5.1%	0.01%	-13.7%
FARM MACHINERY OPERATION-BY CONTRACTOR-& DRIVERS	4,211,979	5.18	4.9%	9.7%	0.01%	-2.8%
ASBESTOS CONTRACTOR-NOC & DRIVERS	3,987,544	17.21	80.6%	25.6%	0.01%	10.1%
RAILROAD CONSTRUCTION: LAYING OR RELAYING OF TRACKS OR MAINTENANCE OF WAYBY C	3,628,395	4.31	-40.8%	-3.1%	0.01%	95.4%
PILE DRIVING	3,008,498	7.50	10.0%	16.6%	0.00%	-1.1%
PAPERHANGING & DRIVERS	2,807,040	2.46	37.4%	0.8%	0.00%	-19.0%
TELEPHONE OR CABLE TV LINE INSTALLATION-CONTRACTORS, OVERHEAD & DRIVERS	2,227,743	Note (3)	-100.0%	-100.0%	0.00%	2.8%
ASBESTOS CONTRACTOR-PIPE AND BOILER WORK EXCLUSIVELY & DRIVERS	2,174,345	6.52	-28.4%	0.6%	0.00%	92.5%
CEILING INSTALLATION-SUSPENDED ACOUSTICAL GRID TYPE	2,075,884	5.33	-26.0%	6.2%	0.00%	-15.1%
OIL OR GAS PIPELINE CONSTRUCTION & DRIVERS	1,773,644	6.30	-12.3%	28.8%	0.00%	-87.1%
OIL STILL ERECTION OR REPAIR	1,615,747	2.09	-9.1%	-11.4%	0.00%	-94.2%
PAINTING: METAL STRUCTURES-OVER TWO STORIES IN HEIGHT-& DRIVERS	1,449,384	22.51	-26.4%	-3.9%	0.00%	-10.0%
TELEPHONE, TELEGRAPH OR FIRE ALARM LINE CONSTRUCTION & DRIVERS	1,185,295	Note (3)	-100.0%	-100.0%	0.00%	-48.0%
SHAFT SINKING-ALL OPERATIONS	1,135,164	6.21	21.1%	-13.9%	0.00%	-10.8%
PLASTERING NOC & DRIVERS	803,663	5.88	-56.0%	5.8%	0.00%	-41.3%
IRON OR STEEL: ERECTION-FRAME STRUCTURES NOT OVER TWO STORIES IN HEIGHT	713,691	54.61	90.5%	3.8%	0.00%	-51.2%
OIL OR GAS - LEASE WORK NOC - BY SPECIALIST CONTRACTOR & DRIVERS	142,470	7.12	48.3%	0.0%	0.00%	118.5%
JETTY OR BREAKWATER CONSTRUCTION-ALL OPERATIONS TO COMPLETION & DRIVERS	139,583	4.60	-15.9%	0.9%	0.00%	-19.7%
OIL OR GAS WELL: DRILLING OR REDRILLING & DRIVERS	125,888	6.96	-31.6%	-1.7%	0.00%	Note (2)
LATHING & DRIVERS	60,564	3.13	-29.3%	3.6%	0.00%	-84.8%
SALVAGE OPERATION-NO WRECKING OR ANY STRUCTURAL OPERATIONS	22,962	11.57	39.9%	8.7%	0.00%	Note (2)
BUILDING RAISING OR MOVING	14,908	15.89	-19.5%	1.2%	0.00%	2.6%
STREET OR ROAD CONSTRUCTION: ROCK EXCAVATION & DRIVERS	5,131	13.71	55.8%	7.4%	0.00%	-56.6%
HOTHOUSE ERECTION-ALL OPERATIONS	4,230	3.02	-55.3%	-2.3%	0.00%	-97.4%

**Largest Payroll Classes by Industry Group for Maryland  
(payroll information only available through 1st quarter 2010)**

