

RULES – IMPLEMENTATION

APRIL 7, 2022

BUSINESSOWNERS

LI-BP-2022-046

NEW MEXICO BUSINESSOWNERS RULE 23. REVISION TO BE IMPLEMENTED

KEY MESSAGE

Businessowners revised annual individual payroll amounts specific to New Mexico have been acknowledged.

CONSIDERATION OF COVID-19

In anticipation of long-term behavioral, social and economic changes as a result of COVID-19, we expect, based on the information currently available, that those changes will have a modest but material impact on prospective loss costs for certain risks. To account for the impact that the COVID-19 pandemic had on the experience from March 2020 and beyond, we have adjusted the yearly weights used in the statewide indication calculations for Liability risks so that experience year 2020 receives less weight in the overall indication. The indicated and selected changes provided in this circular reflect this adjustment to the yearly weights.

ISO ACTION

Filing BP-2021-RPAY revises the annual individual payroll for executive officers and individual insured and copartners in Rule 23.B.8.a.(2)(c) to \$43,500.

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

EFFECTIVE DATE

We do not establish an effective date for Businessowners 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 Filing Number BP-2021-RPAY, 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-2022-006](#) 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 **9-22** (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-BP-2022-045](#) (04/07/2022) New Mexico Businessowners Advisory Prospective Loss Cost Revision To Be Implemented; Exhibits Presented In Excel
- [LI-CL-2022-006](#) (02/22/2022) Revised Lead Time Requirements Listing

ATTACHMENT(S)

Filing [BP-2021-RPAY](#)

FILES AVAILABLE FOR DOWNLOAD

To download all files associated with this circular, including attachments in the full circular PDF and/or any additional files not included in the PDF, search for the circular number on [ISOnet Circulars](#). Then click the Word/Excel link under the Full Circular column on the Search Results screen.

Please note that in some instances, not all files listed in the Attachment(s) block (if applicable) are included in the PDF.

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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 were 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 rule document a Statement of Actuarial Opinion; therefore, we are including the following acknowledgment:

I, Nancy A. Narisi, am a Senior Actuarial Associate of Strategic Actuarial Operations for ISO, and I, Michael Doyle, am an Actuarial Product Director for Specialty Lines 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

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Revision of Executive Officers, Individual Insureds and Co-Partners Payroll Amounts (Rule 23)

About This Filing

This filing revises the annual individual payroll for executive officers and individual insured and co-partners in Rule 23.B.8.a.(2)(c) (Premium Development - Mandatory Coverages) in Division Ten - Businessowners of the Commercial Lines Manual (CLM) to \$43,500. The revised payroll amount in this filing is specific to the state of New Mexico and is with respect to premium computation purposes.

Revised Rule

We are revising Rule 23. Premium Development – Mandatory Coverages in the state of New Mexico.

- ◆ Rule 23.B.8.a.(2)(c) (Premium Development – Mandatory Coverages)

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)

The following companion filing is being filed with a concurrent effective date:

- ◆ BP-2022-RLA1 (Loss Costs)

Background

The premium computation applicable to Contracting classes of business is based on payroll as outlined in Rule 23.B.8. For executive officers, individual insureds and co-partners however, the payroll amount used in premium determination as described in Rule 23.B.8.a.(2)(c) is a fixed (flat) amount that varies by state. A multi-year process to revise these payroll amounts in New Mexico started in BP-2020-RPAY. This filing provides an update to the payroll amounts in rule 23.B.8.a.(2)(c) for executive officers, individual insureds and co-partners to reflect current wages.

Actuarial Support

Prior to filing BP-2020-RPAY, the New Mexico individual state payroll amounts for executive officers, individual insureds and co-partners had not been revised in over 20 years. Given that the planned increases in payroll are significant, payroll amounts are being 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:

	Current Individual	BLS		Selected	Revised
	Annual Payroll	Average	%	%	Individual
<u>State</u>	<u>Rule 23.B.8.a.(2)(c)</u>	<u>Annual</u>	<u>%</u>	<u>%</u>	<u>Annual Payroll</u>
<u>New</u>		<u>Wage</u>	<u>Change</u>	<u>Change</u>	<u>Rule 23.B.8.a.(2)(c)</u>
Mexico	\$34,800	\$44,400	28%	25%	\$43,500

Since the intention is to introduce this change on a revenue neutral basis, an adjustment of 0.933 has been applied to the related proposed loss costs in companion filing BP-2022-RLA1 to offset the increase in the payroll amount in Rule 23.B.8.a.(2)(c). 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 currently affected are 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 Businessowners insured distribution.

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23. PREMIUM DEVELOPMENT – MANDATORY COVERAGES

Paragraph **B.8.a.(2)(c)** is replaced by the following:

B. Special Rules

8. Contractors

a. Payroll

(2) Executive Officers

(c) Rule

For premium computation purposes, use ~~\$34,800~~\$43,500 as the annual individual payroll for executive officers.

For premium computation purposes, use ~~\$34,800~~\$43,500 as the annual individual payroll for individual insureds or copartners.

Use the following table to determine the Building Limit Of Insurance Relativity Group for the applicable territory:

Territory	Building Limit Of Insurance Relativity Group
702	C
703	C
704	C

Table 23.C.6.a.(2)(b) Building Limit Of Insurance Relativity Group