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Compliance Circulation Notification

Package Modification Factor Revision

Circular Number

ML-2024-01

Effective Date

These changes are applicable to all policies effective on or after

September 1, 2024

WSRB Reference Filing Numbers

ML-2024-RLA1

Got Questions?

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Changes

We have revised the Package Modification Factors (PMFs) in Washington. These revisions result in a -0.3% overall statewide change on Commercial Package Policy (CPP) business.

Company Action

If you have authorized us to file on your behalf and decide:

- To use our revision and effective date, you are NOT required to file anything with the Insurance Department.
- To use our revision with a different effective date, to use our revision with modification, or to NOT use our revision, you must make an appropriate submission with the Insurance Department.

In all correspondence with the Insurance Department regarding this revision, include the WSRB Reference Filing Number, not this Circular number.

Manual Distribution

Insurance Services Office, Inc. will print and distribute revised manual pages prior to the effective date. A complete copy of the filing is available on the WSRB website using the Compliance Filings Library. Circular notification is available by e-mail only.

Register to receive electronic notification at the Compliance Filings Library page inside the Members section at [wsrb.com](https://www.wsrb.com)

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Product Name: Package Modification Factor Revision
Project Name/Number: Package Modification Factor Revision/ML-2024-RLA1

Filing at a Glance

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PACKAGE MODIFICATION FACTORS

Package Modification Assignment (PMA)	Premium From CLM Division			
	Two	Three, Four, Five, Eight Property	Four, Six Liability	All Other Divisions
Apartment House	.90	.95	1.00	1.00
Contractors	.90	.96	1.00	1.00
Industrial & Processing	.90	.94	.92	1.00
Institutional	.90	.94	1.00	1.00
Mercantile	.90	.91	.94	1.00
Motel/Hotel	.90	.94	.98	1.00
Office	.90	.91	.90	1.00
Service	.90	.88	1.00	1.00

Table 1. Package Modification Factors

WASHINGTON

ADVISORY PACKAGE MODIFICATION FACTOR REVIEW

COMMERCIAL PACKAGE POLICY

ML-2024-RLA1 - Amended

EXECUTIVE SUMMARY

PURPOSE

This document:

- presents a review of advisory Package Modification Factors (PMFs). PMFs are relativity factors used to adjust monoline loss costs as appropriate for multiline risks.
- provides the analyses used to derive these advisory PMFs.

CONSIDERATION OF COVID-19

ISO has considered whether any adjustments need to be made to prospective loss costs or rating factors, which are based on historical experience (pre-COVID-19), to reflect the conditions in which these loss costs or rating factors will be effective (post-COVID-19). Commercial Package Policy Modification Factors are applied to separate underlying coverages that are then combined to create a package policy. Any adjustment that is made to the underlying coverage loss costs to reflect the potential impact of COVID-19 will therefore also be reflected in commercial package policy rating. While there will almost certainly be 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 negligible effects on Commercial Package Policy Modification Factors. Therefore, ISO is not making any explicit adjustment to those factors due to COVID-19.

PMF CHANGES

The proposed Commercial Package Policy (CPP) Package Modification Factor changes are:

<u>Type of Policy</u>	<u>Property</u>	<u>Liability</u>	<u>Prop. & Liab. Total</u>
Motel/Hotel	-6.0%	-2.0%	-4.3%
Apartment	-3.1%	1.0%	-2.3%
Office	-5.2%	4.7%	-0.2%
Mercantile	-1.1%	5.6%	1.7%
Institutional	-6.0%	2.0%	-4.2%
Services	-7.4%	0.0%	-4.4%
Indust./Proc.	-4.1%	4.5%	-0.3%
Contractors	<u>-0.0%</u>	<u>0.0%</u>	<u>0.0%</u>
Statewide	-4.1%	3.8%	-0.3%

WASHINGTON

ADVISORY PACKAGE MODIFICATION FACTOR REVIEW

COMMERCIAL PACKAGE POLICY

ML-2024-RLA1 - Amended

EXECUTIVE SUMMARY

INDICATED
VS. CAPPED

Indicated PMF changes are based on standard ISO methodology. Differences between indicated and capped PMF changes are caused by rounding each indicated PMF to the nearest one percent and applying an upper cap of 1.00, where necessary.

HISTORICAL
SOURCE DATA

The data used in this review is from ISO reporting companies for:

- Basic Group I: five fiscal accident years ending 03/31/22.
 - Basic Group II: ten fiscal accident years ending 03/31/22.
 - Special Causes of Loss: five fiscal accident years ending 03/31/22.
 - Crime: calendar year ending 06/30/22.
 - Inland Marine: five calendar accident years ending 12/31/16.
 - Fidelity: policy year ending 12/31/21.
 - Owners, Landlords, and Tenants: five fiscal accident years ending 12/31/21.
 - Manufacturers and Contractors: five fiscal accident years ending 12/31/21.
 - Products: three calendar accident years ending 12/31/21.
 - Local Products and Completed Operations: three calendar accident years ending 12/31/21.
-

PRIOR ISO
REVISIONS

The latest revisions in this state are:

<u>Filing</u>	ML-15-RLA1	ML-12-RLA1	ML-11-RLA1
<u>Dates</u>			
Implemented	1/1/2016	2/1/2013	6/1/2012
<u>Changes</u>			
Indicated	-0.3%	5.6%	9.0%
Filed	-0.2%	2.0%	6.7%
Implemented	-0.2%	2.0%	6.7%

WASHINGTON

ADVISORY PACKAGE MODIFICATION FACTOR REVIEW

COMMERCIAL PACKAGE POLICY

ML-2024-RLA1 - Amended

EXECUTIVE SUMMARY

ADJUSTMENTS
TO REPORTED
EXPERIENCE

Standard actuarial procedures have been used in the reviews underlying the calculation of the PMFs, including adjusting the fire and liability losses to ultimate settlement level and, for all coverages, reflecting all loss adjustment expenses and trend. Specific procedures vary by subline.

TEN LARGEST
GROUPS IN
ISO DATA BASE

Insurers are listed in descending order based on the percent of statewide written premium volume from Annual Statement Page 15 for the year ending 12/31/21 for the Annual Statement Line of Business (ASLOB) indicated.

COMMERCIAL MULTI PERIL (ASLOB 51 & 52)

1. Liberty Mutual Insurance Company
 2. Travelers Indemnity Company
 3. Tokio Marine Companies
 4. Insurance Company of North America
 5. Continental Casualty Company
 6. California Capital Insurance Company
 7. American International Group
 8. Cincinnati Insurance Company
 9. Nationwide Mutual Insurance Company
 10. Country Mutual Insurance Company
-

SIZE OF ISO
DATA BASE

The market share of ISO participating insurers as measured by Annual Statement Page 15 written premium for the year ending 12/31/2021 is:

Commercial Multi Peril (ASLOB 51 & 52). 51.7%.

ADDITIONAL
SUPPORTING
MATERIAL

Additional supporting material underlying the calculation of the experience review indications used in this PMF analysis may be found in the respective monoline experience review documents for each line.

WASHINGTON

ADVISORY PACKAGE MODIFICATION FACTOR REVIEW

COMMERCIAL PACKAGE POLICY

ML-2024-RLA1 - Amended

EXECUTIVE SUMMARY

COMPANY DECISION

We encourage each insurer to decide independently whether the judgments made and the procedures or data used by ISO in developing the PMFs contained herein are appropriate for your use. We have included within this document the information upon which ISO relied in order to enable companies to make such independent judgments. The data underlying the enclosed material comes from companies reporting to Insurance Services Office, Inc. Therefore, the ISO experience permits the establishment of a much broader statistical ratemaking base than could be employed by using any individual company's data. A broader data base enhances the validity of ratemaking analysis derived therefrom.

At the same time, however, an individual company may benefit from a comparison of its own experience to the aggregate ISO experience, and may reach valid conclusions with respect to the manner in which its own costs can be expected to differ from ISO's projection based on the aggregate data.

Some calculations included in this document involve areas of ISO staff judgment. Each company should carefully review and evaluate whether the ISO selected PMFs are appropriate for its use.

The material has been developed exclusively by the staff of Insurance Services Office, Inc.

COMMERCIAL PACKAGE POLICY

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COMMERCIAL PACKAGE POLICY

SECTION A: SCOPE OF REVISION METHODOLOGY OVERVIEW

OBJECTIVE

A Commercial Package Policy (CPP) is essentially a combination of monoline coverages. CPP pricing employs monoline loss costs modified by Package Modification Factors (PMFs). These factors vary by the eight CPP types of policy and are reviewed annually. Monoline and multiline experience are combined and reviewed via a monoline/multiline relativity analysis. The resulting indicated PMFs represent the loss cost for a CPP relative to that for monoline policies providing the same coverages.

STEP 1: THE RELATIVITY ANALYSES

Each line of insurance develops indicated changes to monoline and multiline aggregate loss costs based on an experience ratio relativity analysis for that coverage. The monoline indication represents the needed change to monoline loss costs. The multiline indication represents the needed change to multiline aggregate loss costs, which is implemented through changes to the PMFs. For this PMF analysis, multiline indications are developed for each line of insurance and Type of Policy. Relativity analyses are explained in Section B.

STEP 2: CALCULATION OF THE PMFs

The procedure described above generates indicated Implicit PMFs (IPMFs) which vary by the various lines of insurance and by type of policy. IPMFs represent what the PMF would be for the CPP risk if only a single coverage were written. For each Type of Policy, IPMFs are weighted by CPP aggregate loss costs to determine the indicated property and liability PMFs. These PMFs may be capped, or rounded to the nearest one percent, and certain component IPMFs appropriately adjusted for this change. These calculations are explained in the remainder of Section A.

COMMERCIAL PACKAGE POLICY

SECTION A: SCOPE OF REVISION

CALCULATION OF REVISED PACKAGE MODIFICATION FACTORS (EXHIBIT A2)

OBJECTIVE Commercial package policies were introduced in the 1960's as a convenient tool for both insurer and insured to have the many types of insurance needed by commercial risks packaged under one cover. Thus fire, extended coverage, crime, liability insurance, etc. could be written using a single policy instead of several. Today, virtually any type of monoline coverage can also be purchased as part of a package policy such as the CPP.

The types of insured which can be written under a CPP are generally categorized into the following Types of Policy:

- . Motels and Hotels (TOP 31)
- . Apartments (TOP 32)
- . Offices (TOP 33)
- . Mercantile Operations (TOP 34)
- . Institutions (TOP 35)
- . Service Operations (TOP 36)
- . Industrial and Processing Operations (TOP 37)
- . Contractors (TOP 38)

PRICING OF POLICIES Since a CPP is essentially a combination of monoline coverages, CPP pricing employs monoline loss costs modified by PMFs (Package Modification Factors). These factors vary by the categories shown above and are reviewed annually.

CPP PMF REVIEW PROCEDURE The CPP review of Package Modification Factors, which appears in Table 2 of this document, determines the appropriate PMF loss cost level for each of the eight CPP categories. This is done by combining the indications of the simultaneous reviews of monoline and multiline experience for the various lines (or coverages).

A detailed explanation of the calculation of the revised PMFs follows.

COMMERCIAL PACKAGE POLICY

SECTION A: SCOPE OF REVISION

CALCULATION OF REVISED PACKAGE MODIFICATION FACTORS (EXHIBIT A2)

LINES OF INSURANCE (COVERAGES) INCLUDED

The CPP review reflects the contribution from each significant coverage which can be written on a CPP. Included are:

Property Coverages

- . Basic Group I (BGI) - the predominant property coverage included.
- . Basic Group II (BGII) - both Basic Group I and Basic Group II must be purchased under a CPP contract.
- . Special Causes of Loss (SCL) - typically a type of insurance which is purchased in addition to Basic Group I and Basic Group II in order to provide "all risk" property coverage for the insured.
- . Crime (CRIME) - Crime insurance is a commonly purchased CPP coverage.
- . Inland Marine (INL. MAR.) - A highly specialized line of property insurance, Inland Marine coverages can be purchased as part of a package policy.
- . Fidelity (FIDELITY) - Certain forms of fidelity insurance can be part of the CPP package. Various forms of employee dishonesty coverage are available.

