

AHEAD OF THE CURVE



**PRESIDENT'S
LETTER**

**STATE OF
THE MARKET**

**PRODUCTS
& SERVICES**

COLLABORATIONS

**FINANCIALS
& STATISTICALS**

**OUR
MEMBERS**

**OUR
BOARD**

**OUR
STAFF**

**MEMBERSHIP
EVENTS**

PRESIDENT'S LETTER

**Leadership and learning
are indispensable
to each other.**

JOHN F. KENNEDY



I am reminded lately of an observation made about Thomas Edison's invention of the light bulb. It goes like this:

Had Market Research existed in Edison's time, the conclusion might have indicated that what was needed was not the invention of artificial light, but the production of longer burning candles.

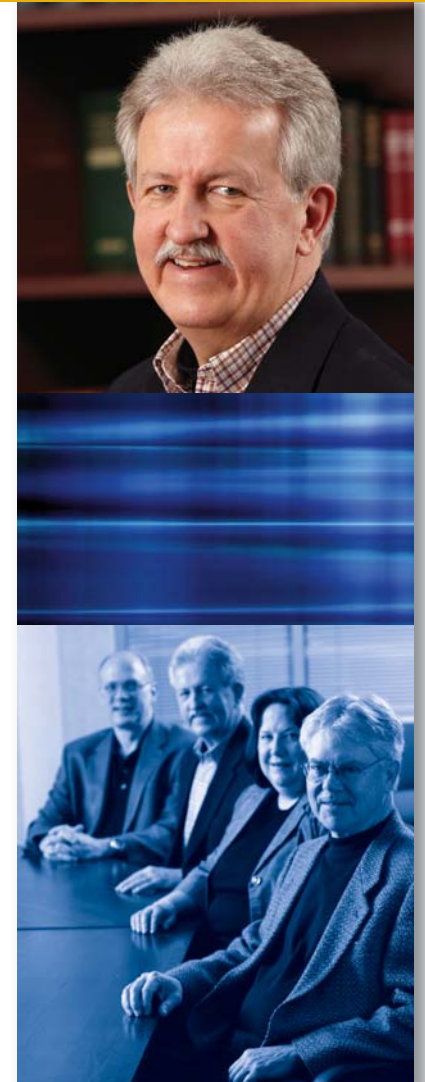
This perfectly describes our observations as we strive to stay one step ahead of the curve, listening to our customers, yes, but listening beyond their needs to future opportunities that may not even be apparent to them at this time.

What are those opportunities? And how will we meet them? Posing these two questions defines our role in modern Workers' Compensation. Answering them successfully, as we have worked hard to do in the past, will define our future.

The problem is, the past gives us only limited clues to what the future will bring. Still, those clues may be the most important of all because they don't center on technology or processes or even industry trends. They are the result of perspective – our perspective and that of our customers. And only by stepping into this perspective can we hope to see the trends that have the power to utterly change our industry.

Let me explain:

Throughout our history, but especially over the past decade and a half, cultivating a forward-looking perspective has been our number one priority. Long before companies decided they needed a webpage or an intra-net, we shared ideas with each other, some of them pipe-dreams, many of them uninspired hunches as to what the future would look like and what our role would be.



We asked questions of you, our customers and others. Questions like, "If you had your druthers, what would you like to see happen with this challenge or that?" We kept you focused on What, not How; on Results, not Process. Most of all, we wanted to hear your 'dream answers,' even if those dreams seemed out of reach. Figuring out the How would remain our responsibility.

As a result of our working this way, a good many of our innovations came to be and led to significant partnerships and collaborations (SPECTRUM™, ACCCT, CDX), improved efficiencies and accuracy (OAR, ManageUSR, Manage Policy, ACCEDE™), providing member insurers with research capabilities (ARROW), not to mention tremendous savings of time and money while providing superior flexibility (such as putting this Annual Report online).

What's more, while these innovations were transformative in and of themselves, they naturally created a culture in which our eyes were opened to the coming of new trends which, in turn, spurred further innovations.

That's what I mean by perspective. If we continue to look at a challenge from the same old viewpoint, we will never be able to see a solution beyond those we've already applied. Worse yet, we won't be in a position to even suspect that a sea-change may be approaching. But when we broaden our perspective, not limiting ourselves to what we think is possible, then we are truly acting in our customers' best interest. We are looking out for them even as they don't realize what they need to be looking out for.



PRESIDENT'S LETTER

AHEAD OF THE CURVE

Thomas Edison often remarked that he didn't care about the rules of physics. He needed to bend those rules to create inventions that were needed in his day as well as beyond his day to make life better for all of us. For Edison, it was never what was possible or impossible, but what was necessary in order to grow and improve for the future.

As we work to be the best source of information and systems for you, we strive to apply this perspective to everything we do ... and that's a candle worth lighting.

In this spirit, I am again reminded of our mission statement:

AS THE PREFERRED PROVIDER OF QUALITY MINNESOTA WORKERS' COMPENSATION INFORMATION, WE ARE COMMITTED TO DEVELOPING PRODUCTS, SERVICES AND MARKETS THAT MEET OUR CUSTOMERS' EVOLVING NEEDS, AND TO PROVIDING A WORK ENVIRONMENT RICH IN OPPORTUNITIES FOR PERSONAL AND PROFESSIONAL GROWTH.

We are the Minnesota Workers' Compensation Insurers Association, a quality provider of information and services.



Bruce A. Tollefson

President



STATE OF THE MARKET

If you want change,
you have to make it.
If we want progress
we have to drive it.

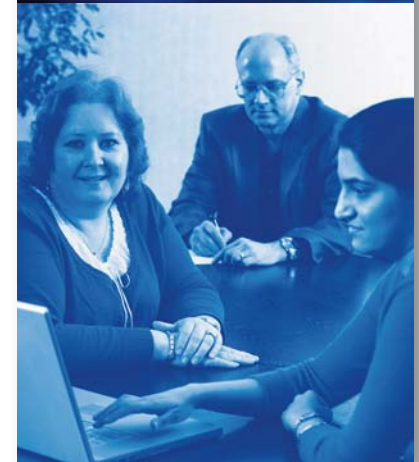
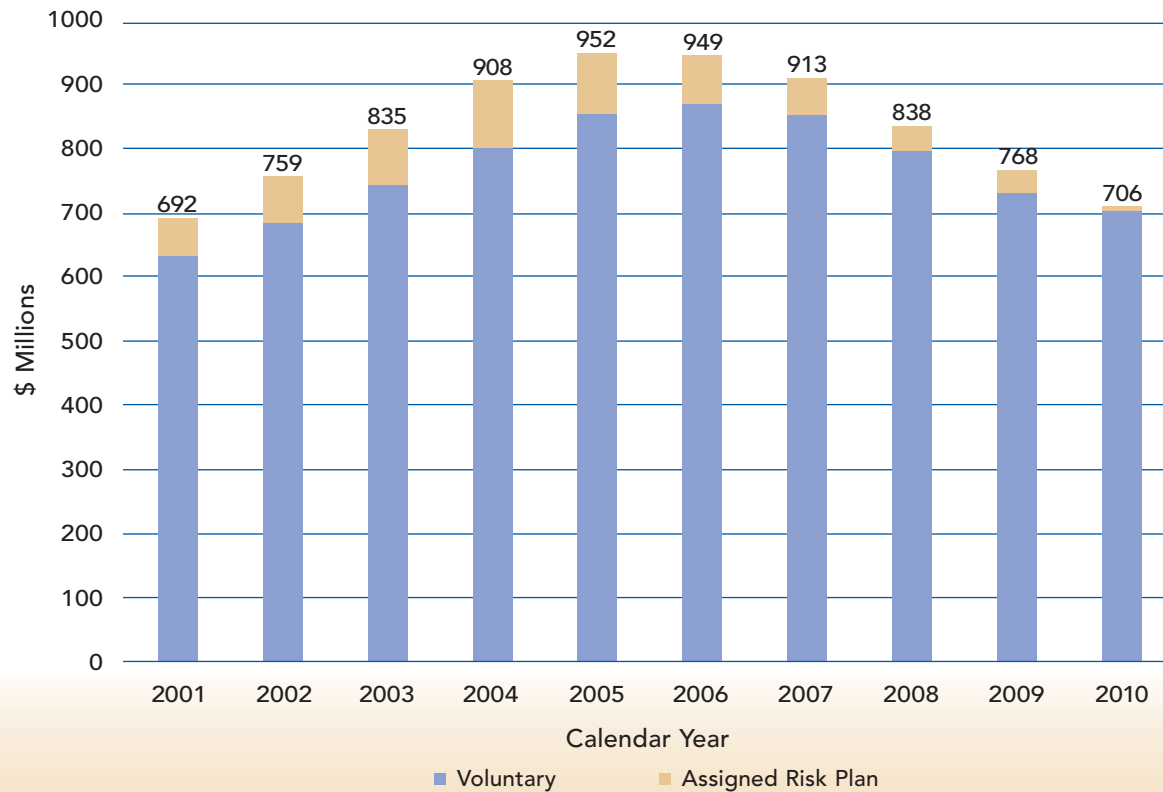
SUSAN RICE

The Minnesota workers' compensation insurance market continues to be relatively healthy, and expected costs tend to be fairly predictable. Premium continues to slide in the difficult economy, and although resulting loss ratios have been climbing recently, they are still at reasonable levels. Case frequency has stabilized, and carriers are continuing to release indemnity reserves at a consistent rate. But the medical portion of the loss dollar bears watching: although severity increases have slowed considerably, significant medical reserve strengthening continues.