	Latest Available Payroll	1/1/2013 Loss Cost	Change from 2005 to 2013	Change from 2012 to 2013	% of Statewide Payroll	% Change in Payroll from 2009 to 2010
<b>Largest Office &amp; Clerical Classes</b>						
CLERICAL OFFICE EMPLOYEES NOC	28,314,021,237	0.13	-23.5%	-7.1%	39.49%	1.2%
SALESPERSONS OR COLLECTORS-OUTSIDE	5,823,257,855	0.27	-6.9%	-6.9%	8.12%	-1.6%
PHYSICIAN & CLERICAL	3,763,921,255	0.25	13.6%	4.2%	5.25%	3.9%
AUDITOR, ACCOUNTANT, OR COMPUTER SYSTEM DESIGNER OR PROGRAMMER - TRAVELING	3,344,889,476	0.07	-12.5%	0.0%	4.66%	7.6%
COLLEGE: PROFESSIONAL EMPLOYEES & CLERICAL	2,148,555,594	0.25	0.0%	4.2%	3.00%	5.8%
ATTORNEY-ALL EMPLOYEES & CLERICAL, MESSENGERS, DRIVERS	1,161,542,570	0.09	-18.2%	0.0%	1.62%	-0.2%
ARCHITECTURAL OR ENGINEERING FIRM - INCLUDING SALESPERSONS & DRIVERS	972,656,651	0.45	-2.2%	9.8%	1.36%	-1.1%
HOSPITAL: PROFESSIONAL EMPLOYEES	758,953,217	0.80	53.8%	1.3%	1.06%	-1.6%
BUILDING OR PROPERTY MANAGEMENT - PROPERTY MANAGERS AND LEASING AGENTS &CLE	664,682,510	0.85	16.4%	23.2%	0.93%	8.5%
TELECOMMUNICATIONS CO.: OFFICE OR EXCHANGE EMPLOYEES & CLERICAL	575,780,222	0.21	16.7%	10.5%	0.80%	17.5%
RADIO OR TELEVISION BROADCASTING STATION-ALL EMPLOYEES & CLERICAL, DRIVERS	311,722,852	0.30	-36.2%	3.4%	0.43%	-3.5%
CHILD CARE CENTER - ALL EMPLOYEES INCLUDING CLERICAL, SALESPERSONS &DRIVERS	196,637,978	0.71	39.2%	16.4%	0.27%	2.7%
AUTOMOBILE SALESPERSONS	190,110,150	0.64	0.0%	23.1%	0.27%	4.7%
CLERICAL TELECOMMUTER EMPLOYEES	88,965,421	0.11	-45.0%	-8.3%	0.12%	28.4%
PHOTOGRAPHER-ALL EMPLOYEES & CLERICAL, SALESPERSONS, DRIVERS	61,808,393	1.02	37.8%	-1.0%	0.09%	-3.5%
MAILING OR ADDRESSING COMPANY OR LETTER SERVICE SHOP	52,187,881	1.04	10.6%	11.8%	0.07%	-6.3%
LABOR UNION-ALL EMPLOYEES	50,855,098	0.29	-25.6%	0.0%	0.07%	-8.1%
REAL ESTATE APPRAISAL COMPANIES-OUTSIDE EMPLOYEES	29,140,614	0.18	-40.0%	5.9%	0.04%	66.7%
ARCHITECTURAL OR ENGINEERING FIRM - CLERICAL	27,914,158	0.13	Note (4)	-7.1%	0.04%	Note (4)
MAILING OR ADDRESSING COMPANY OR LETTER SERVICE SHOP - CLERICAL STAFF	17,013,594	0.52	Note (1)	-17.5%	0.02%	324.7%
THEATER NOC: PLAYERS, ENTERTAINERS OR MUSICIANS	15,242,897	1.77	-0.6%	12.0%	0.02%	42.0%
AVIATION-AIR TRAFFIC CONTROLLERS UNDER CONTRACT WITH THE FAA	1,636,050	0.13	Note (5)	-7.1%	0.00%	603.5%
SURVEYORS, TIMBER CRUISERS, OIL OR GAS GEOLOGISTS OR SCOUTS, & DRIVERS	1,443,015	0.39	Note (4)	-4.9%	0.00%	Note (4)



**Largest Payroll Classes by Industry Group for Maryland  
(payroll information only available through 1st quarter 2010)**