Liability Coverages

- . Owners, Landlords and Tenants (OL&T) Liability - this is the prevalent type of Premises/Operations liability for CPP insureds.
- . Manufacturers and Contractors Liability (M&C) - this is the type of Premises/Operations liability insurance for risks whose liability exposure is more heavily off-premises than on.
- . Products/Completed Operations Liability (PROD) - this type of insurance protects against claims for damages arising from products/completed operations in conjunction with an insured's business. For review purposes, this line of insurance is split into the following two categories:
 - Products: experience for this category is reviewed on a multistate basis.
 - Local Products/ Completed Operations: experience for this category reflects an exposure to loss which is local in nature; therefore, individual state experience is used.

COMMERCIAL PACKAGE POLICY

SECTION A: SCOPE OF REVISION

CALCULATION OF REVISED PACKAGE MODIFICATION FACTORS (EXHIBIT A2)

THE IMPLICIT PACKAGE MODIFICATION FACTOR

For each applicable coverage listed under each of the eight (8) CPP categories, a "current implicit PMF" is shown in column (2). The definition of this factor follows:

For a given CPP category (e.g., apartments) the published Package Modification Factor (PMF) represents the loss cost for a CPP relative to that for monoline policies providing the same coverages. Thus a property (liability) PMF of .80 represents a 20% lower aggregate loss cost for a CPP than for the comparable monoline policies. This PMF, however, represents the CPP "loss cost" for all property (liability) coverages combined. Based on CPP experience, it has been determined that this CPP "loss cost" can differ significantly if it is determined for each property (liability) coverage individually. The IPMF represents what the PMF would be for that CPP risk if only a single coverage were written. The use of the IPMF in monoline/ multiline ratemaking and in the determination of revised CPP Package Modification Factors is significant in that it appropriately identifies how different the component parts of the multiline "loss cost" are.

THE MULTILINE INDICATION

Under the CPP ratemaking procedures, monoline and multiline experience are combined for each coverage. The results of these coverage analyses are indicated changes to monoline loss costs and also indicated CPP aggregate loss cost level changes. The CPP indications by coverage are then incorporated in the CPP PMF review. These indications (shown in column (3)) represent the needed adjustments to the IPMFs (shown in column (2)) described above.

The development of these indications is detailed in Section B.

THE INDICATED PMF

For each CPP category (and for property vs. liability), the indicated PMF is calculated as follows:

Each of the current IPMFs in column (2) is multiplied by the indicated percent change shown in column (3). A weighted average of the indicated IPMFs, using weights based on latest year aggregate loss costs at current ISO loss cost level (column (1) divided by column (2)), yields the indicated PMF at the bottom of column (4).

THE CAPPED PMF

The indicated PMF for each category (and for property vs. liability) shown at the bottom of column (4) is limited to a maximum of 1.00 in arriving at the proposed PMF (bottom of column (5)). All indicated PMFs which are below 1.00 are rounded to the nearest .01 in determining the proposed PMF.

In addition to the adjustments just described, the IPMFs (for property and liability) in column (4) are subject to minimum and maximum values and adjusted in column (5) so that they average to the proposed PMF shown at the bottom of column (5).

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP I AND SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS (EXHIBIT B1-B2)

OBJECTIVE

The explanations which follow clarify Exhibits B1 and B2, the Basic Group I Relativity Analysis and the Special Causes of Loss Relativity Analysis, respectively. The purpose of these analyses is to:

- (1) determine monoline classification and territorial loss cost level needs for Basic Group I;
- (2) determine monoline category loss cost level need for Special Causes of Loss;
- (3) determine indicated changes to the eight property CPP Package Modification Factors based on Basic Group I/Special Causes of Loss experience.

COLUMN (1)

LEAST SQUARES FORMULA RELATIVITIES

The Least Squares Formula Relativities are the marginal relativities which result from the application of the simultaneous review procedure to the raw experience (where marginal refers to the relativities for a given rating variable, e.g. type of policy, across all subsets of any other rating variables, i.e. territory for Basic Group I, and category for Special Causes of Loss).

The purpose of such a simultaneous review procedure is to arrive at a set of type of policy relativities (which will serve to price CPP policies relative to monoline policies via the PMF); a set of territory relativities for Basic Group I; and a set of category relativities for Special Causes of Loss that best represent the experience. This procedure is in contrast to a review of each rating variable's experience separately. Such one-way types of review do not take into account differing percentages of monoline and multiline experience in each rating variable, or differing percentages of a particular rating variable's experience in the monoline and multiline types of policy. The simultaneous relativity procedure accounts for these different distributions in generating relativities for the various rating variables.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP I AND SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS (EXHIBIT B1-B2)

COLUMN (1)
(Cont'd)

The procedure uses an iterative technique to determine a set of marginal relativities by rating variable that is a best fit to the individual cell relativities, with each cell being defined as the cross-section of specific values of each rating variable. The process uses the relativity of the five year experience ratios by rating cell to the overall statewide experience ratio and the latest year aggregate loss costs for each rating cell. (This experience is shown in Exhibit B3 for Basic Group I and Exhibit B4 for Special Causes of Loss). Specifically, the iteration procedure uses the following formulas:

BASIC GROUP I:

$$TOP_i = \frac{\sum_{k=1}^t W_{ik}^2 R_{ik} TER_k}{\sum_{k=1}^t W_{ik}^2 TER_k^2}, \quad \text{where } 1 \leq i \leq m;$$

$$TER_k = \frac{\sum_{i=1}^m W_{ik}^2 R_{ik} TOP_i}{\sum_{i=1}^m W_{ik}^2 TOP_i^2}, \quad \text{where } 1 \leq k \leq t;$$

SPECIAL CAUSES OF LOSS:

$$TOP_i = \frac{\sum_{j=1}^n W_{ij}^2 R_{ij} CAT_j}{\sum_{j=1}^n W_{ij}^2 CAT_j^2} \quad \text{where } 1 \leq i \leq m;$$

$$CAT_j = \frac{\sum_{i=1}^m W_{ij}^2 R_{ij} TOP_i}{\sum_{i=1}^m W_{ij}^2 TOP_i^2}, \quad \text{where } 1 \leq j \leq n;$$

- TOP_i is the relativity for the i th Type of Policy;
- CAT_j is the relativity for the j th Category;
- TER_k is the relativity for the k th Territory;

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP I AND SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS (EXHIBIT B1-B2)

COLUMN (1)
(Cont'd)

- W_{ik} is the loss cost volume at current level for the i th Type of Policy and k th Territory;
- R_{ik} is the experience ratio relativity for the i th Type of Policy, k th Territory (Basic Group I);
- R_{ij} is the experience ratio relativity for the i th Type of Policy, j th Category (Special Causes of Loss);
- m is the number of Types of Policy in the analysis;
- n is the number of Rating Groups or Categories in the analysis;
- t is the number of Territories in the analysis.

The procedure determines m Type of Policy relativities using the above formulas. Then, using those results, a set of t Territory relativities (BG1) or a set of n category relativities (SCL) are determined. These steps form an iterative process which continues until there is no appreciable difference in results from one iteration to the next.

COLUMN (2)

CREDIBILITY

The credibility of the experience for each rating variable is determined from the formula:

$$Z = \frac{P}{P + K}$$

where P presents the five-year adjusted aggregate loss costs for a given rating variable, and K is a constant value. For Basic Group I, K equals an aggregate loss cost volume of \$55,000,000 for territory, and \$100,000,000 for type of policy. For Special Causes of Loss, K equals an aggregate loss cost volume of \$15,000,000 for category and \$40,000,000 for type of policy.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP I AND SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS (EXHIBIT B1-B2)

COLUMN (3)

CREDIBILITY-WEIGHTED RELATIVITIES

Credibility-weighted relativities are calculated based on the formula

$$W = R^Z$$

where Z is the credibility, R is the least squares formula relativity and W is the credibility-weighted relativity for a given rating variable.

This formula implicitly assigns the complement of credibility to a relativity of unity.

COLUMN (4)

BALANCED RELATIVITIES

The credibility-weighted relativities are balanced to assure that the average relativity across all rating variables remains at unity.

COLUMN (5)

INDICATED CHANGES

The indicated changes by Type of Policy is calculated as follows:

$$\text{Indicated Change} = \frac{\text{Balanced Relativity for TOP}}{\text{Monoline Relativity}} - 1$$

MULTILINE
CONSIDERATIONS

The type of policy (TOP) relativities are used to generate multiline indications which apply to the current Implicit Package Modification Factors (IPMFs). The indicated IPMFs are calculated as follows:

$$\text{TOP y Indicated IPMF} = \frac{(\text{TOP y Current IPMF}) \times (\text{TOP y Relativity})}{\text{Monoline Relativity}}$$

For each CPP Type of Policy the indicated IPMF is subject to a minimum value of 0.50 and a maximum value of 1.50. If an indicated IPMF falls outside one of those limits, it is capped at that amount, the aggregate loss costs for that Type of Policy are adjusted to the capped IPMF level, and the entire relativity review as described above is re-performed to take this into account. If an IPMF has been capped it is so noted at the bottom of Exhibits B1 and B2.

Loss cost changes for each TOP are calculated as described on Exhibits B1-B2.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP I RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW (EXHIBIT B3)

INTRODUCTION The experience used in the relativity analysis and displayed in Exhibits B3 is the latest five years of accident year data as reported under the Commercial Statistical Plan. As in the overall review, loss costs have been adjusted to current ISO loss cost and prospective amount of insurance levels (with multiline aggregate loss costs adjusted additionally by the current implicit package modification factors). Incurred losses are adjusted to prospective cost levels, and are further adjusted by the Basic Group I large loss procedure. Losses have also been developed to their ultimate settlement value by application of loss development factors.

COLUMN (1) AGGREGATE LOSS COSTS

The latest year adjusted aggregate loss costs (adjusted as described above) are used as weights both in the calculation of any totals shown in this table and in the iterative formulae used in the simultaneous review procedure.

COLUMN (2) 5 - YEAR AGGREGATE LOSS COSTS

The combined five-year adjusted aggregate loss costs (adjusted as described above) are used to calculate the experience ratios in column (3).

COLUMN (3) FIVE-YEAR EXPERIENCE RATIOS

These are the ratio of the combined five-year adjusted incurred losses (adjusted as described above) to the combined five-year adjusted aggregate loss costs as shown in Column (2). Any totals which are shown are weighted averages using the adjusted aggregate loss costs in Column (1).

COLUMN (4) RELATIVITIES

The relativities are the ratios of the five-year experience ratios shown in column (3) to the average five-year experience ratio for all TOP's and territories (where applicable) combined. These relativities represent how much better or worse than average the experience for a given cell is. They are used along with the aggregate loss costs in column (1) as input for the simultaneous review procedure.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW (EXHIBIT B4)

INTRODUCTION	<p>The experience used in the relativity analysis and displayed on Exhibit B4 is the latest five accident years of data reported under the Commercial Statistical Plan. As in the overall review, loss costs have been adjusted to current ISO loss cost and prospective amount of insurance levels (with multiline aggregate loss costs adjusted additionally by the current implicit package modification factors). Incurred losses are adjusted to prospective cost levels, and are further adjusted by the Special Causes of Loss excess procedure. Losses have also been developed to their ultimate settlement value by application of loss development factors.</p>
COLUMN (1)	<p><u>AGGREGATE LOSS COSTS</u></p> <p>The latest accident year aggregate loss costs (adjusted as described above) are used as weights both in the calculation of any totals shown in this table and in the iterative formulas used in the simultaneous review procedure.</p>
COLUMN (2)	<p><u>5 - YEAR AGGREGATE LOSS COSTS</u></p> <p>The combined five-year adjusted aggregate loss costs (adjusted as described above) are used to calculate the experience ratios in column (3).</p>
COLUMN (3)	<p><u>FIVE-YEAR EXPERIENCE RATIOS</u></p> <p>These are the ratios of the combined five-year adjusted incurred losses (adjusted as described above) to the combined five-year adjusted aggregate loss costs as shown in column (2). Any totals which are shown are weighted averages using the adjusted aggregate loss costs in column (1).</p>
COLUMN (4)	<p><u>CREDIBILITY (Z) WEIGHTED EXPERIENCE RATIO</u></p> <p>A credibility procedure is applied to the initial experience ratios in column (3) on a cell-by-cell basis prior to the simultaneous review procedure. The credibility values are calculated using an empirical Bayesian credibility procedure. In the following discussion, cell refers to an individual combination of TOP and category.</p>

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW (EXHIBIT B4)

COLUMN (4)
(cont'd)

The important concept underlying empirical Bayesian credibility is that credibility should depend both on the overall variation of the group of which the cell is a member and the variation of the yearly experience ratios for the cell. Therefore, if a cell's data is very stable then a relatively high credibility value is assigned, and vice versa.