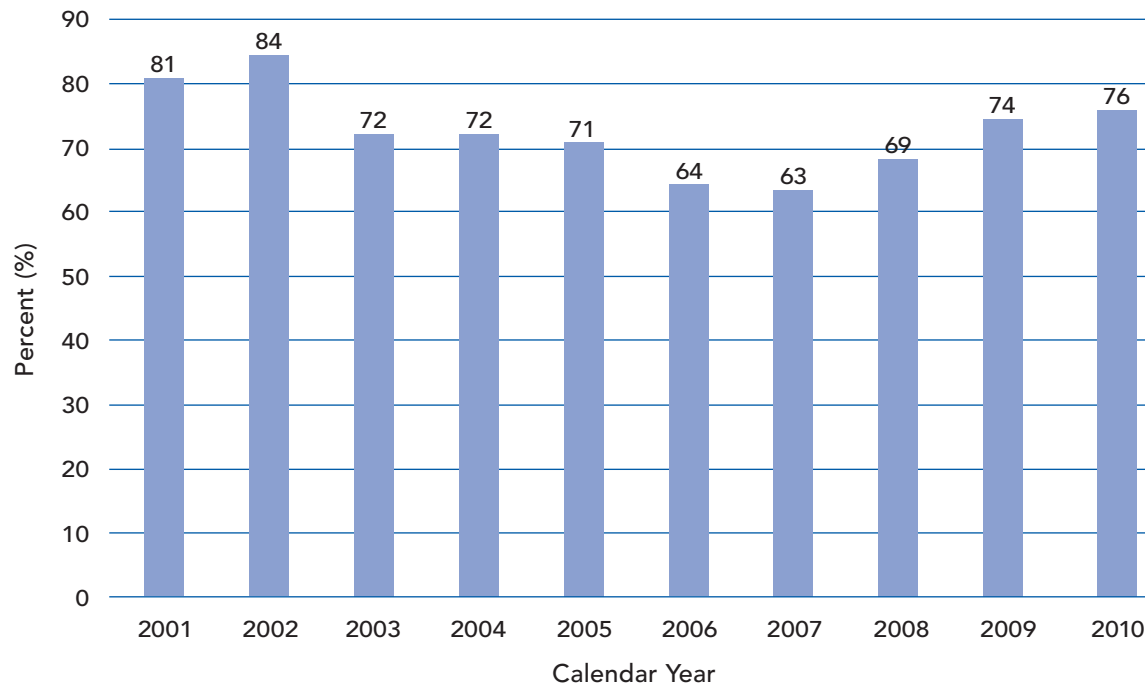
DIRECT EARNED PREMIUM

Insured premium levels have decreased over 25% since 2005. Voluntary market premium is at its lowest level in nine years, and residual market depopulation has lowered the assigned risk premium level almost 70% since 2004.



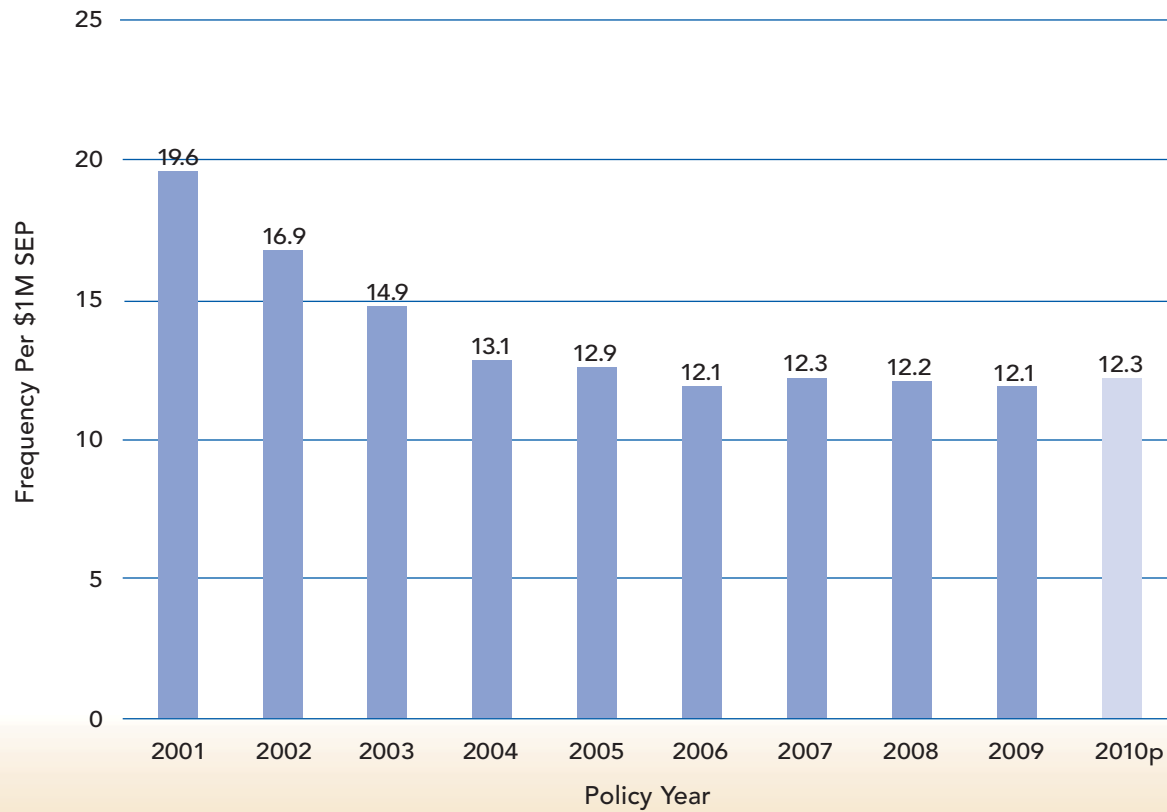
CALENDAR YEAR LOSS RATIOS

From a historical low three years ago, voluntary market loss ratios have begun to increase. The 2010 ratio is about 20% higher than its 2007 counterpart.