<b>Largest Goods &amp; Services Classes</b>	<b>Latest Available Payroll</b>	<b>1/1/2013 Loss Cost</b>	<b>Change from 2005 to 2013</b>	<b>Change from 2012 to 2013</b>	<b>% of Statewide Payroll</b>	<b>% Change in Payroll from 2009 to 2010</b>
STORE: RETAIL NOC	1,341,786,584	1.46	20.7%	-2.7%	1.87%	2.9%
RESTAURANT NOC	1,161,134,469	1.21	-12.3%	0.0%	1.62%	-3.2%
CONVALESCENT OR NURSING HOME-ALL EMPLOYEES	825,198,584	1.76	0.6%	-4.9%	1.15%	5.3%
AUTOMOBILE SERVICE OR REPAIR CENTER & DRIVERS	744,269,233	2.42	22.2%	5.2%	1.04%	3.3%
RESTAURANT: FAST FOOD	670,811,023	1.48	11.3%	12.1%	0.94%	13.5%
STORE: MEAT, GROCERY AND PROVISION STORES COMBINED-RETAIL NOC	634,073,444	3.29	43.0%	8.6%	0.88%	0.3%
OFFICE MACHINE INSTALLATION, INSPECTION, ADJUSTMENT OR REPAIR	528,697,991	0.73	23.7%	21.7%	0.74%	-5.6%
ANALYTICAL LABORATORIES OR ASSAYING - INCLUDING LABORATORY, OUTSIDEEMPLOYEES,	508,250,550	0.30	3.4%	11.1%	0.71%	-47.6%
BUILDING OR PROPERTY MANAGEMENT - ALL OTHER EMPLOYEES	475,823,532	2.52	29.2%	15.1%	0.66%	2.5%
JANITORIAL SERVICES BY CONTRACTORS - NO WINDOW CLEANING ABOVE GROUND LEVEL& C	452,081,557	2.37	18.5%	4.4%	0.63%	0.5%
STORE: CLOTHING, WEARING APPAREL OR DRY GOODS-RETAIL	432,153,074	1.22	48.8%	5.2%	0.60%	1.2%
STORE: WHOLESALE NOC	373,592,936	2.59	7.0%	2.8%	0.52%	0.6%
HOTEL: ALL OTHER EMPLOYEES & SALESPERSONS, DRIVERS	280,486,347	1.84	33.3%	0.0%	0.39%	5.9%
GASOLINE STATION: SELF-SERVICE AND CONVENIENCE/GROCERY-RETAIL	265,880,857	1.73	1.8%	4.2%	0.37%	10.1%
BARBERSHOP, BEAUTY PARLOR OR HAIR STYLING SALON	248,275,479	0.35	-20.5%	2.9%	0.35%	2.4%
HOSPITAL-VETERINARY & DRIVERS	243,463,477	0.95	-14.4%	0.0%	0.34%	2.4%
STORE: DRUG - RETAIL	175,519,349	1.12	60.0%	-5.9%	0.24%	-2.8%
YMCA, YWCA, YMHA OR YWHA, INSTITUTION - ALL EMPLOYEES & CLERICAL	173,844,633	0.75	44.2%	7.1%	0.24%	7.7%
RETIREMENT LIVING CENTERS: HEALTH CARE EMPLOYEES	169,304,234	2.21	3.8%	12.8%	0.24%	8.7%
CLUB - COUNTRY, GOLF, FISHING, OR YACHT - ALL EMPLOYEES & CLERICAL,SALESPERSONS, I	158,188,909	1.14	-35.2%	-16.8%	0.22%	1.6%
AUTOMOBILE BODY REPAIR	154,845,097	1.21	14.2%	-9.0%	0.22%	-1.8%
LUMBERYARD NEW MATERIALS ONLY: ALL OTHER EMPLOYEES & YARD, WAREHOUSE,DRIVER:	153,601,345	3.46	5.8%	-6.2%	0.21%	-5.2%
STORE: HARDWARE	146,585,652	1.75	31.6%	6.7%	0.20%	-8.3%
COLLEGE: ALL OTHER EMPLOYEES	140,312,383	1.97	32.2%	-3.0%	0.20%	3.7%
BUILDING MATERIAL DEALER-NEW MATERIALS ONLY: STORE EMPLOYEES	138,863,207	2.47	60.4%	11.3%	0.19%	4.1%
STORE: FURNITURE & DRIVERS	136,107,825	2.84	36.5%	2.2%	0.19%	0.3%
STORE: JEWELRY	130,286,099	0.32	-23.8%	-11.1%	0.18%	0.9%
STORE: AUTOMOBILE PARTS & ACCESSORIES- NOC & DRIVERS	115,464,013	2.25	29.3%	1.4%	0.16%	23.3%
HOTEL: RESTAURANT EMPLOYEES	113,860,460	1.43	2.9%	7.5%	0.16%	5.0%
HOSPITAL: ALL OTHER EMPLOYEES	112,135,011	1.59	-34.3%	5.3%	0.16%	-5.5%
HOME, PUBLIC, AND TRAVELING HEALTHCARE--ALL EMPLOYEES	111,858,372	1.72	-24.9%	-11.8%	0.16%	2.7%
STORE: DEPARTMENT-RETAIL	90,243,233	1.21	-20.9%	-1.6%	0.13%	7.3%
SOCIAL SERVICES ORGANIZATION-ALL EMPLOYEES & SALESPERSONS, DRIVERS	89,098,383	1.55	Note (1)	11.5%	0.12%	-13.0%
RETIREMENT LIVING CENTERS: ALL OTHER EMPLOYEES, SALESPERSONS & DRIVERS	87,429,600	2.38	33.7%	-5.9%	0.12%	9.7%
STORAGE WAREHOUSE NOC	81,907,222	3.83	-18.9%	3.2%	0.11%	-0.3%
STORE: MEAT, FISH OR POULTRY DEALER-WHOLESALE	73,720,465	2.87	26.4%	-5.6%	0.10%	9.9%