The empirical Bayesian credibility formula for individual cell credibility is $Z = ((C-3)/C) (P/(P+K)) + (3/C)$. P equals the cell's five-year adjusted aggregate loss costs and C equals the number of unique combinations of rating variables (TOP and Category) within a class group. The K value is estimated from the underlying data using the empirical Bayes method and varies by TOP group. The three TOP groups used in this analysis are: Monoline (TOP 10), Premises (TOP's 31-35), and Operations (TOP's 36-38). The 3/C term corrects for the statistical bias associated with the credibility process. The minimum credibility that is possible is 3/C.

COLUMN (5)

Z-WEIGHTED RELATIVITIES

The relativities are the ratios of the five-year credibility-weighted experience ratios shown in column (4) to the average five-year credibility-weighted experience ratio for all TOP's and categories combined. These relativities represent how much better or worse than average the experience for a given cell is. They are used along with the aggregate loss costs in column (1) as input for the simultaneous review procedure.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP II RELATIVITY ANALYSIS (EXHIBIT B5)

COLUMN (3)
(Cont'd) Unlike the BGI and SCL relativity analyses, the BGII analysis does not employ a simultaneous review procedure since a one way review is involved. That is, the overall loss cost change is only distributed across type of policy; no other rating variables are considered.

COLUMN (4) CREDIBILITY

The credibility of the experience for each type of policy is determined from the formula:

$$Z = \frac{P}{P + K}$$

where P is the ten year adjusted aggregate loss costs for a given type of policy, and K is a constant loss cost volume of \$45,000,000.

COLUMN (5) Z - WEIGHTED RELATIVITY

The weighted relativity is a weighted average of the individual TOP formula relativity and the overall (coverage) formula relativity using credibility and its complement as the respective weights. Therefore, to the extent that the indication for a type of policy is not fully credible, the complement of credibility is assigned to the statewide coverage level change.

COLUMN (6) BALANCED FORMULA RELATIVITY

The individual multiline weighted relativities are balanced to the multiline weighted relativity level by applying a factor equal to the overall multiline relativity (i.e. the weighted relativity for all multiline combined which is shown on the top of the exhibit directly under the corresponding monoline relativity) divided by the average multiline relativity (i.e. the weighted average of the individual multiline weighted relativities which is shown on the bottom of the exhibit). When the indicated IPMF for a type of policy is capped, the balanced relativity is set equal to the product of the capped IPMF and the monoline balanced formula relativity, divided by the current IPMF.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
PROPERTY COVERAGES: COMMERCIAL FIRE AND ALLIED LINES

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE
BASIC GROUP II RELATIVITY ANALYSIS (EXHIBIT B5)

COLUMN (7)

NORMALIZED FORMULA RELATIVITY

The normalized relativity is equal to the balanced formula relativity divided by the average monoline/multiline combined relativity. This balances the average monoline/multiline relativity to unity.

COLUMN (8)

INDICATED LOSS COST CHANGES

The indicated multiline (by TOP) changes are calculated by taking the ratio of the TOP relativity (Column 7) to the monoline relativity.

For each type of policy the indicated IPMF is subject to a minimum value of 0.50 and a maximum value of 1.50. If an indicated IPMF falls outside one of those limits, it is capped at that amount, the aggregate loss costs for that type of policy are adjusted to the capped IPMF level, and the entire relativity review as described above is redone to take this into account. If an IPMF has been capped it is so noted in footnote A.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES PROPERTY COVERAGES: CRIME, FIDELITY, AND INLAND MARINE

Crime and Fidelity

The reviews for Crime (Burglary and Theft) and for Fidelity are performed on a multistate basis, combining both multiline and monoline experience. Unlike other coverages included in a Commercial Package Policy, there is no simultaneous review procedure for either Burglary and Theft or for Fidelity in which separate loss cost level changes can be determined for multiline and monoline experience. In the absence of a simultaneous review procedure, we are unable to determine Type of Policy relativities with which to price CPP policies relative to monoline policies and therefore have assumed a multiline change of 0.0% and thus no change to the historic Crime or Fidelity IPMFs.

Inland Marine

A simultaneous review procedure had been performed in the past to calculate indicated IPMFs for Inland Marine. Beginning with this review, the IPMFs for Inland Marine are being frozen at 0.910 since the results of the simultaneous review procedure were not used to calculate monoline loss cost level changes and the IPMFs have little impact, or weight, in the calculation of the overall Property PMFs. Indications for Inland Marine are to bring the current IPMFs to the 0.910 level.

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
LIABILITY COVERAGES: GENERAL LIABILITY

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE (EXHIBIT B8-B17)

OBJECTIVES	<p>The objectives of this procedure are to:</p> <ol style="list-style-type: none">1) determine monoline loss cost level needs for the appropriate rating variables;2) determine indicated changes to the eight liability Commercial Package Policy (CPP) Package Modification Factors (PMFs) based on Premises/Operations and Products/Completed Operations data.								
EXPERIENCE BASE	<p>The experience used in this relativity analysis is the latest five (5) years of accident year data, as reported under the Commercial Statistical Plan with aggregate loss costs adjusted to current loss cost level (multiline aggregate loss costs adjusted additionally by the current Implicit Package Modification Factors). Losses have been trended and developed in the Relativity Analysis. ALCCL have been trended.</p>								
SIMULTANEOUS DETERMINATION OF RATING VARIABLE RELATIVITIES	<p>Once the aggregate loss costs at current level and incurred losses used in the analysis have been appropriately adjusted, the 5-year experience ratios are calculated for each combination of the appropriate rating variables. From these ratios, relativities to the statewide 5-year experience ratio are calculated. These relativities are then used in a minimum bias iterative review procedure, which simultaneously determines the relativities for each rating variable.</p> <p>The purpose of a simultaneous review procedure is to arrive at a set of relativities for each rating variable that best represent the experience. For example, the type of policy relativities will serve to derive the relationship of CPP policies relative to monoline policies, via the PMF, while the class group relativities will serve to derive the relationship of the various classifications relative to one another. An iterative technique is used to derive relativities for each rating variable. This procedure is in contrast to a one-way type of review, wherein relativities for each rating variable would each be reviewed separately.</p> <p>Such one-way types of review do not take into account differing percentages of experience of each rating variable within the other rating variables. The simultaneous review procedure accounts for these different distributions in generating relativities for each rating variable.</p>								
RATING VARIABLES USED	<p>For Premises/Operations and Products/Completed Operations, the rating variables used in the relativity analysis are as follows:</p> <table><tr><td>Owners, Landlords and Tenants -</td><td>Type of policy and Class group</td></tr><tr><td>Manufacturers and Contractors -</td><td>Type of policy and Class group</td></tr><tr><td>Products -</td><td>Type of policy and Class group</td></tr><tr><td>Local Products/Completed Operations-</td><td>Type of policy, State and Class group</td></tr></table>	Owners, Landlords and Tenants -	Type of policy and Class group	Manufacturers and Contractors -	Type of policy and Class group	Products -	Type of policy and Class group	Local Products/Completed Operations-	Type of policy, State and Class group
Owners, Landlords and Tenants -	Type of policy and Class group								
Manufacturers and Contractors -	Type of policy and Class group								
Products -	Type of policy and Class group								
Local Products/Completed Operations-	Type of policy, State and Class group								

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
LIABILITY COVERAGES: GENERAL LIABILITY

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE (EXHIBIT B8-B17)

ITERATIVE
PROCEDURE

The iterative technique referred to in the previous paragraph solves for a set of relativities for each rating variable based on the experience for the cells; that is, based on the experience ratio and latest year adjusted aggregate loss cost volume for each combination of rating variables relative to the experience ratio and adjusted aggregate loss cost volume for all combinations of rating variables combined. Specifically, the iterative procedure uses the following formulas:

For Owners, Landlords and Tenants:

$$TOP_i = \frac{\sum_j W_{ij} r_{ij}}{\sum_j W_{ij} CG_j} \quad \text{where } 1 \leq i \leq m$$
$$CG_j = \frac{\sum_i W_{ij} r_{ij}}{\sum_i W_{ij} TOP_i} \quad \text{where } 1 \leq j \leq n$$

TOP_i is the relative change for the i^{th} type of policy;

CG_j is the relative change for the j^{th} class group;

W_{ij} is the aggregate loss costs at current level for the i^{th} type of policy,
and j^{th} class group;

r_{ij} is the relative change for the i^{th} type of policy and j^{th} class group;

m is the number of types of policy in the analysis;

n is the number of class groups in the analysis;

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
LIABILITY COVERAGES: GENERAL LIABILITY

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE (EXHIBIT B8-B17)

For Manufacturers and Contractors, and Products:

$$TOP_i = \frac{\sum_j W_{ij} r_{ij}}{\sum_j W_{ij} CG_j} \quad \text{where } 1 \leq i \leq m$$
$$CG_j = \frac{\sum_i W_{ij} r_{ij}}{\sum_i W_{ij} TOP_i} \quad \text{where } 1 \leq j \leq n$$

TOP_i is the relative change for the i^{th} type of policy;

CG_j is the relative change for the j^{th} class group;

W_{ij} is the aggregate loss costs at current level for the i^{th} type of policy,
and j^{th} class group;

r_{ij} is the relative change for the i^{th} type of policy, and j^{th} class group;

m is the number of types of policy in the analysis;

n is the number of class groups in the analysis;

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
LIABILITY COVERAGES: GENERAL LIABILITY

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE (EXHIBIT B8-B17)

For Local Products/Completed Operations:

$$TOP_i = \frac{\sum_j \sum_k W_{ijk} r_{ijk}}{\sum_j \sum_k W_{ijk} CG_j ST_k} \quad \text{where } 1 \leq i \leq m$$
$$CG_j = \frac{\sum_i \sum_k W_{ijk} r_{ijk}}{\sum_i \sum_k W_{ijk} TOP_i ST_k} \quad \text{where } 1 \leq j \leq n$$
$$ST_k = \frac{\sum_i \sum_j W_{ijk} r_{ijk}}{\sum_i \sum_j W_{ijk} TOP_i CG_j} \quad \text{where } 1 \leq k \leq p$$

TOP_i is the relative change for the i^{th} type of policy;

CG_j is the relative change for the j^{th} class group;

ST_k is the relative change for the k^{th} state;

W_{ijk} is the aggregate loss costs at current level for the i^{th} type of policy,
 j^{th} class group, and k^{th} state;

r_{ijk} is the relative change for the i^{th} type of policy, j^{th} class group, and k^{th} state;

m is the number of types of policy in the analysis;

n is the number of class groups in the analysis;

p is the number of states in the analysis;

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
LIABILITY COVERAGES: GENERAL LIABILITY

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE (EXHIBIT B8-B17)

ITERATIVE
PROCEDURE
(Cont'd)

For example, for Owners, Landlords and Tenants, the procedure starts by inserting the actual relativities for type of policy into the second formula to get a class group relativity. The resultant class group relativities then produce a new set of type of policy relativities. The process continues on in that fashion until there is no appreciable difference from one iteration to the next.

APPLICATION OF
CREDIBILITY

Consideration is then given to the credibility of the experience for each rating variable. The credibility of each of these categories is based on the formula $Z = \sqrt{P/18,000}$ for Owners, Landlords and Tenants, $Z = \sqrt{P/18,000}$ for Manufacturers and Contractors and $Z = \sqrt{P/20,000}$ for Products, where P is the 5 year occurrence total for a given class group, territory or type of policy. For Local Products/Completed Operations, separate formulas are used to calculate the credibility of the experience for each type of policy and class group versus the credibility of the experience for each state, namely $Z = \sqrt{P/15,000}$ for type of policy and class group, and $Z = \sqrt{P/5,500}$ for state (in this case, P is the 5 year occurrence total for a given state). Credibility-weighted relativities are then calculated as follows:

$$W = RZ \quad \text{where:}$$

Z is the class group, state or type of policy credibility;
R is the class group, state or type of policy relativity;
W is the credibility-weighted relativity.