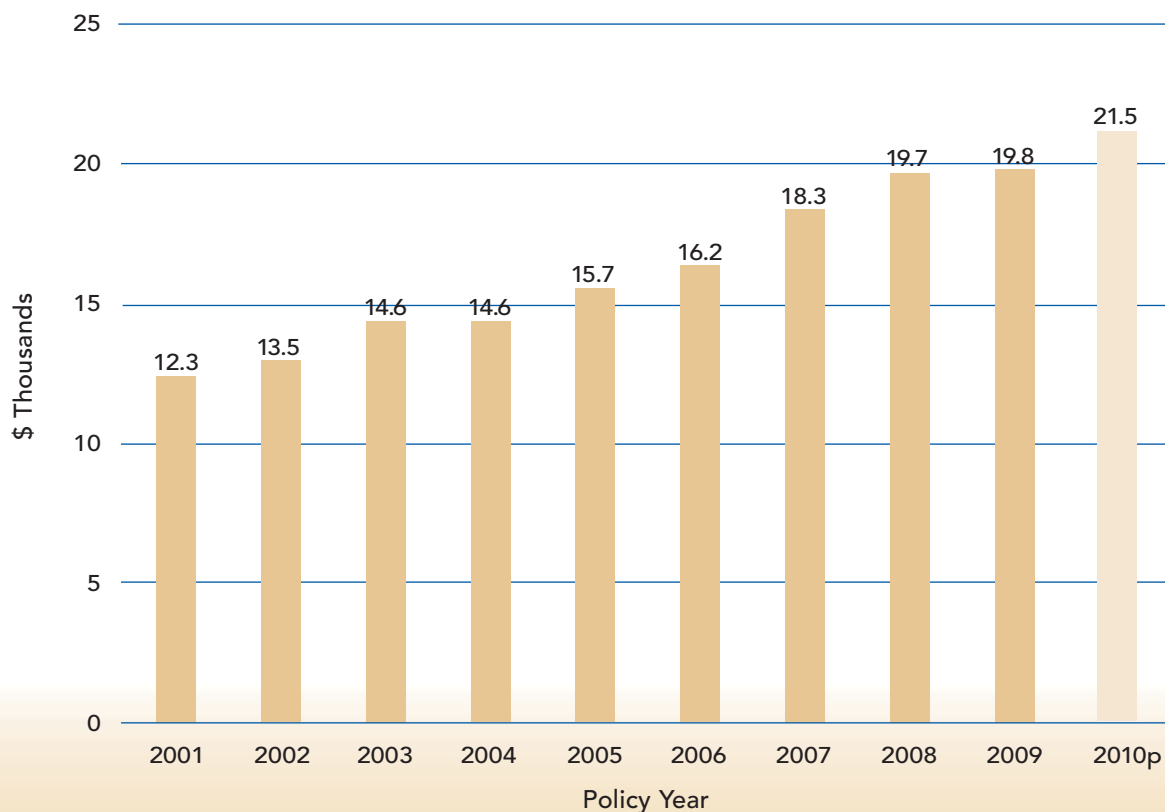
LOST-TIME FREQUENCY

Average lost-time case counts have continued to be very stable. The significant decreases in the early 2000s have given way to five years of essentially unchanged frequency levels.



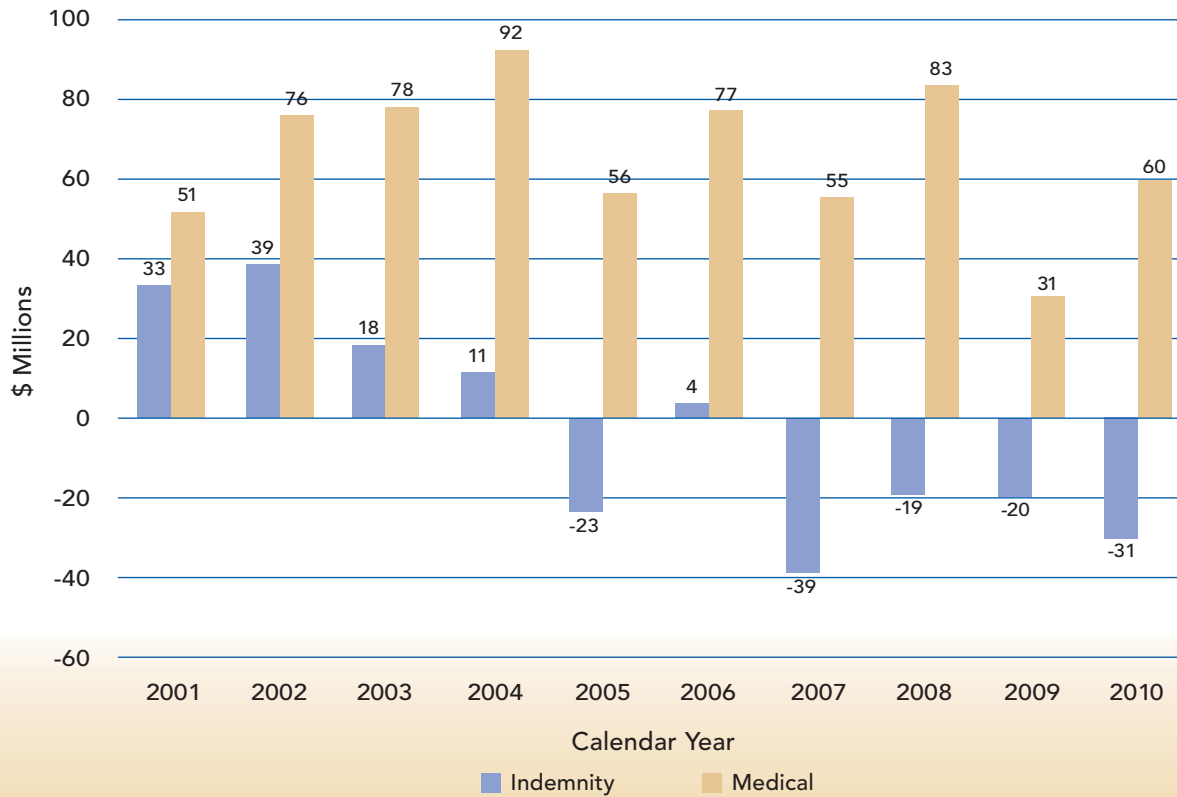
LOST-TIME MEDICAL PAID+CASE SEVERITY


Average case incurred medical costs associated with lost-time injuries continue to increase, but at a much lower rate. Severities have been growing at slightly less than 6.5% per year since 2001.



CASE RESERVE CHANGES

While there continues to be substantial indemnity case reserve reductions – 13.5% since 2004 – carriers continue to increase medical case reserves at a significant rate: the current medical reserve level is nearly 145% higher than its 2000 counterpart – and now stands at close to 58% of total case reserves on the carriers’ books.





**Management is efficiency
in climbing the ladder
of success; leadership
determines whether
the ladder is leaning
against the right wall.**

STEPHEN R. COVEY

OPERATIONS

In 2011, MWCIA Operations Services focused on improving the accuracy and timeliness of data quality while seeking ways to add value to member carriers and other industry stakeholders through enhanced products, services, education and communications as follows:

MANAGE POLICY SYSTEM: This feature-rich system allows carriers to submit policy data electronically through our website. Manage Policy System helps member carriers manage their own policy data by being able to resolve coverage issues, address policy errors and verify records online. In August 2011, MWCIA released the new Manage Policy System.

Elimination of Hard Copy Policy Data Submissions: In November 2011, MWCIA announced that effective July 1, 2012, MWCIA will accept only electronic submissions of policy data and that hard copy submissions will be rejected. Not only have we found that electronic transmissions improve timeliness and accuracy of collected data, they also improve efficiency and effectiveness for all parties.

MANAGE USR RELEASE 2: This web-based application allows registered data providers to manage USR data submissions online. The Data Provider feature has the ability to create new USR's as well as make replacements, corrections, subsequent reports and revisions to unsubmitted data.

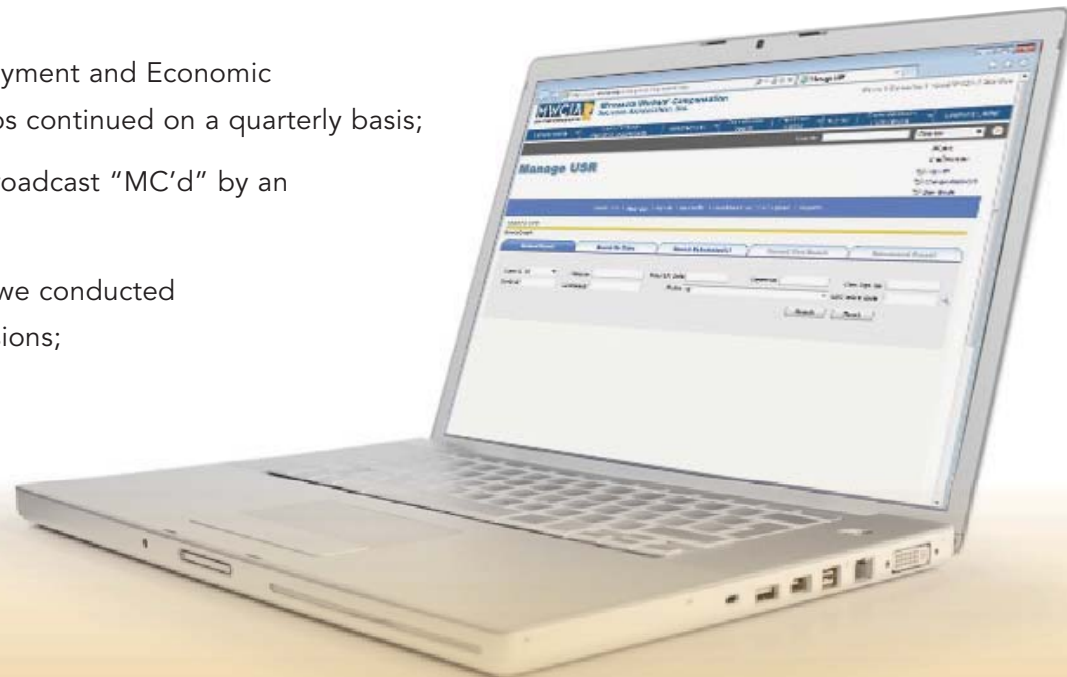
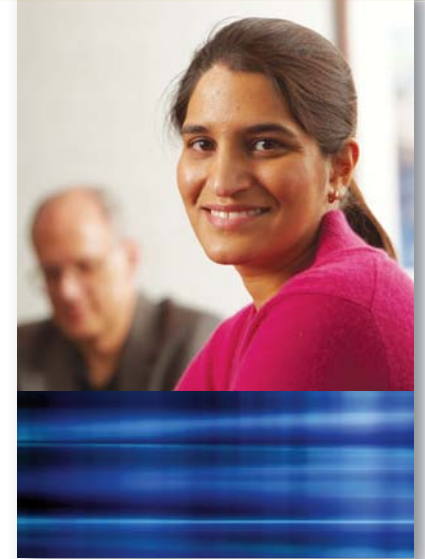