**Largest Payroll Classes by Industry Group for Maryland  
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<b>Largest Goods &amp; Services Classes</b>						
MACHINERY DEALER NOC-STORE OR YARD-& DRIVERS	64,545,242	4.01	29.8%	-8.2%	0.09%	-7.7%
STORAGE WAREHOUSE-FURNITURE & DRIVERS	61,396,317	6.99	51.3%	-2.6%	0.09%	4.5%
INSPECTION OF RISKS FOR INSURANCE OR VALUATION PURPOSES NOC	57,091,816	1.14	17.5%	-11.6%	0.08%	-7.7%
VENDING OR COIN OPERATED MACHINES-INSTALLATION, SERVICE OR REPAIR & SALESPERSON	53,744,714	2.99	11.2%	7.6%	0.07%	13.8%
RETIREMENT LIVING CENTERS: FOOD SERVICE EMPLOYEES	52,543,541	1.38	46.8%	4.5%	0.07%	4.4%
GROUP HOMES-ALL EMPLOYEES & SALESPERSONS, DRIVERS	51,609,378	1.89	Note (1)	-1.6%	0.07%	118.7%
FUNERAL DIRECTOR & DRIVERS	47,378,496	0.69	-12.7%	-11.5%	0.07%	2.7%
AUTOMOBILE RENTAL CO.: ALL OTHER EMPLOYEES & COUNTER PERSONNEL, DRIVERS	47,170,347	1.45	6.6%	-12.7%	0.07%	3.3%
GASOLINE DEALER & DRIVERS	46,299,933	5.87	28.7%	-1.5%	0.06%	-10.3%
STORE: FLORIST & DRIVERS	44,844,470	2.17	37.3%	-2.3%	0.06%	9.6%
AUTOMOBILE STORAGE GARAGE, PARKING LOT OR PARKING STATION, VALET SERVICE, CASHIER	43,224,778	2.49	21.5%	-6.7%	0.06%	4.3%
CLUB NOC & CLERICAL	41,616,045	1.03	0.0%	4.0%	0.06%	2.6%
QUICK PRINTING-COPYING OR DUPLICATION SERVICE-ALL EMPLOYEES & CLERICAL, SALESPEOPLE	41,239,287	0.65	-7.1%	6.6%	0.06%	-8.2%
BUS CO.: GARAGE EMPLOYEES	40,308,633	2.32	-53.1%	-7.6%	0.06%	8.1%
ELECTRONIC EQUIPMENT - INSTALLATION, SERVICE, OR REPAIR - SHOP AND OUTSIDE & DRIVE	38,292,407	3.60	141.6%	22.4%	0.05%	-10.8%
HOUSEHOLD AND COMMERCIAL APPLIANCES-ELECTRICAL-INSTALLATION, SERVICE OR REPAIR	35,880,121	2.59	34.9%	11.2%	0.05%	7.0%
AMUSEMENT PARK OR EXHIBITION OPERATION AND DRIVERS	31,674,677	2.09	67.2%	9.4%	0.04%	-6.4%
STORE: BOOK, RECORD, COMPACT DISC, SOFTWARE, VIDEO OR AUDIO CASSETTE RETAIL	29,309,618	0.57	16.3%	-3.4%	0.04%	-24.6%
PLUMBERS SUPPLIES DEALER & DRIVERS	28,584,499	2.98	-31.8%	-10.0%	0.04%	-3.5%
FARM: NURSERY EMPLOYEES & DRIVERS	28,159,947	1.60	-19.6%	4.6%	0.04%	-4.3%
STORE: DRUG-WHOLESALE	24,304,161	0.65	-8.5%	16.1%	0.03%	14.3%
STORE: MEAT, FISH OR POULTRY-RETAIL	23,290,329	1.49	-8.0%	6.4%	0.03%	-3.5%
MUNICIPAL, TOWNSHIP, COUNTY OR STATE EMPLOYEE NOC	21,614,763	2.36	-18.1%	9.8%	0.03%	-3.1%
FARM: FLORIST & DRIVERS	20,310,546	2.40	33.3%	11.6%	0.03%	10.5%
BOTTLE DEALER-USED & DRIVERS	20,177,591	4.84	-2.6%	9.8%	0.03%	-1.8%
BEER OR ALE DEALER-WHOLESALE & DRIVERS	20,063,135	6.30	20.0%	-1.7%	0.03%	-31.2%
IRON OR STEEL MERCHANT & DRIVERS	17,961,003	5.45	28.2%	5.6%	0.03%	-29.9%
FARM MACHINERY DEALER-ALL OPERATIONS & DRIVERS	17,150,451	2.71	90.8%	5.0%	0.02%	-1.2%
FARM: FIELD CROPS & DRIVERS	16,775,200	3.07	20.9%	-0.6%	0.02%	10.2%
STABLE OR BREEDING FARM & DRIVERS	15,796,419	7.37	35.7%	28.0%	0.02%	58.3%
ROLLER-SKATING RINK OPERATION	15,423,062	1.29	48.3%	11.2%	0.02%	-1.1%
GASOLINE STATION: SELF-SERVICE ONLY-RETAIL	14,144,303	2.08	80.9%	6.1%	0.02%	-2.6%
RESIDENTIAL CLEANING SERVICES BY CONTRACTOR - INSIDE	13,758,113	4.90	72.5%	0.8%	0.02%	15.0%
SASH, DOOR OR ASSEMBLED MILLWORK DEALER & DRIVERS	13,419,215	4.12	14.4%	4.3%	0.02%	-3.8%
STORAGE WAREHOUSE-COLD	12,335,583	4.09	29.0%	-8.7%	0.02%	7.3%
FEED, FERTILIZER, HAY, OR GRAIN DEALER & LOCAL MANAGERS, DRIVERS - NO MFG	12,154,538	2.42	26.7%	2.5%	0.02%	6.5%
CEMETERY OPERATIONS & DRIVERS	12,082,516	5.28	23.4%	27.8%	0.02%	0.6%

