



**RULES – FILED AND TO BE IMPLEMENTED**

OCTOBER 10, 2019

GENERAL LIABILITY

LI-GL-2019-229

## **MINNESOTA GENERAL LIABILITY RULE 24. REVISION FILED AND TO BE IMPLEMENTED**

---

### **KEY MESSAGE**

General Liability revised annual individual payroll amounts specific to Minnesota have been filed and are acknowledged.

---

### **ISO ACTION**

Filing GL-2019-RBOP revises the annual individual payroll for executive officers and individual insured and co-partners in Rule 24.E.2.m. to \$38,500.

Refer to the attached explanatory material for complete details about this filing.

---

### **INSURANCE DEPARTMENT ACTION**

The Insurance Department has acknowledged this revision as filed.

---

### **EFFECTIVE DATE**

We do not establish an effective date for General Liability rules revisions in this state. Each insurer that elects to utilize this revision is responsible for determining its own effective date.

---

### **COMPANY ACTION**

ISO has not filed this revision on behalf of insurers.

You must independently determine what revision to make and when to make any revision effective. If you decide to use all or any part of our revision, you are NOT required to file anything with the Insurance Department.

You must document your files in case the Insurance Department wishes to review the information at a later date. In all internal correspondence on this revision, you should refer to ISO Revision Designation Number GL-2019-RBOP, NOT this circular number. Communications with the regulator concerning a filing affecting multiple lines of business (i.e., CL, PL, AL filing designation) should specify the line(s) of business that you are addressing.

---

### **RATING SOFTWARE IMPACT**

No new attributes are being introduced with this revision.

---

## POLICYHOLDER NOTIFICATION

If you decide to implement this revision, you should check all applicable laws for the state(s) to which this revision applies, to determine whether or not a specific policyholder notice requirement may apply. Please note that circular [LI-CL-2018-044](#) contains the ISO Guide To Renewals With Changed Conditions For Commercial Lines, which is available only as a guide to assist participating companies in complying with various conditional renewal statutes or regulations, for the major commercial lines of insurance serviced by ISO. The information in the Guide does not necessarily reflect all requirements or exceptions that may apply, and it is not intended as a substitute for your review of all applicable statutes and regulations concerning policyholder notification.

---

## REVISION DISTRIBUTION

We will issue a Notice to Manualholders with an edition date of 4-20 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

---

## RELATED LOSS COSTS REVISION

We are announcing in a separate circular the implementation of a corresponding loss costs revision. Please refer to the Reference(s) block for identification of that circular.

---

## REFERENCE(S)

- [LI-GL-2019-228](#) (10/10/2019) Minnesota General Liability Advisory Prospective Loss Cost Revision To Be Implemented
- [LI-CL-2018-044](#) (11/27/2018) Revised Lead Time Requirements Listing

---

## ATTACHMENT(S)

Filing [GL-2019-RBOP](#)

---

## COPYRIGHT EXPLANATION

The material distributed by Insurance Services Office, Inc. is copyrighted. All rights reserved. Possession of these pages does not confer the right to print, reprint, publish, copy, sell, file, or use same in any manner without the written permission of the copyright owner. Permission is hereby granted to members, subscribers, and service purchasers to reprint, copy, or otherwise use the enclosed material for purposes of their own business use relating to that territory or line or kind of insurance, or subdivision thereof, for which they participate, provided that:

- (A) Where ISO copyrighted material is reprinted, copied, or otherwise used **as a whole**, it must reflect the copyright notice actually shown on such material.
- (B) Where ISO copyrighted material is reprinted, copied, or otherwise used **in part**, the following credit legend must appear at the bottom of each page so used:  
Includes copyrighted material of Insurance Services Office, Inc., with its permission.

---

## DATA QUALITY

Statistical plan data reported to ISO is first processed through a system of rigorous automated data verification procedures so that only valid data would be used for ratemaking. Subsequent to this initial data submission review, additional analyses on the statistical plan data involving an even more customized data review for this line was performed by staff. During these processes, various data records were excluded from the review. The ISO staff responsible for this circular also reviewed the data for reasonableness.

---

## ACKNOWLEDGMENT OF ACTUARIAL QUALIFICATIONS

The American Academy of Actuaries' "Qualifications Standards for Actuaries Issuing Statements of Actuarial Opinion in the United States" requires that an actuary issuing a Statement of Actuarial Opinion should include an acknowledgment with the opinion that he/she has met the qualification standards of the AAA. ISO considers this rules filing a Statement of Actuarial Opinion; therefore we are including the following acknowledgment:

I, David Terné, am a Managing Director of Strategic Actuarial Operations for ISO and I, James Davidson, am an Actuarial Product Director for Commercial Auto and Increased Limits for ISO. We are jointly responsible for the content of this Statement of Actuarial Opinion. We are both members of the American Academy of Actuaries and we meet the Qualification Standards of the American Academy of Actuaries to render the actuarial opinion contained herein.