The resulting credibility-weighted relativities are then balanced to assure that the average relativity remains at unity.

INDICATED
CHANGES

The indicated changes by Type of Policy is calculated as follows:

$$\text{Indicated Change} = \frac{\text{Balanced Relativity for TOP}}{\text{Monoline Relativity}} - 1$$

COMMERCIAL PACKAGE POLICY

SECTION B: CALCULATION OF PROPOSED CHANGES
LIABILITY COVERAGES: GENERAL LIABILITY

DISTRIBUTION OF ADVISORY LOSS COST LEVEL CHANGE (EXHIBIT B8-B17)

MULTILINE
CONSIDERATIONS

The monoline relativities, the class group and state relativities which result from the aforementioned procedures are then used to generate indicated monoline classification loss cost changes. The multiline relativities, the class group and state relativities which result from the aforementioned procedures are then used to generate multiline indications that apply to the current Implicit Package Modification Factors. The indicated IPMFs are calculated as follows:

$$\text{TOP y Indicated IPMF} = \frac{(\text{TOP y Current IPMF}) \times (\text{TOP y Relativity})}{\text{Monoline relativity}}$$

For each CPP Type of Policy the indicated IPMF is subject to a minimum value of 0.50 and a maximum value of 1.50. If an indicated IPMF falls outside one of those limits, it is capped at that amount, the aggregate loss costs for that Type of Policy are adjusted to the capped IPMF level, and the entire relativity review as described above is re-performed to take this into account.

INSURANCE SERVICES OFFICE, INC.

WASHINGTON

COMMERCIAL PACKAGE POLICY
SUMMARY OF THIS REVIEW

TYPE OF POLICY	PROPERTY PMFS			LIABILITY PMFS			PROP. & LIAB. TOTAL
	CURRENT	CAPPED	% CHANGE	CURRENT	CAPPED	% CHANGE	% CHANGE
MOTEL/HOTEL(31)	1.00	0.94	-6.0%	1.00	0.98	-2.0%	-4.3%
APARTMENT (32)	0.98	0.95	-3.1%	0.99	1.00	1.0%	-2.3%
OFFICE (33)	0.96	0.91	-5.2%	0.86	0.90	4.7%	-0.2%
MERCANTILE (34)	0.92	0.91	-1.1%	0.89	0.94	5.6%	1.7%
INSTITUTION(35)	1.00	0.94	-6.0%	0.98	1.00	2.0%	-4.2%
SERVICES (36)	0.95	0.88	-7.4%	1.00	1.00	0.0%	-4.4%
IND/PROC (37)	0.98	0.94	-4.1%	0.88	0.92	4.5%	-0.3%
CONTRACTORS(38)	0.96	0.96	0.0%	1.00	1.00	0.0%	0.0%
STATEWIDE			-4.1%			3.8%	-0.3%

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
COMMERCIAL PACKAGE POLICY
CALCULATION OF REVISED CPP PACKAGE MODIFICATION FACTORS(PMF)

MOTEL/HOTEL(31) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
<u>COVERAGE</u>					
PROPERTY-					
BASIC GRP I	1,802,734	1.105	-7.6%	1.021	1.052
BASIC GRP II	418,367	0.912	-17.3%	0.754	0.777
SP CAUSE/LOSS	617,360	0.735	6.7%	0.784	0.808
* CRIME	4,678	0.893	0.0%	0.893	0.893
* INL. MAR.	3,328	0.850	7.1%	0.910	0.910
* FIDELITY	4,255	1.000	0.0%	1.000	1.000
<u>TOTAL</u>	<u>2,850,722</u>	<u>1.000</u>	<u>-8.9%</u>	<u>0.911</u>	<u>0.940</u>
LIABILITY-					
OL&T	2,103,346	1.000	-3.9%	0.961	0.980
<u>TOTAL</u>	<u>2,103,346</u>	<u>1.000</u>	<u>-3.9%</u>	<u>0.961</u>	<u>0.980</u>

PROP. & LIAB. TOTAL	4,954,068		-6.8%		-4.3%

APARTMENT (32) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
<u>COVERAGE</u>					
PROPERTY-					
BASIC GRP I	7,186,384	1.202	-5.5%	1.136	1.170
BASIC GRP II	743,497	0.508	-1.6%	0.500	0.515
SP CAUSE/LOSS	2,401,452	0.660	12.1%	0.740	0.762
* CRIME	8,080	0.893	0.0%	0.893	0.893
* INL. MAR.	349	0.850	7.1%	0.910	0.910
* FIDELITY	19,547	1.000	0.0%	1.000	1.000
<u>TOTAL</u>	<u>10,359,309</u>	<u>0.980</u>	<u>-5.9%</u>	<u>0.922</u>	<u>0.950</u>
LIABILITY-					
OL&T	2,483,513	0.994	1.1%	1.005	1.000
<u>TOTAL</u>	<u>2,483,513</u>	<u>0.990</u>	<u>1.5%</u>	<u>1.005</u>	<u>1.000</u>

PROP. & LIAB. TOTAL	12,842,822		-4.5%		-2.3%

* indicates coverage for which reviews are on a MULTISTATE basis.

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
COMMERCIAL PACKAGE POLICY
CALCULATION OF REVISED CPP PACKAGE MODIFICATION FACTORS(PMF)

OFFICE (33) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	2,328,010	1.230	-8.8%	1.122	1.133
BASIC GRP II	516,440	0.634	-18.1%	0.519	0.524
SP CAUSE/LOSS	1,787,705	0.793	8.7%	0.862	0.871
* CRIME	21,371	0.893	0.0%	0.893	0.893
* INL. MAR.	13,511	0.850	7.1%	0.910	0.910
* FIDELITY	4,394	1.000	0.0%	1.000	1.000
TOTAL	4,671,431	0.960	-5.7%	0.905	0.910
LIABILITY-					
OL&T	4,435,526	0.884	3.5%	0.915	0.915
M&C	343,813	0.659	13.5%	0.748	0.748
TOTAL	4,779,339	0.860	4.6%	0.899	0.900

PROP. & LIAB. TOTAL	9,450,770		-0.5%		-0.2%

MERCANTILE (34) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	10,563,344	1.046	3.2%	1.079	1.079
BASIC GRP II	3,010,425	1.164	-25.9%	0.863	0.864
SP CAUSE/LOSS	4,355,268	0.614	12.0%	0.688	0.688
* CRIME	100,912	0.893	0.0%	0.893	0.893
* INL. MAR.	248,498	0.850	7.1%	0.910	0.910
* FIDELITY	299,359	1.000	0.0%	1.000	1.000
TOTAL	18,577,806	0.920	-0.9%	0.912	0.910
LIABILITY-					
OL&T	8,171,979	0.859	3.8%	0.892	0.892
M&C	2,381,775	1.015	3.4%	1.050	1.050
LOCAL PRODUCT	1,006,118	1.364	-0.2%	1.361	1.361
* MULTI PRODUCT	1,452,786	0.832	8.4%	0.902	0.902
TOTAL	13,012,658	0.890	5.9%	0.943	0.940

PROP. & LIAB. TOTAL	31,590,464		1.9%		1.7%

* indicates coverage for which reviews are on a MULTISTATE basis.

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
COMMERCIAL PACKAGE POLICY
CALCULATION OF REVISED CPP PACKAGE MODIFICATION FACTORS(PMF)

INSTITUTION(35) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	5,940,893	1.197	-11.7%	1.057	1.099
BASIC GRP II	1,718,062	1.099	-22.1%	0.856	0.890
SP CAUSE/LOSS	3,022,408	0.663	12.1%	0.743	0.773
* CRIME	85,684	0.893	0.0%	0.893	0.893
* INL. MAR.	7,210	0.850	7.1%	0.910	0.910
* FIDELITY	152,728	1.000	0.0%	1.000	1.000
TOTAL	10,926,985	1.000	-9.9%	0.901	0.940
LIABILITY-					
OL&T	2,966,411	1.104	-6.4%	1.033	1.035
M&C	215,358	0.665	6.4%	0.708	0.709
TOTAL	3,181,769	0.980	1.9%	0.998	1.000

PROP. & LIAB. TOTAL	14,108,754		-7.3%		-4.2%

SERVICES (36) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	7,268,362	1.143	-11.7%	1.009	1.059
BASIC GRP II	1,663,867	0.909	-15.0%	0.773	0.812
SP CAUSE/LOSS	3,206,778	0.654	-3.1%	0.634	0.666
* CRIME	36,547	0.893	0.0%	0.893	0.893
* INL. MAR.	42,401	0.850	7.1%	0.910	0.910
* FIDELITY	97,517	1.000	0.0%	1.000	1.000
TOTAL	12,315,472	0.950	-11.9%	0.837	0.880
LIABILITY-					
OL&T	3,463,434	0.970	-1.9%	0.952	0.945
M&C	3,180,860	0.909	1.3%	0.921	0.914
LOCAL PRODUCT	1,608,122	1.500	-1.6%	1.476	1.466
* MULTI PRODUCT	62,524	0.941	3.0%	0.969	0.969
TOTAL	8,314,940	1.000	0.7%	1.007	1.000

PROP. & LIAB. TOTAL	20,630,412		-6.8%		-4.4%

* indicates coverage for which reviews are on a MULTISTATE basis.

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
COMMERCIAL PACKAGE POLICY
CALCULATION OF REVISED CPP PACKAGE MODIFICATION FACTORS(PMF)

IND/PROC (37) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	5,521,346	1.106	-0.9%	1.096	1.140
BASIC GRP II	864,626	0.692	-24.1%	0.525	0.546
SP CAUSE/LOSS	3,007,149	0.809	-5.1%	0.768	0.799
* CRIME	11,456	0.893	0.0%	0.893	0.893
* INL. MAR.	5,408	0.850	7.1%	0.910	0.910
* FIDELITY	58,930	1.000	0.0%	1.000	1.000
TOTAL	9,468,915	0.980	-7.9%	0.902	0.940
LIABILITY-					
M&C	5,412,720	0.894	3.8%	0.928	0.928
LOCAL PRODUCT	185,036	0.897	-2.1%	0.878	0.878
* MULTI PRODUCT	1,734,985	0.841	9.3%	0.919	0.919
TOTAL	7,332,741	0.880	5.1%	0.925	0.920

PROP. & LIAB.	16,801,656		-2.3%		-0.3%
TOTAL					

CONTRACTORS(38) *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	2,055,545	1.127	-3.7%	1.085	1.139
BASIC GRP II	361,845	0.883	-19.2%	0.713	0.749
SP CAUSE/LOSS	1,198,590	0.765	0.7%	0.770	0.809
* CRIME	21,969	0.893	0.0%	0.893	0.893
* INL. MAR.	6,317	0.850	7.1%	0.910	0.910
* FIDELITY	123,229	1.000	0.0%	1.000	1.000
TOTAL	3,767,495	0.960	-4.4%	0.918	0.960
LIABILITY-					
M&C	10,731,506	0.786	19.3%	0.938	0.879
LOCAL PRODUCT	16,074,247	1.202	-0.4%	1.197	1.123
TOTAL	26,805,753	1.000	6.6%	1.066	1.000

PROP. & LIAB.	30,573,248		5.3%		0.0%
TOTAL					

* indicates coverage for which reviews are on a MULTISTATE basis.

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
COMMERCIAL PACKAGE POLICY
CALCULATION OF REVISED CPP PACKAGE MODIFICATION FACTORS(PMF)

STATEWIDE *****	(1) AGGREGATE LOSS COSTS	(2) CURRENT IMPLICIT PMF	(3) NET INDICATION	(4) INDIC. PMF	(5) CAPPED PMF
COVERAGE					
PROPERTY-					
BASIC GRP I	42,666,618	1.131	-4.9%	1.076	1.105
BASIC GRP II	9,297,129	0.896	-20.1%	0.716	0.736
SP CAUSE/LOSS	19,596,710	0.686	5.8%	0.726	0.746
* CRIME	290,697	0.893	0.0%	0.893	0.893
* INL. MAR.	327,022	0.850	7.1%	0.910	0.910
* FIDELITY	759,959	1.000	0.0%	1.000	1.000
TOTAL	72,938,135	0.962	-6.7%	0.898	0.922
LIABILITY-					
OL&T	23,624,209	0.930	0.7%	0.937	0.937
M&C	22,266,032	0.843	11.0%	0.936	0.905
LOCAL PRODUCT	18,873,523	1.226	-0.5%	1.220	1.155
* MULTI PRODUCT	3,250,295	0.839	8.7%	0.912	0.912
TOTAL	68,014,059	0.936	6.5%	0.997	0.971

PROP. & LIAB.	140,952,194		-0.3%		-0.3%
TOTAL					

* indicates coverage for which reviews are on a MULTISTATE basis.