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<b>Largest Miscellaneous Classes</b>						
DRIVERS, CHAUFFEURS, MESSENGERS AND THEIR HELPERS NOC-COMMERCIAL	450,179,655	4.63	38.6%	4.0%	0.63%	-0.5%
POLICE OFFICERS & DRIVERS	381,412,574	2.06	15.7%	4.6%	0.53%	2.5%
TRUCKING - LOCAL HAULING ONLY & DRIVERS	313,857,396	6.28	9.4%	5.9%	0.44%	1.3%
TELEPHONE OR TELEGRAPH CO.: ALL OTHER EMPLOYEES & DRIVERS	287,643,393	2.68	36.0%	9.8%	0.40%	33.2%
AVIATION: AIR CARRIER - SCHEDULED, COMMUTER OR SUPPLEMENTAL - FLYING CREW	217,535,199	1.14	216.7%	21.3%	0.30%	14.8%
TRUCKING - LONG DISTANCE HAULING & DRIVERS	202,996,307	7.89	37.7%	12.6%	0.28%	-7.0%
AVIATION: ALL OTHER EMPLOYEES & DRIVERS	176,818,817	5.35	142.1%	6.6%	0.25%	-1.2%
PARK NOC-ALL EMPLOYEES & DRIVERS	144,962,965	1.98	-5.3%	23.0%	0.20%	6.3%
BUS CO.: ALL OTHER EMPLOYEES & DRIVERS	100,192,166	5.65	32.3%	8.4%	0.14%	11.6%
GARBAGE, ASHES OR REFUSE COLLECTION & DRIVERS	96,508,609	9.76	99.2%	19.0%	0.13%	-7.2%
ELECTRIC LIGHT OR POWER CO. NOC-ALL EMPLOYEES & DRIVERS	88,617,918	1.26	38.5%	3.3%	0.12%	-0.4%
SCHOOL BUS CONTRACTOR-INCLUDING INCIDENTAL CHARTER SERVICE: ALL OTHER EMPLOYEES	50,259,984	3.41	130.4%	18.0%	0.07%	-3.5%
THEATER NOC: ALL OTHER EMPLOYEES	39,056,350	1.47	-4.5%	1.4%	0.05%	7.1%
STREET CLEANING & DRIVERS	34,039,270	4.61	4.1%	-1.3%	0.05%	8.0%
MARINA & DRIVERS	32,039,554	4.04	44.3%	7.7%	0.04%	13.9%
QUARRY NOC & DRIVERS	22,510,860	4.02	-3.6%	11.0%	0.03%	5.4%
SEWAGE DISPOSAL PLANT OPERATION & DRIVERS	21,268,886	1.62	27.6%	13.3%	0.03%	11.1%
ATHLETIC SPORTS OR PARK: CONTACT SPORTS	19,057,187	1.90	57.0%	34.8%	0.03%	9.2%
TAXICAB CO.: ALL OTHER EMPLOYEES & DRIVERS	18,869,625	4.99	4.2%	7.3%	0.03%	6.0%
MAIL, PARCEL OR PACKAGE DELIVERY AND COURIER OR MESSENGER SERVICE COMPANIES --	18,557,045	13.10	164.6%	30.2%	0.03%	-3.7%
TREE PRUNING, SPRAYING, REPAIRING -- ALL OPERATIONS & DRIVERS	17,213,590	13.73	12.1%	14.8%	0.02%	16.5%
AMBULANCE SERVICE COMPANIES AND EMS (EMERGENCY MEDICAL SERVICE) PROVIDERS & D	16,033,194	7.45	Note (1)	9.7%	0.02%	-5.6%
ATHLETIC SPORTS OR PARK: NONCONTACT SPORTS	15,687,531	2.28	-12.0%	29.5%	0.02%	8.4%
AVIATION - TRANSPORTATION OF PERSONNEL IN CONDUCT OF EMPLOYER'S BUSINESS - FLYIN	14,462,822	1.37	-47.7%	34.3%	0.02%	107.3%
ATHLETIC SPORTS OR PARK: OPERATIONS & DRIVERS	14,040,988	1.76	69.2%	1.1%	0.02%	-2.2%
FREIGHT HANDLING NOC	13,042,060	5.78	36.0%	1.2%	0.02%	15.8%
AVIATION: NOC - OTHER THAN HELICOPTERS - FLYING CREW	13,031,857	1.72	-17.3%	8.9%	0.02%	102.3%
TRUCKING: MAIL PARCEL OR PACKAGE DELIVERY-UNDER CONTRACT WITH THE U.S. POSTAL S	12,906,767	7.41	87.6%	11.6%	0.02%	2.1%
WATERWORKS OPERATION & DRIVERS	12,728,619	2.69	39.4%	5.9%	0.02%	8.2%
COAL MINING-SURFACE & DRIVERS	12,157,043	10.33	18.3%	-19.5%	0.02%	2.9%
SAND OR GRAVEL DIGGING & DRIVERS	11,875,993	4.06	-2.4%	0.5%	0.02%	4.3%
OIL OR GAS PIPELINE OPERATION & DRIVERS	9,056,489	2.25	120.6%	34.7%	0.01%	-31.4%
BOAT BUILDING OR REPAIR & DRIVERS	8,959,794	2.62	29.1%	12.0%	0.01%	-1.3%
AMUSEMENT DEVICE OPERATION NOC-NOT TRAVELING-& DRIVERS	8,010,578	6.08	121.9%	34.8%	0.01%	-2.8%

**Largest Payroll Classes by Industry Group for Maryland  
(payroll information only available through 1st quarter 2010)**