CARRIER DATA QUALITY REPORT: In March 2011, MWCIA distributed carrier data quality reports for data received or due in 2010. In doing so, we were able to provide carriers with useful feedback regarding the quality and timeliness of the data they submitted in the previous year.

MWCIA EDUCATION AND INFORMATIONAL PRESENTATIONS:

2011 marked a significant up-tick in the education and training arenas as follows:

- Sponsored by Minnesota Independent Insurance Agents & Brokers (MIIAB), MWCIA staff conducted formal WC presentations to the agency (CE credit certified) and employer community;
- Participation in Minnesota Department of Employment and Economic Development (DEED). New Employer Workshops continued on a quarterly basis;
- MWCIA participated in a 30 minute WC radio broadcast “MC’d” by an independent agent;
- At the request of various agencies and carriers, we conducted individualized WC training and educational sessions;
- MWCIA continued its presence at industry conventions and meetings (MIIAB, PIA), providing education through Q&A’s and distribution of WC educational materials.



Additional operational services include the following:

ON-LINE ASSIGNED RISK PLAN APPLICATION (OAR): OAR is web-based software that allows Minnesota Assigned Risk Applications to be submitted electronically, significantly improving efficiency and accuracy.

MCPAP CREDIT FACTOR APPLICATIONS: The MCPAP Credit Factor Application is web-based, allowing a contractor or agent to complete an electronic application.

ASSIGNED RISK PLAN DEPOP DOWNLOAD AND SEARCH FUNCTIONS:

These web-based applications are continually enhanced to include merit rating information and providing additional and useful information to member carriers and agents.

MWCIA CROSS INDEX: The website includes a Cross Index for Minnesota Endorsement and the Workers' Compensation Insurance Organization (WCIO) WCPOLS Record Type Codes. This allows a carrier to easily determine whether an endorsement contains information required to be reported via WCIO WCPOLS and if so, where the Record Type Code specifications are located in the WCIO WCPOLS Manual.

We remain focused on providing timely, informative and educational communications to our members and customers by continuing to design electronic documents (Circular Letters, Manuals, Newsletters and Brochures) that are easily accessed through our website.

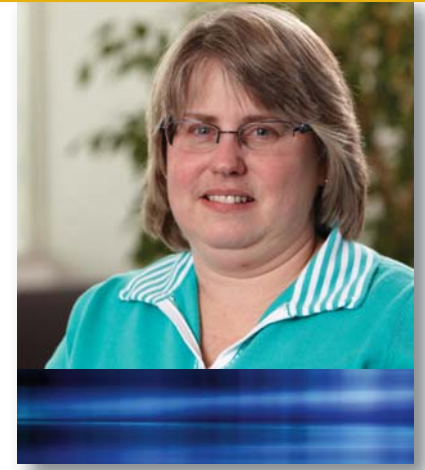


Additional examples of how we communicate with our members, customers and the public are:

COMPASK: CompAsk is a web-based product of inquiries MWCIA receives from the insurance community (employers, agents, and carriers). As the content changes over time, old information is archived in the Learning Center to make room for the new content. This allows us to retrieve information as needed.

MWCIA CIRCULAR LETTERS: Our Circular Letters provide official notification to our members and customers regarding such things as filings that have been approved or orders given by the Department of Commerce. The goal is to provide timely information on important changes that may have a direct impact on member and customers businesses. The Circular Letters are written by the MWCIA staff and are posted on our website.

MWCIA BROCHURES: We continue to publish web-based brochures to educate and inform members and customers on a wide range of topics. Recent titles include "Understanding Experience Rating", "How To Complete Minnesota's Workers Compensation Assigned Risk Plan Application" and "Minnesota Contractor's Premium Adjustment Program."



ACTUARIAL SERVICES

RATEMAKING REPORT

We strive to release the Ratemaking Report as early as possible so that our members will have sufficient time to review its findings and determine their own pricing for the coming 12-month cycle. This year, we were able to release the Report on August 12.

As displayed in the accompanying chart, the pure premium base rate level decreased 2.7 percent this year. By specific industry, this breaks down as follows:

Manufacturing	-0.9%
Contracting	-4.8%
Office & Clerical	-5.4%
Goods & Services	-2.0%
Miscellaneous	-1.3%

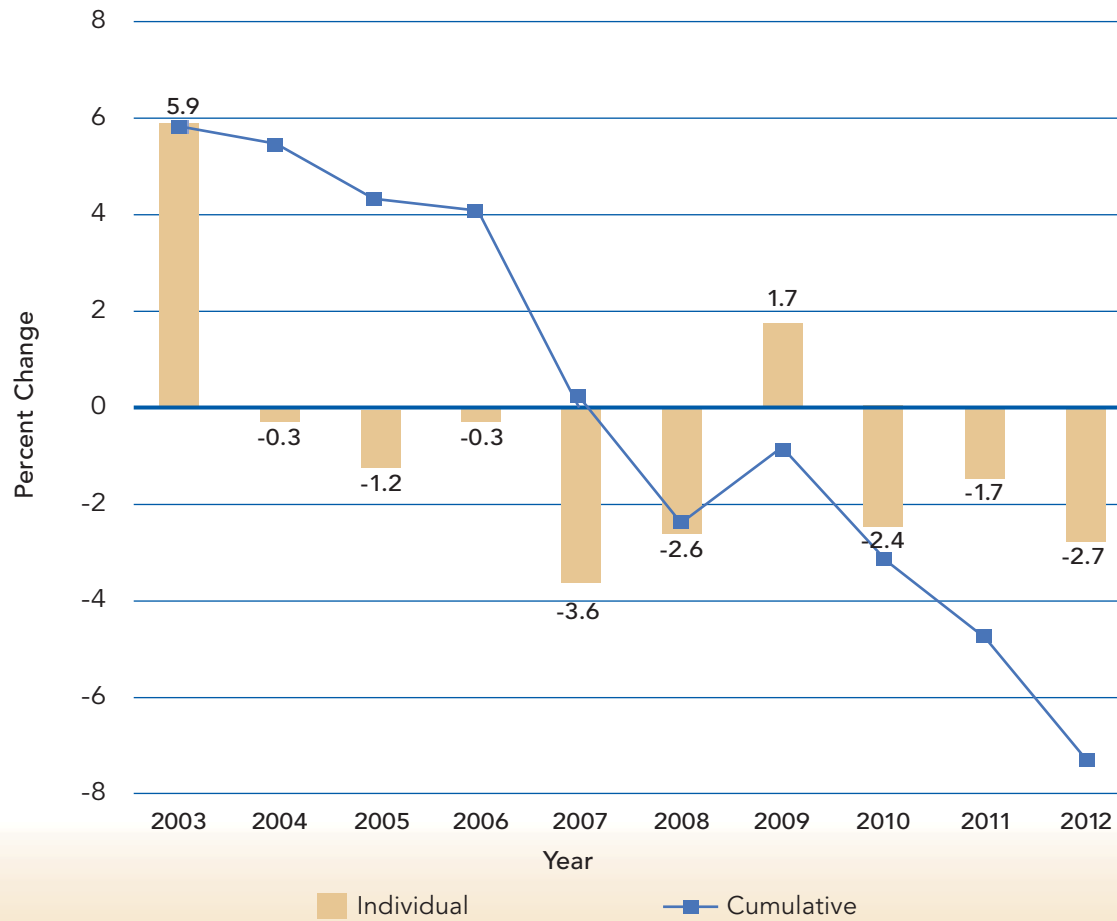
The pure premium base rate level continues to demonstrate strong stability. In the last ten years, the level has experienced eight decreases and two increases. On average, 2012 base rates are 7.3 percent lower than their 2002 counterparts.