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
 COMMERCIAL PACKAGE POLICY
 CALCULATION OF REVISED CPP PACKAGE MODIFICATION FACTORS(PMF)

TYPE OF POLICY	COMBINED PMFs		
	CURRENT COMBINED	INDICATED COMBINED	CAPPED COMBINED
MOTEL/HOTEL(31)	1.000	0.932	0.960
APARTMENT (32)	0.980	0.937	0.960
OFFICE (33)	0.880	0.902	0.910
MERCANTILE (34)	0.910	0.925	0.920
INSTITUTION(35)	0.990	0.921	0.950
SERVICES (36)	0.970	0.902	0.920
IND/PROC (37)	0.920	0.912	0.930
CONTRACTORS(38)	0.990	1.047	0.990

NOTE: Combined PMFs are provided for informational purposes only.

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
BASIC GROUP I RELATIVITY ANALYSIS

TYPE OF POLICY	(1)	(2)	(3)	(4)	(5)
	LEAST SQUARES FORMULA RELATIVITY	CREDIBILITY	WEIGHTED RELATIVITY	BALANCED RELATIVITY	INDICATED CHANGE
10	1.349	0.152	1.047	1.046	
31	0.644	0.077	0.967	0.966	-7.6%
32	0.959	0.266	0.989	0.988	-5.5%
33	0.646	0.106	0.955	0.954	-8.8%
34	1.244	0.353	1.080	1.079	3.2%
35	0.711	0.227	0.925	0.924	-11.7%
36	0.747	0.268	0.925	0.924	-11.7%
37	1.181	0.222	1.038	1.037	-0.9%
38	1.098	0.090	1.008	1.007	-3.7%

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS

	(1)	(2)	(3)	(4)	(5)
	LEAST SQUARES		CREDIBILITY		
TYPE OF POLICY	FORMULA RELATIVITY	CREDIBILITY	WEIGHTED RELATIVITY	BALANCED RELATIVITY	INDICATED CHANGE
10	0.824	0.276	0.948	0.953	
31	1.200	0.064	1.012	1.017	6.7%
32	1.298	0.234	1.063	1.068	12.1%
33	1.179	0.185	1.031	1.036	8.7%
34	1.182	0.360	1.062	1.067	12.0%
35	1.260	0.264	1.063	1.068	12.1%
36	0.745	0.286	0.919	0.923	-3.1%
37	0.675	0.269	0.900	0.904	-5.1%
38	0.698	0.129	0.955	0.960	0.7%
CATEGORY					
1	1.005	0.834	1.004	1.002	
2	0.957	0.070	0.997	0.995	
3	0.916	0.194	0.983	0.981	
4	1.013	0.195	1.003	1.001	
5	1.037	0.187	1.007	1.005	
6	1.000	0.096	1.000	0.998	
7	0.933	0.036	0.998	0.996	
8	1.038	0.123	1.005	1.003	
9	0.908	0.193	0.982	0.980	
10	1.059	0.148	1.009	1.007	
11	1.027	0.253	1.007	1.005	
12	0.974	0.188	0.995	0.993	
13	0.969	0.157	0.995	0.993	
14	0.972	0.200	0.994	0.992	

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
 BASIC GROUP I RELATIVITY ANALYSIS
 SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW

TYPE OF POLICY	(1) ACCIDENT YEAR ENDING 3/31/22 AGGREGATE LOSS COSTS	(2) 5 - YEAR AGGREGATE LOSS COSTS	(3) 5 - YEAR EXPERIENCE RATIO	(4) RELATIVITY

ENTIRE STATE				
10 MONOLINE	4,407,321	17,879,085	1.464	1.348
31 MULTILINE MOTEL/HOTEL	1,802,734	8,327,489	0.699	0.644
32 MULTILINE APARTMENT	7,186,384	36,156,135	1.042	0.959
33 MULTILINE OFFICE	2,328,010	11,813,619	0.702	0.646
34 MULTILINE MERCANTILE	10,563,344	54,676,769	1.350	1.243
35 MULTILINE INSTITUTIONAL	5,940,893	29,349,868	0.772	0.711
36 MULTILINE SERVICES	7,268,362	36,523,061	0.811	0.747
37 MULTILINE INDUST/PROCESS	5,521,346	28,517,895	1.281	1.180
38 MULTILINE CONTRACTORS	<u>2,055,545</u>	<u>9,835,632</u>	<u>1.192</u>	<u>1.098</u>
TOTAL ALL TOPS*	47,073,939	233,079,553	1.086	1.000

* TOTALS IN COLUMNS (3) & (4) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW

TYPE OF POLICY	CATEGORY	(1) ACCIDENT YEAR ENDING 03/31/2022 AGGREGATE LOSS COSTS	(2) 5 - YEAR AGGREGATE LOSS COSTS	(3) 5 - YEAR EXPERIENCE RATIO	(4) CREDIBILITY WEIGHTED EXPERIENCE RATIO	(5) CREDIBILITY WEIGHTED RELATIVITY
10 MONOLINE	01 BUILDINGS	1,949,147	8,396,504	1.111	1.085	0.840
	02 RES. APTS. AND COND	12,064	56,983	0.780	0.922	0.714
	03 OFFICES	225,828	1,202,653	0.289	0.646	0.500
	04 MERCANTILE - HIGH	251,917	1,267,398	0.989	0.977	0.757
	05 MERCANTILE - MEDIUM	87,921	372,789	4.275	2.017	1.562
	06 MERCANTILE - LOW	49,340	236,159	1.026	0.982	0.761
	07 MOTELS AND HOTELS	4,361	80,245	0.000	0.734	0.569
	08 INSTITUTIONAL - HIG	35,368	167,155	0.182	0.758	0.587
	09 INSTITUTIONAL - LOW	92,308	587,084	0.185	0.680	0.527
	10 INDUST-PROC - HIGH	47,114	203,007	0.031	0.709	0.549
	11 INDUST-PROC - LOW	159,973	915,650	0.538	0.782	0.606
	12 SERVICE - HIGH	100,585	420,557	0.205	0.715	0.554
	13 SERVICE - LOW	130,492	670,960	1.603	1.209	0.936
	14 CONTRACTORS	153,534	644,687	0.123	0.647	0.501
	TOTAL*	3,299,952	15,221,831	0.993	1.007	0.780
31 MULTILINE MOTEL/HOTEL	01 BUILDINGS	518,882	2,243,000	1.323	1.565	1.212
	07 MOTELS AND HOTELS	98,478	480,103	0.191	1.452	1.125
	TOTAL*	617,360	2,723,103	1.142	1.547	1.198
32 MULTILINE APARTMENT	01 BUILDINGS	2,216,729	11,141,098	2.430	1.692	1.311
	02 RES. APTS. AND COND	184,723	1,067,381	1.765	1.611	1.248
	TOTAL*	2,401,452	12,208,479	2.379	1.686	1.306
33 MULTILINE OFFICE	01 BUILDINGS	1,351,638	6,614,147	1.052	1.533	1.187
	03 OFFICES	422,152	2,333,450	0.389	1.468	1.137
	04 MERCANTILE - HIGH	1,075	45,622	62.275	7.666	5.938
	08 INSTITUTIONAL - HIG	8,156	32,812	0.000	1.434	1.111
	11 INDUST-PROC - LOW	749	6,781	0.000	1.434	1.111
	12 SERVICE - HIGH	1,285	10,494	0.000	1.434	1.111
	14 CONTRACTORS	2,650	10,053	0.000	1.434	1.111
	TOTAL*	1,787,705	9,053,359	0.925	1.521	1.178

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW

TYPE OF POLICY	CATEGORY	(1) ACCIDENT YEAR ENDING 03/31/2022 AGGREGATE LOSS COSTS	(2) 5 - YEAR AGGREGATE LOSS COSTS	(3) 5 - YEAR EXPERIENCE RATIO	(4) CREDIBILITY WEIGHTED EXPERIENCE RATIO	(5) CREDIBILITY WEIGHTED RELATIVITY
34 MULTILINE MERCANTILE	01 BUILDINGS	3,050,287	15,747,170	1.180	1.542	1.194
	03 OFFICES	2,611	26,440	0.935	1.528	1.184
	04 MERCANTILE - HIGH	431,342	2,221,580	1.439	1.578	1.222
	05 MERCANTILE - MEDIUM	618,604	3,065,909	1.448	1.578	1.222
	06 MERCANTILE - LOW	237,431	1,294,508	1.008	1.534	1.188
	08 INSTITUTIONAL - HIG	23	929	0.000	1.434	1.111
	11 INDUST-PROC - LOW	1,100	15,745	0.000	1.434	1.111
	12 SERVICE - HIGH	11,143	48,218	1.563	1.590	1.232
	13 SERVICE - LOW	645	77,954	4.759	1.911	1.480
	14 CONTRACTORS	2,082	29,133	0.000	1.434	1.111
	TOTAL*	4,355,268	22,527,586	1.235	1.550	1.200
35 MULTILINE INSTITUTIONAL	01 BUILDINGS	2,126,657	9,732,205	2.029	1.644	1.273
	03 OFFICES	-	2	0.000	1.434	1.111
	04 MERCANTILE - HIGH	471	1,454	0.000	1.434	1.111
	06 MERCANTILE - LOW	-	1,812	50.552	6.490	5.027
	08 INSTITUTIONAL - HIG	315,866	1,790,220	2.641	1.701	1.318
	09 INSTITUTIONAL - LOW	548,401	2,729,846	0.608	1.491	1.155
	12 SERVICE - HIGH	2,417	5,455	0.000	1.434	1.111
	13 SERVICE - LOW	27,988	92,111	0.584	1.492	1.156
	14 CONTRACTORS	608	2,380	0.000	1.434	1.111
	TOTAL*	3,022,408	14,355,485	1.819	1.621	1.255
	36 MULTILINE SERVICES	01 BUILDINGS	2,138,404	10,580,571	1.291	0.972
03 OFFICES		2,983	12,614	0.868	0.926	0.717
04 MERCANTILE - HIGH		3,194	40,130	7.435	1.542	1.194
05 MERCANTILE - MEDIUM		699	7,657	7.964	1.591	1.232
06 MERCANTILE - LOW		8,526	44,980	27.799	3.453	2.675
08 INSTITUTIONAL - HIG		22,157	113,993	0.000	0.844	0.654
09 INSTITUTIONAL - LOW		41,460	259,729	0.000	0.844	0.654
10 INDUST-PROC - HIGH		-	2,819	0.000	0.845	0.655
11 INDUST-PROC - LOW		568	10,830	0.000	0.845	0.655
12 SERVICE - HIGH		620,218	2,970,558	1.135	0.952	0.737
13 SERVICE - LOW		355,540	1,950,707	0.731	0.913	0.707
14 CONTRACTORS		13,029	58,315	0.000	0.845	0.655
TOTAL*		3,206,778	16,052,903	1.245	0.966	0.748