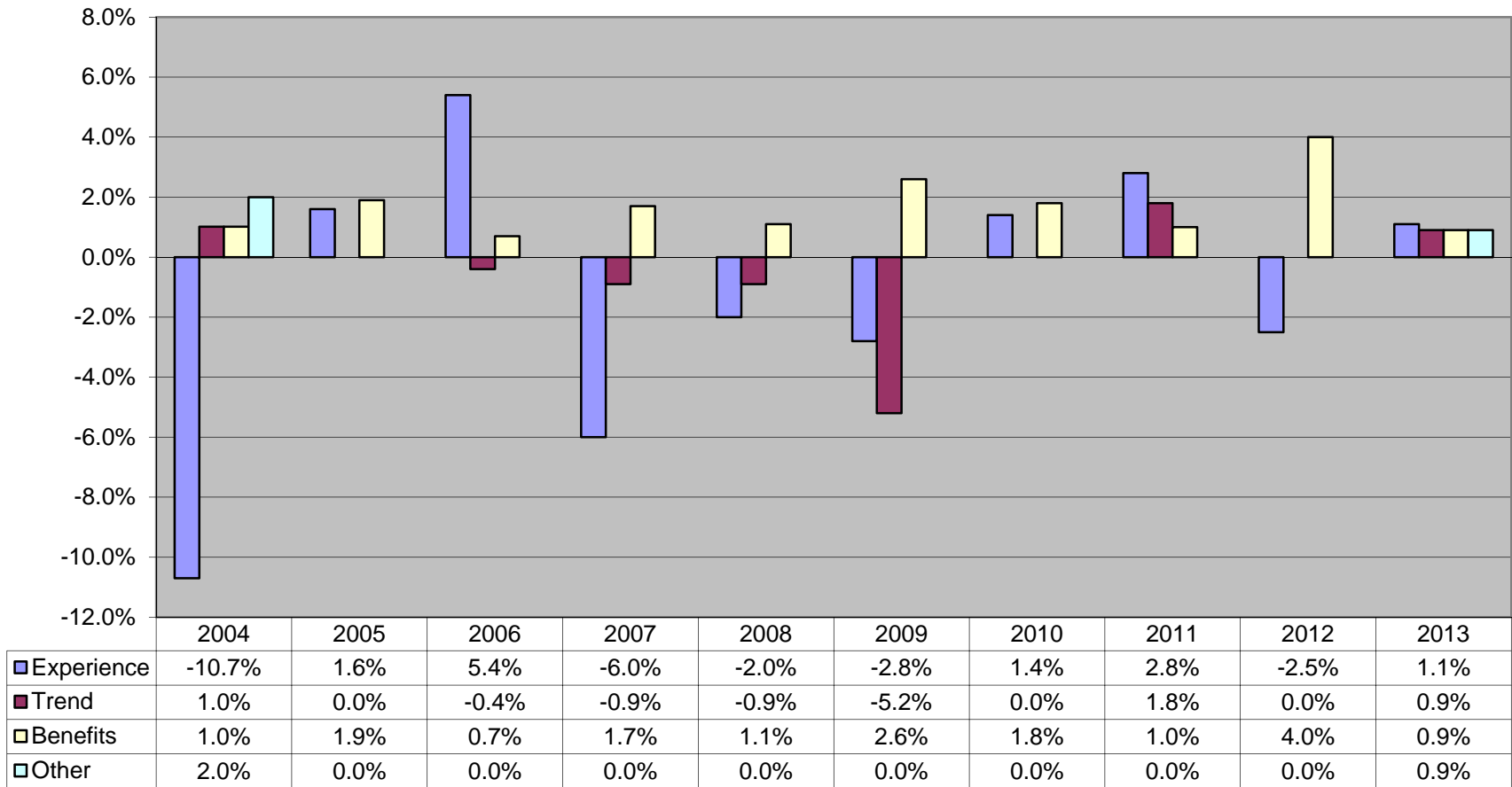
	Latest Available Payroll	1/1/2013 Loss Cost	Change from 2005 to 2013	Change from 2012 to 2013	% of Statewide Payroll	% Change in Payroll from 2009 to 2010
<b>Largest Miscellaneous Classes</b>						
GAS COMPANY: GAS CO.-NATURAL GAS-LOCAL DISTRIBUTION & DRIVERS	7,018,903	2.42	130.5%	27.4%	0.01%	-0.9%
AVIATION: AIR CHARTER OR AIR TAXI - FLYING CREW	6,164,140	1.08	-35.7%	-12.9%	0.01%	-32.6%
ELECTRIC LIGHT OR POWER COOPERATIVE-REA PROJECT ONLY-ALL EMPLOYEES & DRIVERS	5,947,307	3.13	73.9%	4.0%	0.01%	-2.8%
RAILROAD OPERATION: NOC-ALL EMPLOYEES & DRIVERS	4,507,518	4.71	25.9%	17.2%	0.01%	-4.6%
GARBAGE WORKS	4,117,478	3.72	48.8%	11.4%	0.01%	-49.5%
AVIATION: HELICOPTERS - FLYING CREW	3,850,595	3.05	-40.9%	-7.3%	0.01%	-20.1%
STONE CRUSHING & DRIVERS	1,449,889	7.73	57.8%	-1.2%	0.00%	-65.5%
TRUCKING: PARCEL OR PACKAGE DELIVERY-ALL EMPLOYEES & DRIVERS	1,358,737	7.47	48.2%	34.8%	0.00%	-4.5%
QUARRY-CEMENT ROCK-SURFACE-& DRIVERS	1,259,619	10.87	81.2%	-14.9%	0.00%	67.2%
TRUCKING: OIL FIELD EQUIPMENT-ALL EMPLOYEES & DRIVERS	897,470	4.99	37.8%	-8.9%	0.00%	5.5%
CARNIVAL, CIRCUS OR AMUSEMENT DEVICE OPERATOR-TRAVELING-ALL EMPLOYEES & DRIVERS	859,741	11.14	24.2%	28.2%	0.00%	33.8%
VESSELS-NOC-PROGRAM II-STATE ACT WITH PROGRAM I AND PROGRAM II USL DATA ADDED F	568,556	2.96	-74.2%	-13.5%	0.00%	-49.8%
LIME MFG-QUARRY-SURFACE-& DRIVERS	559,980	12.39	307.6%	23.2%	0.00%	-16.4%
BRIDGE OR VEHICULAR TUNNEL OPERATION & DRIVERS	450,754	1.87	-8.8%	0.0%	0.00%	-0.1%
DREDGING-ALL TYPES-PROGRAM II-STATE ACT WITH PROGRAM I AND PROGRAM II USL DATA A	434,989	4.53	-8.3%	3.0%	0.00%	-30.3%
LOGGING OR TREE REMOVAL - LOG HAULING & DRIVERS	428,259	8.59	Note (1)	19.8%	0.00%	11.1%
LOGGING OR TREE REMOVAL - NONMECHANIZED OPERATIONS	373,657	17.60	15.5%	9.7%	0.00%	12.0%
MINING NOC-NOT COAL-UNDERGROUND-& DRIVERS	271,526	5.07	-22.7%	8.8%	0.00%	-0.4%
LOGGING OR TREE REMOVAL - MECHANIZED EQUIPMENT OPERATORS	265,237	10.71	Note (1)	8.2%	0.00%	-10.6%
DIVING, SALVAGE, WRECKING-MARINE-PROGRAM II-STATE ACT WITH PROGRAM I AND PROGRA	55,694	7.54	-45.4%	-6.3%	0.00%	-66.2%
IRRIGATION WORKS OPERATION & DRIVERS	44,314	3.22	-6.4%	4.2%	0.00%	-27.0%