ACTUARIAL

MWCIA's Actuarial and Information Technology departments continue to work hand-in-hand to develop and refine valuable resources for the industry. From internal research and production software such as TRACER and XRAY to external tools like ARROW and ACCEDE™, we continue to pursue more efficient methods to collect and analyze carrier data.



PURE PREMIUM BASE RATE CHANGES 2003-2012



ARROW

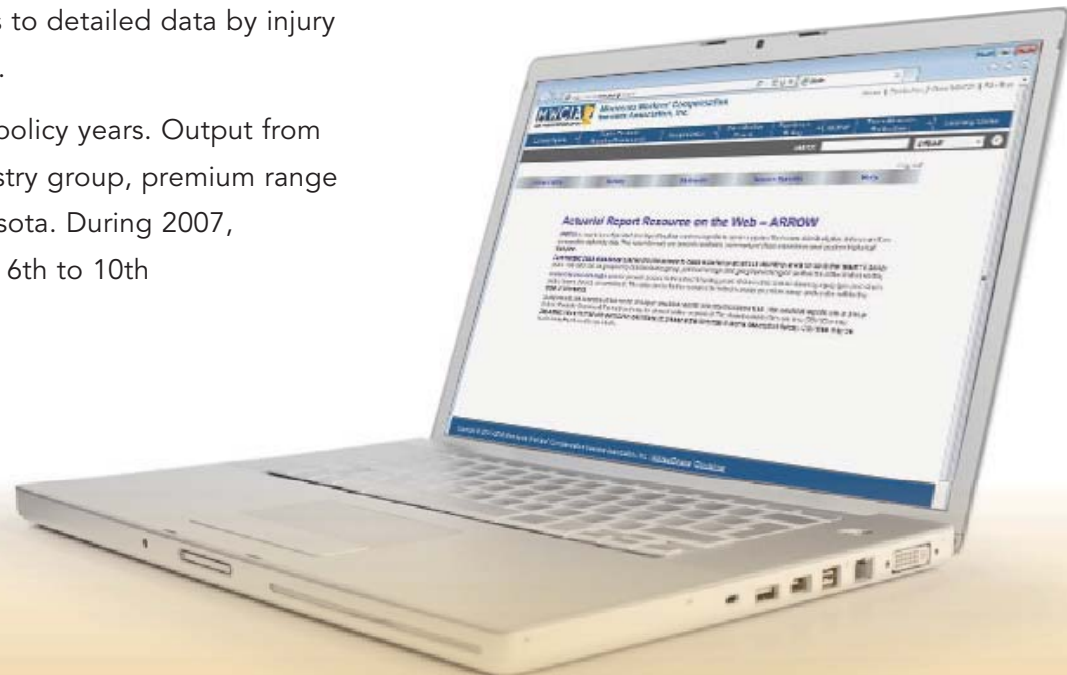
ARROW (Actuarial Report Resource on the Web), is a web-based product developed to allow carriers to perform queries against their own statistical plan data as well as comparative statewide data.

Two report formats are currently available: Summarized Class Experience and Custom Historical Triangles.

Summarized Class Experience queries provide access to class experience at various report levels.

Custom Historical Triangles queries provide access to detailed data by injury type and claims status (open, closed or combined).

Both data sets are available through the latest 10 policy years. Output from both report formats can be grouped by class/industry group, premium range and geographical region within the state of Minnesota. During 2007, ARROW was updated to include the display of the 6th to 10th reporting levels of data.



ACCEDE™

MWCIA's financial data reporting tool, ACCEDE™ (Automated Carrier Call Entry and Data Edit), continues to provide a flexible tool to members to summarize, edit and submit aggregate data.

ACCEDE™ Online is a web-based product which allows users to directly input their Excel data and upload the completed file, significantly simplifying the overall reporting process.

Currently, with the assistance of the IT Department, Actuarial staff is developing a two-phase upgrade of ACCEDE™ Online. Phase 1 will be implemented in 2012 and will include an online Acknowledgment Form, the new Large Loss Call as requested by the WCRA, an expansion to the new Loss Cost Multiplier screen, and other enhancements made to streamline the program. Phase 2 will be implemented in 2013 and will include a complete rewrite of the program to upgrade the internal processes to current technologies, in addition to making the online features more robust.

TRACER

The internal TRACER (Tool for Ratemaking, Analysis of Class Experience and Research) engine continues to provide staff with growing flexibility for all class ratemaking processes. TRACER is used to produce class rate relativities, and affords staff comprehensive tools for thorough class ratemaking research and sensitivity testing.

TRACER was recently updated to produce pure premium rates based on the new likely/not-likely loss development methodology. This ratemaking enhancement is consistent with NCCI procedural changes being implemented nationwide.



XRAY

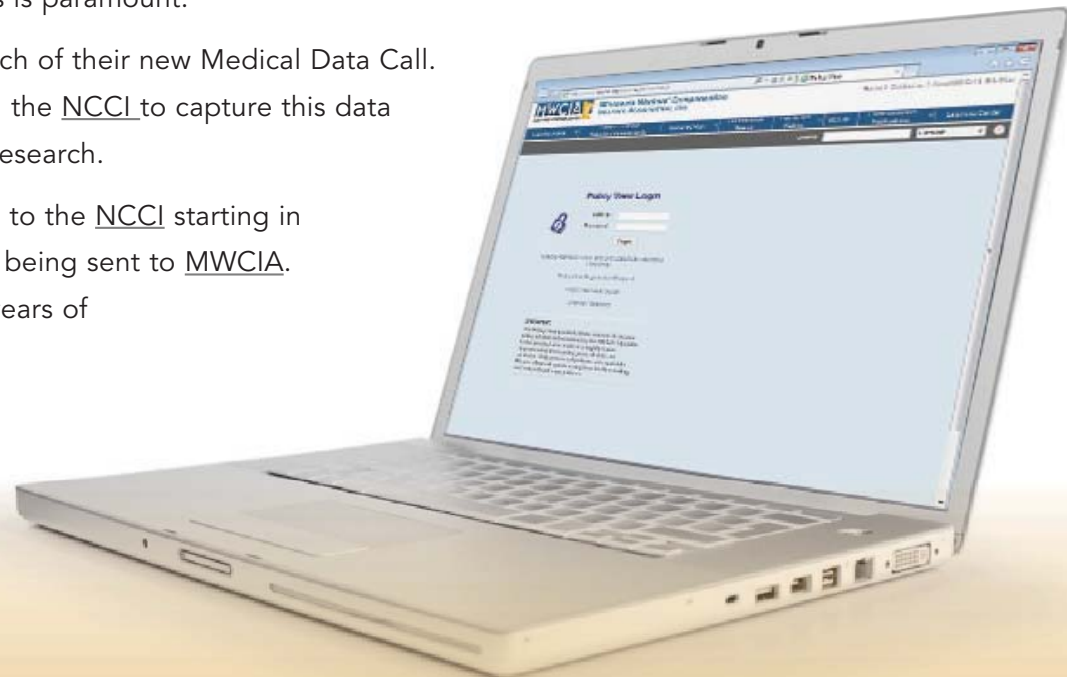
XRAY (Experience Rating Analysis Yardstick) was designed to evaluate the effectiveness of the Minnesota Workers' Compensation experience rating plan. XRAY continues to be used to test the plan's parameters, forecast distributions of outcomes and perform sensitivity testing.

MEDICAL DATA CALL

One of MWCIA's core activities is the analysis and pricing of proposed state legislation. Over 60 percent of Minnesota workers' compensation benefits are attributable to medical costs, so the need for a robust resource to assist MWCIA in reviewing and evaluating medical benefit change alternatives is paramount.

In November, 2007, the NCCI announced the launch of their new Medical Data Call. MWCIA followed suit last year and contracted with the NCCI to capture this data and provide detail and summaries for review and research.

Beginning with the medical transactions submitted to the NCCI starting in the third quarter of 2010, semi-annual extracts are being sent to MWCIA. Eventually, these extracts will build up to five full years of medical services. And by archiving the oldest six months of services from each prior five year extract, we plan to compile up to ten full years of medical service data. With that information, we will be able to develop triangles and affect other analyses.