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW

TYPE OF POLICY	CATEGORY	(1) ACCIDENT YEAR ENDING 03/31/2022 AGGREGATE LOSS COSTS	(2) 5 - YEAR AGGREGATE LOSS COSTS	(3) 5 - YEAR EXPERIENCE RATIO	(4) CREDIBILITY WEIGHTED EXPERIENCE RATIO	(5) CREDIBILITY WEIGHTED RELATIVITY	
37 MULTILINE INDUST/PROC	01 BUILDINGS	1,714,423	8,219,166	0.410	0.876	0.679	
	03 OFFICES	447	1,564	0.000	0.845	0.655	
	04 MERCANTILE - HIGH	2,099	7,016	3.134	1.138	0.881	
	06 MERCANTILE - LOW	-	950	0.000	0.845	0.655	
	08 INSTITUTIONAL - HIG	-	75	0.000	0.845	0.655	
	10 INDUST-PROC - HIGH	509,795	2,390,097	0.936	0.932	0.722	
	11 INDUST-PROC - LOW	777,680	4,115,258	0.759	0.915	0.709	
	12 SERVICE - HIGH	1,854	9,499	0.000	0.845	0.655	
	13 SERVICE - LOW	382	1,392	0.000	0.845	0.655	
	14 CONTRACTORS	469	2,900	0.000	0.845	0.655	
	TOTAL*	3,007,149	14,747,917	0.591	0.896	0.694	
	38 MULTILINE CONTRACTORS	01 BUILDINGS	589,322	2,797,481	0.407	0.880	0.682
		03 OFFICES	6,613	30,751	1.881	1.021	0.791
		04 MERCANTILE - HIGH	938	44,203	40.668	4.660	3.610
05 MERCANTILE - MEDIUM		-	555	31.813	3.827	2.964	
06 MERCANTILE - LOW		-	15,104	13.943	2.152	1.667	
08 INSTITUTIONAL - HIG		414	3,158	0.000	0.845	0.655	
11 INDUST-PROC - LOW		2,929	25,102	0.000	0.845	0.655	
12 SERVICE - HIGH		511	6,999	0.000	0.845	0.655	
13 SERVICE - LOW		-	1,978	0.000	0.845	0.655	
14 CONTRACTORS		597,863	3,006,447	0.726	0.912	0.706	
TOTAL*		1,198,590	5,931,778	0.604	0.900	0.697	

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
SPECIAL CAUSES OF LOSS RELATIVITY ANALYSIS
SUMMARY OF EXPERIENCE USED IN SIMULTANEOUS REVIEW

TYPE OF POLICY	CATEGORY	(1) ACCIDENT YEAR ENDING 03/31/2022 AGGREGATE LOSS COSTS	(2) 5 - YEAR AGGREGATE LOSS COSTS	(3) 5 - YEAR EXPERIENCE RATIO	(4) CREDIBILITY WEIGHTED EXPERIENCE RATIO	(5) CREDIBILITY WEIGHTED RELATIVITY
TOTAL ALL TOPS*	01 BUILDINGS	15,655,489	75,471,342	1.359	1.344	1.041
	02 RES. APTS. AND COND	196,787	1,124,364	1.705	1.569	1.215
	03 OFFICES	660,634	3,607,474	0.374	1.180	0.914
	04 MERCANTILE - HIGH	691,036	3,627,403	1.455	1.371	1.062
	05 MERCANTILE - MEDIUM	707,224	3,446,910	1.806	1.633	1.264
	06 MERCANTILE - LOW	295,297	1,593,513	1.785	1.497	1.160
	07 MOTELS AND HOTELS	102,839	560,348	0.183	1.422	1.101
	08 INSTITUTIONAL - HIG	381,984	2,108,342	2.201	1.557	1.207
	09 INSTITUTIONAL - LOW	682,169	3,576,659	0.514	1.342	1.040
	10 INDUST-PROC - HIGH	556,909	2,595,923	0.859	0.913	0.707
	11 INDUST-PROC - LOW	942,999	5,089,366	0.717	0.893	0.692
	12 SERVICE - HIGH	738,013	3,471,780	1.005	0.931	0.721
	13 SERVICE - LOW	515,047	2,795,102	0.948	1.021	0.790
	14 CONTRACTORS	770,235	3,753,915	0.588	0.862	0.667
	TOTAL*	22,896,662	112,822,441	1.254	1.291	1.000

* TOTALS IN COLUMNS (3), (4) & (5) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

INSURANCE SERVICES OFFICE, INC.

WASHINGTON

BASIC GROUP II RELATIVITY ANALYSIS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	ACCIDENT YEAR ENDING 03/31/22 AGGR. LOSS COSTS AT CURRENT IMPLICIT PMF	ACCIDENT YEARS 2013 - 2022 EXPER. RATIO AT CURRENT PMF (A)	FORMULA RELATIVITY (2)/ 0.926	CREDIBILITY C	CREDIBILITY WEIGHTED RELATIVITY D	BALANCED FORMULA RELATIVITY E	NORMALIZED FORMULA RELATIVITY F	INDICATED CHANGE
	-----	-----	-----	-----	-----	-----	-----	-----
MONOLINE	1,549,164	1.456	1.572	0.274	1.157	1.157	1.2076	
MULTILINE	9,297,129	0.784	0.846	0.609	0.906	0.925	0.9654	
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COVERAGE	10,846,293	0.926	1.000			0.9581	1.0000	
MULTILINE TOP								
31 MOTEL/HOTEL	418,367	1.103	1.191	0.051	1.010	0.957	0.999	-17.3%
32 APARTMENT	743,497	*****	*****	*****	*****	1.139	1.189	-1.6%
33 OFFICE	516,440	0.925	0.999	0.083	1.000	0.948	0.989	-18.1%
34 MERCANTILE	3,010,425	0.679	0.733	0.359	0.904	0.857	0.894	-25.9%
35 INSTITUTIONAL	1,718,062	0.744	0.803	0.251	0.951	0.901	0.940	-22.1%
36 SERVICES	1,663,867	1.083	1.170	0.225	1.038	0.984	1.027	-15.0%
37 INDUST/PROCESS	864,626	0.433	0.468	0.139	0.926	0.878	0.916	-24.1%
38 CONTRACTORS	361,845	0.735	0.794	0.061	0.987	0.935	0.976	-19.2%
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	9,297,129	0.784	0.846		0.956	0.925	0.9654	

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
OWNERS, LANDLORDS AND TENANTS
BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	(1) BAILEY FORMULA RELATIVITY	(2) CREDIBILITY	(3) CREDIBILITY WEIGHTED RELATIVITY	(4) BALANCED RELATIVITY	(5) INDICATED CHANGE
10	1.008	0.222	1.002	0.997	
31	0.701	0.107	0.963	0.958	-3.9%
32	1.139	0.098	1.013	1.008	1.1%
33	1.262	0.156	1.037	1.032	3.5%
34	1.217	0.201	1.040	1.035	3.8%
35	0.536	0.103	0.938	0.933	-6.4%
36	0.856	0.110	0.983	0.978	-1.9%
CLASS GROUP					
1	0.590	0.091	0.953	0.950	
2	0.735	0.148	0.955	0.953	
3	0.692	0.124	0.955	0.953	
4	0.260	0.024	0.968	0.966	
5	0.877	0.045	0.994	0.991	
6	0.316	0.053	0.941	0.938	
7	0.874	0.097	0.987	0.984	
8	2.032	0.024	1.017	1.014	
9	1.195	0.136	1.025	1.022	
10	1.289	0.105	1.027	1.024	
11	0.991	0.117	0.999	0.996	
12	1.233	0.224	1.048	1.045	
13	1.391	0.057	1.019	1.016	
TERRITORY					
501	0.998	0.164	1.000	0.998	
502	1.001	0.362	1.000	0.999	

INSURANCE SERVICES OFFICE, INC.

WASHINGTON

MANUFACTURERS AND CONTRACTORS

BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	(1)	(2)	(3)	(4)	(5)
	BAILEY FORMULA RELATIVITY	CREDIBILITY	CREDIBILITY WEIGHTED RELATIVITY	BALANCED RELATIVITY	INDICATED CHANGE
10	0.803	0.235	0.950	0.950	
33	3.977	0.055	1.079	1.078	13.5%
34	0.826	0.094	0.982	0.982	3.4%
35	1.552	0.026	1.011	1.011	6.4%
36	0.723	0.118	0.962	0.962	1.3%
37	0.861	0.095	0.986	0.986	3.8%
38	1.590	0.269	1.133	1.133	19.3%
CLASS GROUP					
30	1.165	0.105	1.016	1.014	
31	0.931	0.221	0.984	0.982	
32	1.160	0.252	1.038	1.036	
33	0.847	0.079	0.987	0.985	
34	0.960	0.128	0.995	0.992	
35	0.314	0.046	0.948	0.946	
36	0.481	0.063	0.955	0.953	
37	0.716	0.051	0.983	0.981	
38	1.267	0.091	1.022	1.019	

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
OWNERS, LANDLORDS, AND TENANTS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TERRITORY ALL		(1)	(2)	(3)	(4)	(5)	(6)
TYPE OF POLICY	CLASS GROUP	CALENDAR A.Y.E. 12/31/21 AGGREGATE LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2017-2021 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIVITY	NUMBER OF OCCURRENCES	BAL CELL RELATIVITY
10 MONOLINE	01 FOOD&BEV.(RETAIL)	\$229,059	\$1,011,456	0.239		17	
	02 RESTAURANTS	\$268,230	\$1,811,276	0.997		78	
	03 STORES	\$471,417	\$3,360,270	0.391		82	
	04 VENDING & RENTAL	\$34,576	\$191,344	0.008		1	
	05 FOOD & BEV. DIST.	\$265,510	\$986,624	0.301		12	
	06 NON-FOOD&BEV.DIST	\$118,150	\$694,408	0.226		12	
	07 CLUBS,AMSMT&SPRTS	\$692,265	\$3,824,151	1.321		92	
	08 HEALTH CARE FACIL	\$13,685	\$61,776	1.393		1	
	09 HOTELS AND MOTELS	\$191,616	\$2,186,415	1.440		94	
	10 SCHLS & CHURCHES	\$360,010	\$2,156,384	1.161		36	
	11 APARTMENTS	\$1,198,094	\$8,311,194	1.067		122	
	12 BUILDINGS&OFFICES	\$1,795,810	\$10,613,161	1.449		322	
	13 MISC. PREMISES	\$49,443	\$586,604	1.244		18	
	TOTAL *	\$5,687,865	\$35,795,063	1.087		887	
31 MULT MOTEL/HOTEL	09 HOTELS AND MOTELS	\$1,159,507	\$6,941,518	0.897		206	
	TOTAL *	\$1,159,507	\$6,941,518	0.897		206	
32 MULT APARTMENT	11 APARTMENTS	\$1,126,161	\$6,034,757	1.209		125	
	12 BUILDINGS&OFFICES	\$242,920	\$1,884,273	1.494		47	
	TOTAL *	\$1,369,081	\$7,919,029	1.260		172	
33 MULT OFFICE	12 BUILDINGS&OFFICES	\$2,426,388	\$13,082,671	1.679		437	
	13 MISC. PREMISES	\$18,775	\$105,560	0.012		1	
	TOTAL *	\$2,445,163	\$13,188,231	1.666		438	
34 MULT MERCANTILE	01 FOOD&BEV.(RETAIL)	\$936,989	\$8,043,528	0.866		131	
	02 RESTAURANTS	\$1,659,452	\$11,014,608	0.924		318	
	03 STORES	\$834,175	\$4,602,352	0.919		154	
	04 VENDING & RENTAL	\$13,546	\$79,428	0.017		1	
	05 FOOD & BEV. DIST.	\$155,502	\$898,392	2.244		25	
	06 NON-FOOD&BEV.DIST	\$458,877	\$2,374,872	0.441		39	
	12 BUILDINGS&OFFICES	\$446,176	\$2,463,244	1.080		60	
	13 MISC. PREMISES	\$233	\$1,366	15.787		2	
	TOTAL *	\$4,504,950	\$29,477,791	0.921		730	