**Largest Payroll Classes by Industry Group for Maryland  
(payroll information only available through 1st quarter 2010)**

Notes to Certain Classifications:

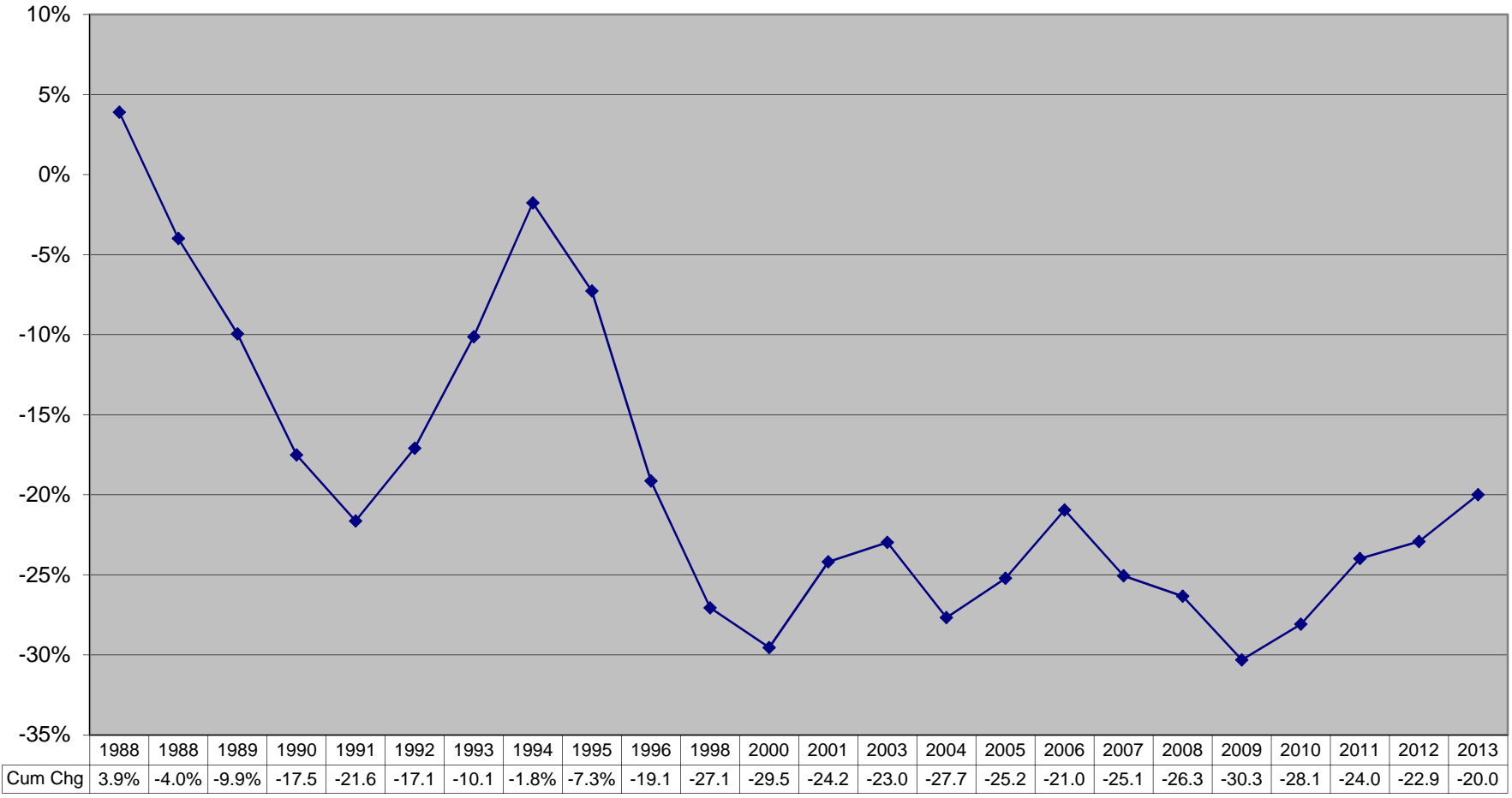
- (1) - Loss Cost effective 1/1/2008
- (2) - No payroll reported for the time period ending 3/31/2009
- (3) - Class no longer exists effective 1/1/2003
- (4) - Loss Cost effective 1/1/2010 and no payroll reported for the time ending 3/31/2009
- (5) - Loss Cost effective 1/1/2010