INFORMATION TECHNOLOGY

ONLINE ASSIGNED RISK (OAR)

The Online Assigned Risk (OAR) web application, developed for the Minnesota Workers' Compensation Assigned Risk Program (MWCARP) in 2007, allows agents and employers to complete Assigned Risk applications online and make electronic payment.

OAR processing continues to gain momentum (approximately 74 percent of approved applications in 2011), as the table below indicates:

Description	OAR Count	Paper Count
Assigned	5681	2005
Returned	2457	210



ACCEDE™

In 2012, ACCEDE™ will be enhanced to collect the new Large Loss Call. Other enhancements will include electronic submission of annual acknowledgement forms, improved handling of error explanations and automated reconciliation with Department of Commerce data. In addition, ACCEDE™ has been integrated into the new Web Membership system.

CONTACT MANAGEMENT SYSTEM

The customization of the Microsoft CRM software continued in 2011 with the integration of additional data sources, including IT and general accounting vendors. The CRM system is a key component in a broad strategy to integrate contact data from our website, independent contact repositories, Microsoft Outlook, Active Directory and mobile devices.

IMAGING SYSTEM

In 2011, we upgraded the software for the Indiciium imaging system.

MANAGE POLICY SYSTEM (MPS)

In August, MWCIA introduced its new Manage Policy System online. Using parameter-driven screens and a rich palette of functions, member carriers can now manage the electronic and hard-copy policy data that they submit to MWCIA. Among other things, carriers can now create, validate, and submit policy transactions, respond interactively to errors and verify coverage. Depending on the volume and type of data submitted, bureau responsiveness is near-time.

The Manage Policy System replaces Policy View, which was retired in November 2011.



TEST AUDIT

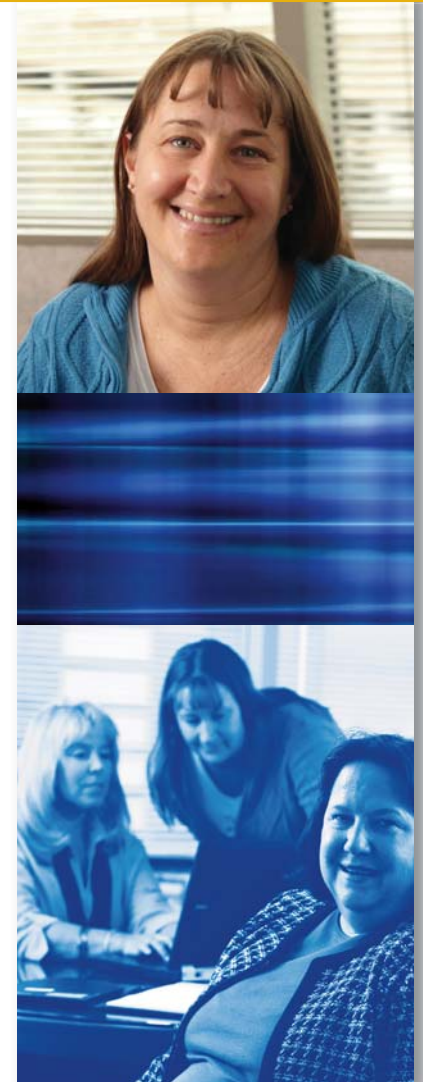
Effective January 2012, we completed the integration of internal Test Audit software with the Nexus test audit system, allowing auditors to work remotely and then synchronize their work online. Moreover, the Nexus system includes robust tools for audit data collection and management, letter generation and workflow. Internal systems have also been enhanced to automatically track corrected unit reports, generate follow-up letters and store audit documents in the MWCIA imaging system.

WEB MEMBERSHIP SYSTEM

In August, MWCIA introduced the new Web Membership system which allows carrier groups to manage their own accounts for MWCIA web products. (Web Membership accounts are required in order to use the Manage Policy System and ACCEDE™). As time goes on, other MWCIA web products will be integrated into the Web Membership system.

WEBSITE DATABASE CONVERSION

Over this past year, MWCIA updated the database management systems we use on the website. All software applications now use SQL Server 2005.



COLLABORATIONS



**Innovation distinguishes
between a leader
and a follower.**

STEVE JOBS

COLLABORATIONS

COLLABORATIONS

MWCIA fulfills many roles to meet many needs. We are able to achieve this, not only through our own products and services, but because we have joined hands with a number of other associations and organizations in our industry. Indeed, it is in this spirit of collaboration that we have realized some of our greatest breakthroughs and have played a role in the advancement of our industry overall.

ACCCT

The American Cooperative Council on Compensation Technology (ACCCT) is comprised of the state workers' compensation data collection organizations in California, Massachusetts, Michigan, Minnesota, New York, North Carolina, Pennsylvania/Delaware, Wisconsin, New Jersey and the Insurance Service Office. ACCCT's products include:

- **BEEP™ (Bureau Entry and Edit Package)** allows carriers and reporting organizations to transmit unit statistical information between any state insurance advisory and/or rating organization that is a BEEP™ member. A web-enabled BEEP™ product is available allowing the electronic storage and transmission of unit statistical data.
- **PEEP™ (Policy Entry and Edit Package)** allows policy reporting organizations to electronically enter, edit and transmit policy information to a Data Collection Organization. Fully operational PEEP™, like BEEP™, is totally web-based.



COLLABORATIONS

CDX (COMPENSATION DATA EXCHANGE)

Developed in 2003, this data super highway accelerates the secure, electronic transmission of data between member insurers and Data Collection Organizations. A number of ACCCT Partners are also making use of the Experience Mod Worksheet capability available through CDX.

SPECTRUM™ PARTNERS, LLC

Spectrum Partners, LLC has developed an internal relational database operating system that serves as the foundation for many products and services.

The Spectrum suite of products continues to grow. The on-going success of Spectrum can be attributed to a strong partnership of the following state associations:

- Minnesota
- New York
- Massachusetts
- Wisconsin
- North Carolina



COLLABORATIONS

ADDITIONAL RELATIONSHIPS

MWCIA is an active participant in national organizations such as:

- WCIO (Workers' Compensation Insurers' Organization) chartered in 1995 to develop uniformity of standards with respect to forms, electronic transmissions, filings and other tools and systems necessary to the industry.
- IAIABC (International Association of Industrial Accident Boards and Commissions)
- IDMA (Insurance Data Management Association)

Our extended relationships and audiences also include the Minnesota Department of Commerce, the Minnesota Department of Labor and Industry, as well as the Minnesota Workers' Compensation Reinsurance Association (WCRA), which was founded in 1979 to provide low-cost reinsurance for Minnesota insurers and self-insurers. MWCIA Actuary, Craig Anderson, has served on the WCRA's actuarial committee since its inception.

Whenever we are able to provide assistance, technical or otherwise, to any organization in the workers' compensation arena, we strive to assist that organization's ability to better serve its audiences.

Indeed, it is through this cooperation and overlap among our fellow state associations, government and regulatory bodies, our members, and our internal departments that our capabilities have continued to evolve in leaps and bounds. What's more, in the process, we truly further the core of our mission to be the "quality provider of information and services."



DOCUMENTING RESULTS

**Do not follow where
the path may lead.
Go instead where there
is no path and
leave a trail.**

HAROLD R. MCALINDON

FINANCIALS & STATISTICS

POLICY REVIEW/POLICY ENTRY

An important activity of the Association is the capture of policy coverage information and the management of the Insurance Coverage Verification System (ICVS). The ICVS function provides the Department of Labor and Industry with computer-generated online information on workers' compensation insurance coverage and eliminates the carriers' obligation to file notifications of coverage and cancellation with the Department. In 2011, a total of 130,060 policies were collected with 96% of those being collected electronically. Click [here](#) if you are interested in viewing additional information on the number of policies, endorsements and cancellations processed by MWCIA during 2011.

UNIT STATISTICAL PLAN

Unit Statistical Plan data is collected, processed, and tabulated for use in developing the classification data with the Association's Annual Ratemaking Report. During 2011, a total of 156,589 reports were collected.



REVENUE AND EXPENSES

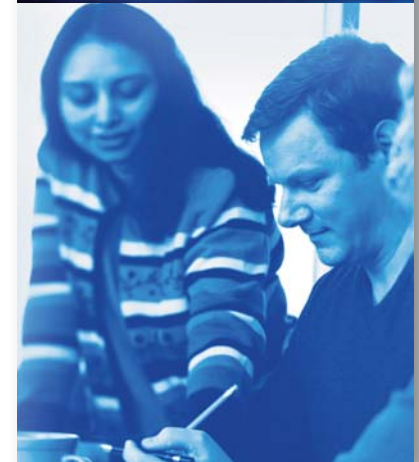
MWCIA had revenues of \$7,891,482 of which \$6,896,523 were collected through the assessment process. Click [here](#) to view the breakdown of revenues and expenses.