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
OWNERS, LANDLORDS, AND TENANTS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TERRITORY ALL		(1)	(2)	(3)	(4)	(5)	(6)
TYPE OF POLICY	CLASS GROUP	CALENDAR A.Y.E. 12/31/21 AGGREGATE LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2017-2021 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIVITY	NUMBER OF OCCURRENCES	BAL CELL RELATIVITY
35 MULT INSTITUT.	07 CLUBS,AMSMT&SPRTS	\$434,785	\$1,842,761	0.235		16	
	08 HEALTH CARE FACIL	\$61,365	\$401,729	1.567		9	
	10 SCHLS & CHURCHES	\$1,130,781	\$6,104,269	0.817		158	
	12 BUILDINGS&OFFICES	\$8,324	\$64,926	1.087		7	
	13 MISC. PREMISES	\$32	\$160	0.000		0	
	TOTAL *	\$1,635,287	\$8,413,846	0.691		190	
36 MULT SERVICES	03 STORES	\$284,751	\$1,527,484	1.170		41	
	04 VENDING & RENTAL	\$73,492	\$402,049	0.425		8	
	07 CLUBS,AMSMT&SPRTS	\$814,267	\$3,552,138	0.622		60	
	08 HEALTH CARE FACIL	\$7,393	\$50,552	0.000		0	
	09 HOTELS AND MOTELS	\$380,626	\$2,307,974	1.019		33	
	10 SCHLS & CHURCHES	\$8,544	\$19,803	0.551		3	
	12 BUILDINGS&OFFICES	\$198,583	\$1,339,779	1.040		34	
	13 MISC. PREMISES	\$141,623	\$1,070,704	1.587		38	
	TOTAL *	\$1,909,280	\$10,270,483	0.887		217	
TOTAL ALL TOP	01 FOOD&BEV.(RETAIL)	\$1,166,048	\$9,054,984	0.743		148	
	02 RESTAURANTS	\$1,927,682	\$12,825,884	0.934		396	
	03 STORES	\$1,590,343	\$9,490,105	0.807		277	
	04 VENDING & RENTAL	\$121,614	\$672,821	0.261		10	
	05 FOOD & BEV. DIST.	\$421,012	\$1,885,016	1.019		37	
	06 NON-FOOD&BEV.DIST	\$577,027	\$3,069,280	0.397		51	
	07 CLUBS,AMSMT&SPRTS	\$1,941,317	\$9,219,051	0.784		168	
	08 HEALTH CARE FACIL	\$82,443	\$514,057	1.398		10	
	09 HOTELS AND MOTELS	\$1,731,749	\$11,435,908	0.984		333	
	10 SCHLS & CHURCHES	\$1,499,335	\$8,280,456	0.898		197	
	11 APARTMENTS	\$2,324,255	\$14,345,950	1.136		247	
	12 BUILDINGS&OFFICES	\$5,118,201	\$29,448,054	1.512		907	
	13 MISC. PREMISES	\$210,106	\$1,764,394	1.381		59	
	TOTAL *	\$18,711,133	\$112,005,961	1.069		2,840	

* TOTALS IN COLUMNS (3) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
MANUFACTURERS AND CONTRACTORS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	CLASS GROUP	(1)	(2)	(3)	(4)	(5)	(6)
		CALENDAR A.Y.E. 12/31/21 AGGREGATE LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2017-2021 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIVITY	NUMBER OF OCCURRENCES	BAL CELL RELATIVITY
10 MONOLINE	30 SERVICE	\$477,565	\$2,628,260	0.423	0.501	39	0.963
	31 LIGHT CONTRACTING	\$6,029,289	\$16,821,998	0.571	0.676	297	0.933
	32 MEDIUM CONTRACTING	\$4,125,154	\$20,469,586	0.808	0.956	476	0.984
	33 HEAVY CONTRACTING	\$658,187	\$2,760,715	0.902	1.067	44	0.936
	34 DEALER OR DISTRIB	\$487,193	\$1,967,294	0.886	1.049	44	0.942
	35 LGT. MANUFACTURER	\$399,151	\$1,670,442	0.178	0.211	12	0.899
	36 MED. MANUFACTURER	\$546,489	\$2,401,308	0.404	0.478	16	0.905
	37 HVY. MANUFACTURER	\$393,724	\$1,360,015	0.363	0.430	11	0.932
	38 MISC. OPERATION	\$386,786	\$1,964,204	1.244	1.472	51	0.968
	TOTAL *	\$13,503,538	\$52,043,822	0.661		990	
33 MULT OFFICE	31 LIGHT CONTRACTING	\$8,984	\$40,171	6.144	7.271	24	1.059
	32 MEDIUM CONTRACTING	\$3,384	\$19,600	0.000	0.000	0	1.117
	33 HEAVY CONTRACTING	\$59,574	\$655,502	0.576	0.682	9	1.062
	38 MISC. OPERATION	\$117,591	\$470,229	5.290	6.260	21	1.098
	TOTAL *	\$189,533	\$1,185,502	3.754		54	
34 MULT MERCANTILE	30 SERVICE	\$62,591	\$290,971	1.886	2.232	11	0.996
	32 MEDIUM CONTRACTING	\$94,370	\$408,485	2.689	3.182	11	1.017
	34 DEALER OR DISTRIB	\$1,047,973	\$5,084,601	0.472	0.559	109	0.974
	38 MISC. OPERATION	\$108,062	\$598,954	0.548	0.649	29	1.001
	TOTAL *	\$1,312,996	\$6,383,011	0.705		160	
35 MULT INSTITUT.	31 LIGHT CONTRACTING	\$2,883	\$22,615	0.000	0.000	0	0.993
	32 MEDIUM CONTRACTING	\$115,836	\$675,238	1.552	1.837	12	1.047
	TOTAL *	\$118,720	\$697,853	1.514		12	
36 MULT SERVICES	30 SERVICE	\$38,898	\$250,104	0.785	0.929	18	0.975
	31 LIGHT CONTRACTING	\$138,990	\$881,156	1.506	1.782	51	0.945
	32 MEDIUM CONTRACTING	\$125,040	\$559,965	0.122	0.144	10	0.997
	33 HEAVY CONTRACTING	\$19,531	\$91,671	0.000	0.000	0	0.948
	34 DEALER OR DISTRIB	\$939,853	\$4,721,787	0.709	0.839	128	0.954
	36 MED. MANUFACTURER	\$6,767	\$56,448	0.000	0.000	0	0.917
	38 MISC. OPERATION	\$484,427	\$1,996,521	0.438	0.518	43	0.980
	TOTAL *	\$1,753,506	\$8,557,652	0.647		250	

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
MANUFACTURERS AND CONTRACTORS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	CLASS GROUP	(1)	(2)	(3)	(4)	(5)	(6)
		CALENDAR A.Y.E. 12/31/21 AGGREGATE LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2017-2021 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIVITY	NUMBER OF OCCURRENCES	BAL CELL RELATIVITY
37 MULT INDUST/PROC	31 LIGHT CONTRACTING	\$1,445	\$7,518	0.000	0.000	0	0.968
	32 MEDIUM CONTRACTING	\$294,060	\$1,485,214	0.940	1.112	25	1.021
	33 HEAVY CONTRACTING	\$35,254	\$187,732	0.166	0.196	3	0.971
	34 DEALER OR DISTRIB	\$106,423	\$785,822	0.497	0.588	14	0.978
	35 LGT. MANUFACTURER	\$335,843	\$1,851,452	0.269	0.318	26	0.933
	36 MED. MANUFACTURER	\$1,356,124	\$7,036,933	0.319	0.378	55	0.940
	37 HVY. MANUFACTURER	\$841,520	\$4,719,889	0.578	0.684	36	0.967
	38 MISC. OPERATION	\$13,190	\$91,164	0.058	0.069	2	1.005
	TOTAL *	\$2,983,859	\$16,165,725	0.451		161	
38 MULT CONTRACTORS	30 SERVICE	\$693,461	\$3,374,236	1.718	2.033	129	1.149
	31 LIGHT CONTRACTING	\$1,486,872	\$7,046,463	1.398	1.654	508	1.113
	32 MEDIUM CONTRACTING	\$3,214,574	\$15,434,269	1.494	1.768	608	1.174
	33 HEAVY CONTRACTING	\$485,402	\$2,416,666	1.028	1.217	56	1.116
	38 MISC. OPERATION	\$35,627	\$357,697	0.041	0.049	2	1.155
		TOTAL *	\$5,915,935	\$28,629,332	1.449		1,303
TOTAL ALL TOP	30 SERVICE	\$1,272,515	\$6,543,571	1.212		197	
	31 LIGHT CONTRACTING	\$7,668,463	\$24,819,921	0.755		880	
	32 MEDIUM CONTRACTING	\$7,972,418	\$39,052,357	1.111		1,142	
	33 HEAVY CONTRACTING	\$1,257,948	\$6,112,286	0.901		112	
	34 DEALER OR DISTRIB	\$2,581,441	\$12,559,504	0.637		295	
	35 LGT. MANUFACTURER	\$734,994	\$3,521,894	0.220		38	
	36 MED. MANUFACTURER	\$1,909,380	\$9,494,689	0.342		71	
	37 HVY. MANUFACTURER	\$1,235,244	\$6,079,904	0.509		47	
	38 MISC. OPERATION	\$1,145,683	\$5,478,769	1.202		148	
	TOTAL *	\$25,778,086	\$113,662,896	0.845		2,930	

* TOTALS IN COLUMNS (3) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
PRODUCTS
BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	(1) BAILEY FORMULA RELATIVITY	(2) CREDIBILITY	(3) CREDIBILITY WEIGHTED RELATIVITY	(4) BALANCED RELATIVITY	(5) INDICATED CHANGE
10	0.931	0.322	0.977	0.976	
34	1.050	0.356	1.017	1.016	4.1%
36	1.029	0.178	1.005	1.004	2.8%
37	1.010	0.431	1.004	1.003	2.8%
CLASS GROUP					
3	0.926	0.423	0.968	0.968	
4	1.072	0.394	1.028	1.028	
5	1.121	0.105	1.012	1.012	
6	0.995	0.299	0.998	0.998	
7	0.856	0.118	0.982	0.982	

NOTE: THE INDICATED CHANGES BY TOP WERE FURTHER ADJUSTED BY THE FOLLOWING DIFFERENTIALS: TOP 34: 1.041
TOP 36: 1.002
TOP 37: 1.063

INSURANCE SERVICES OFFICE, INC.

MULTISTATE
PRODUCTS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	CLASS GROUP	(1)	(2)	(3)	(4)	(5)	(6)
		CALENDAR A.Y.E. 12/31/2021 AGGREGATE LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2017 - 2021 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIVITY	NUMBER OF OCCURRENCES	BAL CELL RELATIVITY
10 MONOLINE	03 MAN,DLR,DSTFD/DRG	\$11,819,097	\$63,658,617	0.754	0.871	1,091	0.945
	04 DLR,DST-NOTFD/DRG	\$7,190,323	\$36,653,516	0.904	1.044	432	1.004
	05 MAN.NTFD/DRG(LOW)	\$1,226,514	\$7,102,146	0.769	0.888	56	0.988
	06 MAN.NTFD/DRG(MED)	\$8,466,486	\$42,680,135	0.786	0.908	423	0.975
	07 MAN.NTFD/DRG(HGH)	\$2,036,214	\$10,951,431	0.655	0.756	70	0.959
	TOTAL *	\$30,738,634	\$161,045,845	0.792		2,072	
34 MULT MERCANTILE	03 MAN,DLR,DSTFD/DRG	\$5,085,663	\$25,340,297	0.903	1.043	506	0.984
	04 DLR,DST-NOTFD/DRG	\$27,891,818	\$137,888,579	0.963	1.113	2,035	1.045
	06 MAN.NTFD/DRG(MED)	\$2,648	\$13,111	0.000	0.000	-	1.015
	TOTAL *	\$32,980,129	\$163,241,987	0.954		2,541	
36 MULT SERVICES	04 DLR,DST-NOTFD/DRG	\$3,130,195	\$15,943,473	0.964	1.114	631	1.032
	06 MAN.NTFD/DRG(MED)	\$30,963	\$176,926	0.027	0.032	1	1.003
	TOTAL *	\$3,161,158	\$16,120,400	0.955		632	
37 MULT INDUST/PROC.	03 MAN,DLR,DSTFD/DRG	\$11,666,754	\$62,347,318	0.776	0.896	1,979	0.971
	05 MAN.NTFD/DRG(LOW)	\$3,213,073	\$18,166,949	1.032	1.191	163	1.015
	06 MAN.NTFD/DRG(MED)	\$26,040,916	\$133,610,898	0.876	1.012	1,362	1.002
	07 MAN.NTFD/DRG(HGH)	\$6,218,877	\$29,699,655	0.760	0.878	210	0.985
	TOTAL *	\$47,139,619	\$243,824,820	0.847		3,714	
TOTAL ALL TOP	03 MAN,DLR,DSTFD/DRG	\$28,571,513	\$151,346,232	0.789		3,576	
	04 DLR,DST-NOTFD/DRG	\$38,212,336	\$190,485,568	0.952		3,098	
	05 MAN.NTFD/DRG(LOW)	\$4,439,588	\$25,269,095	0.959		219	
	06 MAN.NTFD/DRG(MED)	\$34,541,014	\$176,481,070	0.853		1,786	
	07 MAN.NTFD/DRG(HGH)	\$8,255,091	\$40,651,087	0.734		280	
	TOTAL *	\$114,019,542	\$584,233,052	0.866		8,959	

* TOTALS IN COLUMN (3) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

INSURANCE SERVICES OFFICE, INC.