---

## CONTACT INFORMATION

If you have any questions concerning:

- The actuarial content of this circular, please contact:  
Alla Golonesky  
Actuarial Operations  
(201) 469-2566  
[Alla.Golonesky@verisk.com](mailto:Alla.Golonesky@verisk.com)  
[casualtyactuarial@verisk.com](mailto:casualtyactuarial@verisk.com)
- The non-actuarial content of this circular, please contact:  
Flavio Vento  
Production Operations, Compliance and Product Services  
(201) 469-2190  
[productionoperations@verisk.com](mailto:productionoperations@verisk.com)
- Other issues for this circular, please contact Customer Support:  
E-mail: [info@verisk.com](mailto:info@verisk.com)  
Phone: 800-888-4476

Callers outside the United States, Canada, and the Caribbean may contact us using our global toll-free number (International Access Code + 800 48977489). For information on all ISO products, visit us at [www.verisk.com/iso](http://www.verisk.com/iso). To keep abreast of the latest Insurance Lines Services updates, view [www.verisk.com/ils](http://www.verisk.com/ils).

# Revision of Executive Officers, Individual Insureds and Co-Partners Payroll Amounts (Rule 24)

## About This Filing

---

This filing revises the annual individual payroll for executive officers and individual insured and co-partners in Rule 24.E.2.m (Bases of Premium) in Division Six General Liability of the Commercial Lines Manual (CLM) to \$38,500. The revised payroll amount in this filing is specific to the state of Minnesota and is with respect to premium computation purposes.

## Revised Rule

---

We are revising Rule 24. Bases of Premium in the state of Minnesota.

- ◆ Rule 24.E.2.m (Bases of Premium)

We have used a format of ~~striking-through~~ deletions, underlining additions and inserting a revision bar in the left margin to indicate changes.

## Related Filing(s)

---

- ◆ GL-2019-BGL1 (Loss Costs)

## Background

---

The premium computation applicable to most Contracting classes of business is based on payroll as outlined in Rule 24.E. For executive officers, individual insureds and co-partners however, the payroll amount used in premium determination as described in Rule 24.E.2.m. is a fixed (flat) amount that varies by state. These payroll amounts have not been recently revised. This filing provides an update to the payroll amounts in rule 24E.2.m. for executive officers, individual insureds and co-partners to reflect current wages.

## Actuarial Support

The Minnesota individual state payroll amounts for executive officers, individual insureds and co-partners have not been revised in over 20 years. Given that the increases in payroll since the last revision are significant, payroll amounts will be revised in annual increments in coordination with the state basic limit loss cost experience review until an appropriate level is achieved. Average annual wage data for Construction Occupations as of May 2018 from the Bureau of Labor Statistics was used. For executive officers, individual insureds and co-partners, the revised payroll amount in this filing is determined as follows:

State	Current Individual Annual Payroll Rule 24.E.2.m.	BLS		Selected % Change	Revised Individual Annual Payroll Rule 24.E.2.m.
		Average Annual Wage	% Change		
Minnesota	\$30,800	\$59,600	100%	25%	\$38,500

Since the intention is to introduce this change on a revenue neutral basis, an adjustment of 0.988 has been applied to the related proposed loss costs in companion filing GL-2019-BGL1 to offset the increase in the payroll amount in Rule 24E.2.m. The ISO statistical plan data does not separately identify payroll for executive officers, individual insureds, and co-partners from other employees. As a result, data from the Census Bureau was analyzed to estimate the impact of the revision in payroll amount (2016 Statistics of US Business Annual Data Tables by Establishment Industry). Specifically, since the classes affected are predominantly construction classes, data for Construction (NAIC Code 23) was used to estimate the impact. Given the limited detail available, assumptions were made to develop the offset. Estimates for the average number of executive officers, individual insureds and co-partners per firm in each firm size range were made. Additional assumptions were made regarding individuals doing clerical work, percent of contractors who are insured, and how the firm size distribution compares to the General Liability insured distribution.

## Copyright

The material distributed by Insurance Services Office, Inc. is copyrighted. All rights reserved. Possession of these pages does not confer the right to print, reprint, publish, copy, sell, file or use same in any manner without the written permission of the copyright owner.

---

## **Important Note**

---

Insurance Services Office, Inc. (ISO) makes available advisory services to property/casualty insurers. ISO has no adherence requirements. ISO rules and explanatory materials are intended solely for the information and use of ISO's participating insurers and their representatives, and insurance regulators. Neither ISO's general explanations of rules intent nor opinions expressed by members of ISO's staff necessarily reflect every insurer's view or control any insurer's application of manual rules.

---

**24. BASES OF PREMIUM**

---

The following is added to Paragraph **E.2.m.**:

For premium computation purposes, use ~~\$30,800~~38,500 as the annual individual payroll for executive officers.

For premium computation purposes, use ~~\$30,800~~38,500 as the annual individual payroll for individual co-insureds or co-partners.