INSOLVENT FUND ACCOUNT

The Association continues to make regular payments to claimants of Security Casualty Company of Chicago. No assessments were levied in 2011.

FINES

The Association has a fining procedure for delinquent unit statistical reports. This procedure generated \$77,198 in 2011.



POLICY REVIEW/POLICY ENTRY

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	Assigned Risk	Voluntary Market	Totals
Policies (paper)	85	5,648	5,733
Policies (electronic)	25,772	98,555	124,327
Endorsements (paper)	13	48,281	48,294
Endorsements (electronic)	200,976	718,605	919,581
Cancellations (paper)	10	3,792	3,802
Cancellations (electronic)	14,477	55,054	69,531
Subtotals	241,333	929,935	1,171,268



MERIT RATING

Minnesota statutes require that all Assigned Risks not eligible for experience rating must be subject to a Merit Rating Plan developed by the Department of Commerce. A total of 21,169 files were published for Merit Rating in 2011. The 2011 Merit Ratings were distributed as indicated on the chart below.

Merit Rating Factor	Number of Assigned Risk Files
0.67	19,227
0.90	1,482
1.00	410
1.10	50



EXPERIENCE RATING

During 2011, we continued our activities in connection with the experience rating of employers. 23,884 Minnesota intrastate experience ratings were published, including revisions. The 2011 breakdown of current Minnesota intrastate ratings by modification factor is as follows:

Total Ratings between 0.01 & 0.49	0
Total Ratings between 0.50 & 0.59	0
Total Ratings between 0.60 & 0.69	9
Total Ratings between 0.70 & 0.79	82
Total Ratings between 0.80 & 0.89	2,257
Total Ratings between 0.90 & 0.99	13,708
Total Ratings between 1.00 & 1.09	2,301
Total Ratings between 1.10 & 1.19	2,126
Total Ratings between 1.20 & 1.29	1,450
Total Ratings between 1.30 & 1.39	794
Total Ratings between 1.40 & 1.49	518
Total Ratings between 1.50 & 1.59	267
Total Ratings between 1.60 & 1.69	153
Total Ratings between 1.70 & 1.79	98
Total Ratings between 1.80 & 1.89	31
Total Ratings between 1.90 & 1.99	40
Total Ratings greater than 1.99	50

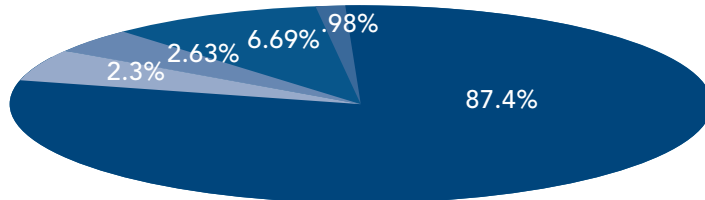


REVENUE AND EXPENSES

MWCIA had revenues of \$7,891,482 of which \$6,896,523 was collected through the assessment process.

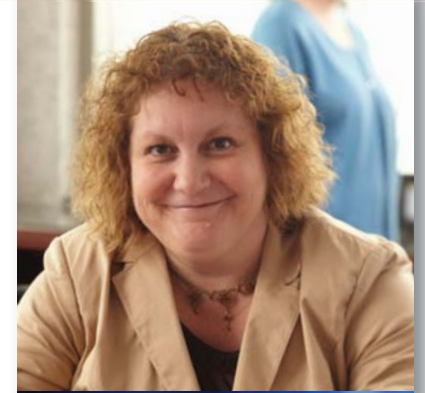
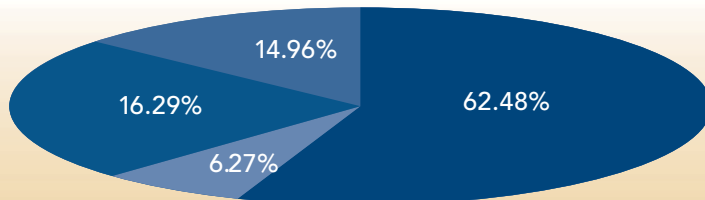
Revenues

Assessments	6,896,523	87.4%
Contract Services	527,814	6.69%
USP Fines	77,198	.98%
Other	207,834	2.63%
Paper Processing	182,113	2.3%
Total	7,891,482	100%



Expenses

Compensation	4,613,872	62.48%
Management, General and Other	1,203,162	16.29%
Management Information Systems	1,104,276	14.96%
Rent & Utilities	463,037	6.27%
Total	7,384,347	100%



COMMITMENTS AND CONTINGENCIES

Future lease and rent obligations have continued to drop, with future lease obligation of \$1,787,465 for 2012 and forward.

2012	137,381.00
2013	225,979.00
2014	213,085.00
2015	214,600.00
2016	203,891.00
Thereafter	1,787,465.00



OUR MEMBERS

**The very essence of leadership
is that you have to have vision.
You can't blow
an uncertain trumpet.**

THEODORE M. HESBURGH

OUR MEMBERS

ACCIDENT FUND COMPANY OF AMERICA
 Accident Fund General Insurance Company
 Accident Fund Insurance Company of America
 Accident Fund National Insurance Company
 CompWest Insurance Company
 United Wisconsin Insurance Company

ACE LIMITED

Ace American Insurance Company
 Ace Fire Underwriters Insurance Company
 Ace Property & Casualty Insurance Company
 Bankers Standard Fire & Marine Company
 Bankers Standard Insurance Company
 Century Indemnity Company
 Indemnity Insurance Company of North America
 Insurance Company of North America
 Pacific Employers Insurance Company
 Westchester Fire Insurance Company

ACUITY, A MUTUAL INSURANCE COMPANY

ADVANTAGE WORKERS COMPENSATION
 INSURANCE COMPANY

AETNA INSURANCE COMPANY OF CONNECTICUT

AFFILIATED FM INSURANCE COMPANY

ALASKA NATIONAL INSURANCE COMPANY

ALEA NORTH AMERICA INSURANCE COMPANY

ALLEGHANY HOLDINGS
 Capitol Indemnity Corporation
 Platte River Insurance Company

ALLIANZ GLOBAL RISKS US INSURANCE COMPANY

ALLIED WORLD REINSURANCE COMPANY

ALLSTATE INSURANCE GROUP
 Allstate Indemnity Company
 Allstate Insurance Company
 Allstate Property & Casualty Insurance Company
 Northbrook Indemnity Company

AMERCO
 Republic Western Insurance Company

AMERICAN CENTENNIAL INSURANCE COMPANY

AMERICAN CONTRACTORS INSURANCE GROUP
 ACIG Insurance Company

AMERICAN EMPIRE INSURANCE COMPANY

AMERICAN FAMILY MUTUAL INSURANCE GROUP

AMERICAN FUJI FIRE & MARINE INSURANCE COMPANY

AMERICAN NATIONAL PROPERTY & CASUALTY COMPANY

AMERICAN PET INSURANCE COMPANY

AMERICAN RELIABLE INSURANCE COMPANY

AMERICAN ROAD INSURANCE COMPANY

AMERICAN SAFETY CASUALTY INSURANCE COMPANY

AMERICAN SENTINEL INSURANCE COMPANY

AMERICAS INSURANCE COMPANY

AMERISAFE, INCORPORATED
 American Interstate Insurance Company

AMERISURE COMPANIES
 Amerisure Insurance Company
 Amerisure Mutual Insurance Company

AMTRUST FINANCIAL COMPANY
 Milwaukee Casualty Insurance Company
 Security National Insurance Company, Inc.
 Technology Insurance Company
 Wesco Insurance Company

APCAPITAL INCORPORATED
 American Physicians Assurance Corporation
 AP Specialty Insurance Corporation

ARCH INSURANCE GROUP
 Arch Indemnity Insurance Company
 Arch Insurance Company
 Arch Reinsurance Company

ARGONAUT INSURANCE GROUP
 Argonaut Great Central Insurance Company
 Argonaut Insurance Company
 ArgonautMidwest Insurance Company
 Rockwood Casualty Insurance Company

ARROWWOOD INDEMNITY COMPANY



OUR MEMBERS

ATLANTIC MUTUAL INSURANCE GROUP
Atlantic Mutual Insurance Company
Centennial Insurance Company