WASHINGTON

LOCAL PRODUCTS/COMPLETED OPERATIONS

BASIC LIMIT RELATIVE CHANGE ANALYSIS

	(1)	(2)	(3)	(4)	(5)
TYPE OF POLICY	BAILEY FORMULA RELATIVITY	CREDIBILITY	CREDIBILITY WEIGHTED RELATIVITY	BALANCED RELATIVITY	INDICATED CHANGE
10	1.007	0.779	1.005	1.006	
34	1.006	0.487	1.003	1.004	-0.2%
36	0.982	0.571	0.990	0.991	-1.6%
37	0.897	0.148	0.984	0.985	-2.1%
38	1.002	0.975	1.002	1.003	-0.4%
CLASS GROUP					
1	1.405	0.484	1.179	1.187	
2	1.038	0.553	1.021	1.028	
11	1.100	0.365	1.036	1.043	
12	0.979	1.000	0.979	0.986	
13	0.962	0.263	0.990	0.997	

INSURANCE SERVICES OFFICE, INC.

MULTISTATE
 LOCAL PRODUCTS/COMPLETED OPERATIONS
 BASIC LIMIT RELATIVE CHANGE ANALYSIS *

STATE	(1)	(2)	(3)	(4)
	BAILEY FORMULA RELATIVITY	CREDIBILITY	CREDIBILITY WEIGHTED RELATIVITY	BALANCED RELATIVITY
	1.267	0.358	1.088	1.093
	1.361	0.259	1.083	1.087
	1.844	0.110	1.070	1.074
	1.325	0.218	1.063	1.067
	1.300	0.230	1.062	1.066
	1.254	0.252	1.059	1.063
	1.279	0.222	1.056	1.060
	1.095	0.562	1.052	1.056
	1.165	0.306	1.048	1.052
	1.274	0.180	1.045	1.049
Washington	1.088	0.487	1.042	1.046
	1.154	0.254	1.037	1.041
	1.085	0.410	1.034	1.038
	1.087	0.333	1.028	1.032
	1.086	0.323	1.027	1.031
	1.096	0.269	1.025	1.029
	1.234	0.111	1.024	1.028
	1.041	0.489	1.020	1.024
	1.039	0.466	1.018	1.022
	1.056	0.226	1.012	1.016
	1.043	0.211	1.009	1.013
	1.022	0.354	1.008	1.012
	1.018	0.243	1.004	1.008
	1.097	0.030	1.003	1.007
	1.005	0.436	1.002	1.006
	0.994	0.436	0.997	1.001
	0.978	0.171	0.996	1.000
	0.974	0.163	0.996	1.000
	0.980	0.232	0.995	0.999
	0.969	0.162	0.995	0.999
	0.962	0.208	0.992	0.996
	0.982	0.493	0.991	0.995
	0.968	0.327	0.990	0.993
	0.920	0.133	0.989	0.993
	0.946	0.314	0.983	0.987
	0.973	0.688	0.981	0.985
	0.950	0.374	0.981	0.985
	0.867	0.137	0.981	0.985
	0.921	0.249	0.980	0.984
	0.938	0.371	0.977	0.980
	0.828	0.157	0.971	0.975
	0.953	0.635	0.970	0.974
	0.914	0.376	0.967	0.970
	0.908	0.357	0.966	0.970
	0.914	0.507	0.955	0.959
	0.899	0.432	0.955	0.959
	0.329	0.043	0.954	0.957
	0.702	0.163	0.944	0.948
	0.835	0.328	0.943	0.946
	0.823	0.363	0.932	0.935
	0.830	0.390	0.930	0.934
	0.697	0.237	0.918	0.922

* Sorted by balanced relative change

INSURANCE SERVICES OFFICE, INC.

WASHINGTON
LOCAL PRODUCTS/COMPLETED OPERATIONS
SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	CLASS GROUP	(1)	(2)	(3)	(4)	(5)	(6)
		CALENDAR A.Y.E. 12/31/2021 AGGREGATE LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2017-2021 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIV.	NUMBER OF OCCURRENCES	BAL CELL RELATIV.
10 MONOLINE	01 RET.STRS-FOOD/DRG	\$16,954	\$124,229	0.843	0.910	11	1.250
	02 RET.STRS-NTFD/DRG	\$50,070	\$242,549	1.097	1.184	13	1.082
	11 COMP. OPS. (LOW)	\$260,962	\$982,227	1.168	1.261	15	1.098
	12 COMP. OPS. (MED)	\$6,624,971	\$22,428,269	0.864	0.933	281	1.038
	13 COMP. OPS. (HGH)	\$103,485	\$505,388	0.126	0.136	2	1.049
	TOTAL *	\$7,056,442	\$24,282,662	0.866		322	
34 MULT MERCANTILE	01 RET.STRS-FOOD/DRG	\$202,661	\$1,342,684	1.649	1.779	54	1.247
	02 RET.STRS-NTFD/DRG	\$312,173	\$1,688,602	0.992	1.071	30	1.079
	12 COMP. OPS. (MED)	\$81,208	\$390,385	0.109	0.118	4	1.035
	TOTAL *	\$596,042	\$3,421,671	1.095		88	
36 MULT SERVICES	01 RET.STRS-FOOD/DRG	\$23,637	\$168,548	0.502	0.542	4	1.230
	02 RET.STRS-NTFD/DRG	\$620,734	\$3,463,857	0.850	0.917	111	1.065
	11 COMP. OPS. (LOW)	\$117,055	\$552,582	0.727	0.784	10	1.081
	12 COMP. OPS. (MED)	\$140,965	\$896,335	0.839	0.905	28	1.021
	13 COMP. OPS. (HGH)	\$50,287	\$268,303	0.061	0.066	2	1.033
	TOTAL *	\$952,679	\$5,349,625	0.783		155	
37 MULT INDUST/PROC.	01 RET.STRS-FOOD/DRG	\$315	\$1,220	0.000	0.000	0	1.223
	11 COMP. OPS. (LOW)	\$4,253	\$20,847	3.251	3.509	4	1.074
	12 COMP. OPS. (MED)	\$105,050	\$486,920	0.916	0.989	5	1.016
	TOTAL *	\$109,618	\$508,987	1.004		9	
38 MULT CONTRACTORS	11 COMP. OPS. (LOW)	\$675,505	\$3,264,997	1.041	1.124	51	1.094
	12 COMP. OPS. (MED)	\$8,447,074	\$41,039,690	1.134	1.224	664	1.034
	13 COMP. OPS. (HGH)	\$400,079	\$2,239,431	1.052	1.136	18	1.045
	TOTAL *	\$9,522,658	\$46,544,118	1.124		733	
TOTAL ALL TOP	01 RET.STRS-FOOD/DRG	\$243,568	\$1,636,681	1.479		69	
	02 RET.STRS-NTFD/DRG	\$982,977	\$5,395,008	0.908		154	
	11 COMP. OPS. (LOW)	\$1,057,775	\$4,820,653	1.047		80	
	12 COMP. OPS. (MED)	\$15,399,268	\$65,241,599	1.008		982	
	13 COMP. OPS. (HGH)	\$553,851	\$3,013,122	0.789		22	
	TOTAL *	\$18,237,439	\$80,107,063	1.005		1,307	

* TOTALS IN COLUMNS (3) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

INSURANCE SERVICES OFFICE, INC.

MULTISTATE
 LOCAL PRODUCTS/COMPLETED OPERATIONS
 SUMMARY OF EXPERIENCE USED IN BASIC LIMIT RELATIVE CHANGE ANALYSIS

TYPE OF POLICY	CLASS GROUP	(1)	(2)	(3)	(4)	(5)	(6)
		CALENDAR A.Y.E. 12/31/2021 AGGREGATE LOSS COSTS AT CURRENT LEVEL	CALENDAR A.Y.E. 2017 - 2021 AGG LOSS COST CURRENT LEVEL	FIVE YEAR EXPERIENCE RATIO	RELATIV.	NUMBER OF OCCURRENCES	BAL CELL RELATIV.
10 MONOLINE	01 RET.STRS-FOOD/DRG	\$1,748,833	\$13,294,303	1.199		621	
	02 RET.STRS-NTFD/DRG	\$3,644,206	\$17,449,172	1.096		492	
	11 COMP. OPS. (LOW)	\$5,499,261	\$29,100,438	1.170		689	
	12 COMP. OPS. (MED)	\$120,011,947	\$572,386,816	0.921		7,034	
	13 COMP. OPS. (HGH)	\$7,536,492	\$38,042,850	0.641		262	
	TOTAL *	\$138,440,739	\$670,273,579	0.924		9,098	
34 MULT MERCANTILE	01 RET.STRS-FOOD/DRG	\$8,156,117	\$43,997,404	1.325		2,733	
	02 RET.STRS-NTFD/DRG	\$7,639,610	\$36,671,723	0.939		693	
	12 COMP. OPS. (MED)	\$3,008,570	\$14,169,615	0.904		125	
	TOTAL *	\$18,804,297	\$94,838,741	1.101		3,551	
36 MULT SERVICES	01 RET.STRS-FOOD/DRG	\$643,620	\$4,295,009	1.227		162	
	02 RET.STRS-NTFD/DRG	\$15,583,411	\$76,045,252	0.932		3,398	
	11 COMP. OPS. (LOW)	\$3,267,900	\$16,818,142	1.100		488	
	12 COMP. OPS. (MED)	\$5,157,211	\$26,533,736	0.947		778	
	13 COMP. OPS. (HGH)	\$1,204,826	\$5,882,500	0.592		61	
	TOTAL *	\$25,856,969	\$129,574,639	0.948		4,887	
37 MULT INDUST/PROC.	01 RET.STRS-FOOD/DRG	\$22,984	\$127,871	0.000		0	
	11 COMP. OPS. (LOW)	\$118,128	\$638,240	0.529		14	
	12 COMP. OPS. (MED)	\$5,046,084	\$25,673,289	0.830		313	
	13 COMP. OPS. (HGH)	\$2,262	\$21,501	0.000		0	
	TOTAL *	\$5,189,458	\$26,460,901	0.819		327	
38 MULT CONTRACTORS	11 COMP. OPS. (LOW)	\$11,708,508	\$61,005,531	0.926		812	
	12 COMP. OPS. (MED)	\$192,727,882	\$985,553,302	0.903		12,745	
	13 COMP. OPS. (HGH)	\$15,769,275	\$78,710,767	1.032		712	
	TOTAL *	\$220,205,665	\$1,125,269,600	0.913		14,269	
TOTAL ALL TOP	01 RET.STRS-FOOD/DRG	\$10,571,554	\$61,714,586	1.296		3,516	
	02 RET.STRS-NTFD/DRG	\$26,867,226	\$130,166,147	0.956		4,583	
	11 COMP. OPS. (LOW)	\$20,593,798	\$107,562,352	1.016		2,003	
	12 COMP. OPS. (MED)	\$325,951,694	\$1,624,316,756	0.909		20,995	
	13 COMP. OPS. (HGH)	\$24,512,856	\$122,657,618	0.890		1,035	
	TOTAL *	\$408,497,128	\$2,046,417,459	0.927		32,132	

* TOTALS IN COLUMN (3) ARE AVERAGES USING COLUMN (1) AS WEIGHTS.

PACKAGE MODIFICATION FACTORS

Package Modification Assignment (PMA)	Premium From CLM Division			
	Two	Three, Four, Five, Eight Property	Four, Six Liability	All Other Divisions
Apartment House	.90	.95-98	1.00-99	1.00
Contractors	.90	.96	1.00	1.00
Industrial & Processing	.90	.94-98	.92-88	1.00
Institutional	.90	.941-00	1.00-98	1.00
Mercantile	.90	.91-92	.94-89	1.00
Motel/Hotel	.90	.941-00	.981-00	1.00
Office	.90	.91-96	.90-86	1.00
Service	.90	.88-95	1.00	1.00

Table 1. Package Modification Factors