Changes in the Components of NCCI Maryland Pure Premium Loss Cost Filings  
from 1/1/2004 through 1/1/2013

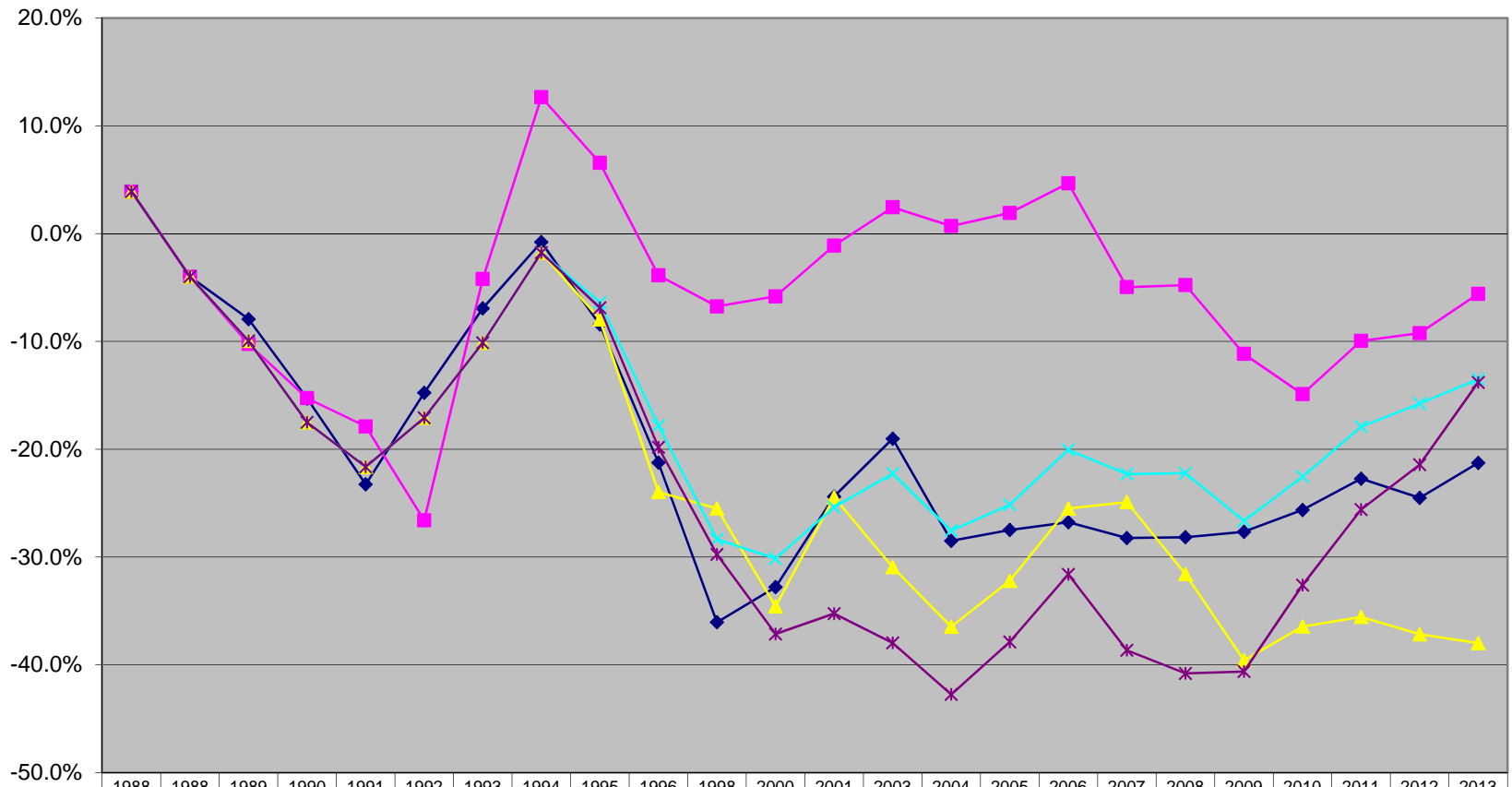


1. Information is not available prior to 2004

### Cumulative Impact of NCCI Maryland Pure Premium Loss Cost Filings for the Years 1988 through 2013



## Cumulative Impact of NCCI Maryland Pure Premium Loss Cost Changes by Industry Group from 1988 through 2013



See next page for notes



NOTES FOR EXHIBIT 12, Page 2

For Manufacturing, the 1988 changes are the statewide changes, as the specific changes for this industry group are not available.

For Contracting, the 1988 changes are the statewide changes, as the specific changes for this industry group are not available.

For Office/Clerical, the 1988 to 1994 changes are the statewide changes, as the specific changes for this industry group are not available.

For Goods/Services, the 1988 to 1994 changes are the statewide changes, as the specific changes for this industry group are not available.

For Miscellaneous, the 1988 to 1994 changes are the statewide changes, as the specific changes for this industry group are not available.