AUSTIN MUTUAL INSURANCE COMPANY

AUTO-OWNERS INSURANCE GROUP
Auto-Owners Insurance Company
Owners Insurance Company

AXA CORPORATE SOLUTIONS GROUP
AXA Insurance Company
Coliseum Reinsurance Company

AXIS U.S. INSURANCE
AXIS Insurance Company
AXIS Reinsurance Company

BALDWIN AND LYONS INCORPORATED
Protective Insurance Company
Sagamore Insurance Company

BANCINSURE, INCORPORATED

BENCHMARK INSURANCE COMPANY

BERKSHIRE HATHAWAY
Berkshire Hathaway Homestate Insurance Company

BROTHERHOOD MUTUAL INSURANCE COMPANY

BURLINGTON INSURANCE GROUP
First Financial Insurance Company

CATERPILLAR INSURANCE COMPANY

CENTRE INSURANCE COMPANY

CENTURION CASUALTY COMPANY

CHARTIS INSURANCE GROUP
AIU Insurance Company
American Home Assurance Company
Chartis Property Casualty Company
Commerce & Industry Insurance Company
Granite State Insurance Company
Illinois National Insurance Company
Insurance Company Of The State Of Pennsylvania
National Union Fire Insurance Company Pittsburgh
New Hampshire Insurance Company

CHEROKEE INSURANCE COMPANY

CHUBB GROUP OF INSURANCE COMPANIES
Chubb Indemnity Insurance Company
Chubb National Insurance Company
Executive Risk Indemnity Inc.
Federal Insurance Company
Great Northern Insurance Company
Pacific Indemnity Company
Vigilant Insurance Company

CHURCH MUTUAL INSURANCE COMPANY

CINCINNATI INSURANCE COMPANY
Cincinnati Casualty Company
Cincinnati Indemnity Company
Cincinnati Insurance Company

CLARENDON NATIONAL INSURANCE COMPANY

CNA INSURANCE GROUP
American Casualty Company of Reading Pennsylvania
Continental Casualty Company
Continental Insurance Company
National Fire Insurance Company of Hartford
Transportation Insurance Company
Valley Forge Insurance Company

COMPANION PROPERTY & CASUALTY INSURANCE GROUP
Companion Commercial Insurance Company
Companion Property & Casualty Insurance Company

COMPASS INSURANCE COMPANY

CONTINENTAL INDEMNITY COMPANY

COOPERATIVE MUTUAL INSURANCE COMPANY

COREPOINT INSURANCE COMPANY

CRUM & FORSTER INSURANCE GROUP
Crum & Forster Indemnity Company
North River Insurance Company
United States Fire Insurance Company

CUMIS INSURANCE SOCIETY, INCORPORATED

DAKOTA TRUCK UNDERWRITERS
Dakota Truck Underwriters
First Dakota Indemnity Company

DIAMOND INSURANCE COMPANY



OUR MEMBERS

EASTERN ALLIANCE INSURANCE GROUP
 Allied Eastern Indemnity Company
 Eastern Advantage Assurance Company
 Eastern Alliance Insurance Company

ELECTRIC INSURANCE COMPANY

EMC INSURANCE COMPANIES
 EMC Property & Casualty Company
 EMCASCO Insurance Company
 Employers Mutual Casualty Company
 Hamilton Mutual Insurance Company
 Union Insurance Company of Providence

EMPLOYERS PREFERRED INSURANCE COMPANY

ENDURANCE SPECIALTY GROUP
 Endurance Reinsurance Corporation of America
 Endurance Risk Solutions Assurance Company

ERIE INSURANCE GROUP
 Erie Insurance Company
 Erie Insurance Company of New York
 Erie Insurance Exchange
 Erie Insurance Property & Casualty Company
 Flagship City Insurance Company

EVEREST REINSURANCE GROUP
 Everest National Insurance Company
 Everest Reinsurance Company

FAIRFAX FINANCIAL INCORPORATED
 Clearwater Select Insurance Company
 Hudson Insurance Company
 Odyssey America Reinsurance Corporation

FARM BUREAU MUTUAL INSURANCE COMPANY
 Farm Bureau Property & Casualty Insurance Company
 Western Agricultural Insurance Company

FARMERS INSURANCE GROUP
 21st Century Advantage Insurance Company
 21st Century North American Insurance Company
 Farmers Insurance Exchange
 Mid-Century Insurance Company
 Truck Insurance Exchange

FEDERATED MUTUAL INSURANCE GROUP
 Federated Mutual Insurance Company
 Federated Service Insurance Company

FEDERATED RURAL ELECTRIC INSURANCE EXCHANGE

FIREMAN'S FUND INSURANCE COMPANIES
 American Automobile Insurance Company
 American Insurance Company
 Associated Indemnity Corporation
 Fireman's Fund Insurance Company
 National Surety Corporation
 San Francisco Reinsurance Company

FIRST NONPROFIT COMPANIES

FLORISTS MUTUAL INSURANCE COMPANY

FRANKENMUTH MUTUAL INSURANCE COMPANY

GATEWAY INSURANCE COMPANY

GENERAL REINSURANCE GROUP
 Fairfield Insurance Company
 General Reinsurance Corporation
 Genesis Insurance Company
 National Reinsurance Corporation

GENERALI UNITED STATES BRANCH

GERLING GROUP
 Global Reinsurance Corporation (US Branch)
 Global Reinsurance Corporation Of America
 HDI-Gerling America Insurance Company

GMAC GROUP HOLDINGS
 Integon National Insurance Company

GRANGE MUTUAL CASUALTY GROUP
 Grange Mutual Casualty Company
 Integrity Mutual Insurance Company
 Integrity Property & Casualty Insurance Company
 Trustguard Insurance Company

GRAY INSURANCE GROUP

GREAT AMERICAN INSURANCE GROUP
 Great American Alliance Insurance Company
 Great American Assurance Company
 Great American Insurance Company
 Great American Insurance Company of New York
 National Interstate Insurance Company

GREAT MIDWEST INSURANCE COMPANY

GREAT NORTHWEST INSURANCE COMPANY

GREATER NEW YORK MUTUAL INSURANCE COMPANY



OUR MEMBERS

GRINNELL MUTUAL GROUP

Grinnell Mutual Reinsurance Company
Grinnell Select Insurance Company

GUARD INSURANCE GROUP

Amguard Insurance Company
Eastguard Insurance Company
Norguard Insurance Company

GUIDEONE INSURANCE

Guideone Elite Insurance Company
Guideone Mutual Insurance Company

HANOVER INSURANCE GROUP

Allmerica Financial Benefit Insurance Company
Citizens Insurance Company of America
Hanover Insurance Company
Massachusetts Bay Insurance Company
Nova Casualty Company

HARCO NATIONAL INSURANCE COMPANY

HARLEYSVILLE MUTUAL INSURANCE COMPANY

Harleysville Insurance Company
Harleysville Lake States Insurance Company
Harleysville Mutual Insurance Company
Harleysville Preferred Insurance Company
Harleysville Worcester Insurance Company

HARTFORD INSURANCE GROUP

Hartford Accident & Indemnity Company
Hartford Casualty Insurance Company
Hartford Fire Insurance Company
Hartford Insurance Company of the Midwest
Hartford Underwriters Insurance Company
New England Insurance Company
Property & Casualty Insurance Company of Hartford
Sentinel Insurance Company, Ltd
Twin City Fire Insurance Company

HEALTH CARE INSURANCE RECIPROCAL

HIGHLANDS INSURANCE COMPANY

HOME INSURANCE COMPANIES

HORACE MANN INSURANCE GROUP

Horace Mann Insurance Company
Teachers Insurance Company

ICW GROUP

Insurance Company of the West

ILLINOIS CASUALTY COMPANY

IMPERIUM INSURANCE COMPANY

IMT MUTUAL HOLDING COMPANY

IMT Insurance Company
Wadena Insurance Company

INDIANA LUMBERMENS MUTUAL INSURANCE COMPANY

IOWA MUTUAL INSURANCE COMPANY

IRONSHORE INDEMNITY, INCORPORATED

KINGSWAY AMERICA, INC.

America Country Insurance Company
Lincoln General Insurance Company
Mendakota Insurance Company
Mendota Insurance Company

KNIGHTBROOK INSURANCE COMPANY

LANCER INSURANCE COMPANY

LAURIER INDEMNITY COMPANY

LIBERTY MUTUAL INSURANCE GROUP

American Economy Insurance Company
American Fire and Casualty Company
American States Insurance Company
Consolidated Insurance Company
Employers Insurance Company of Wausau
First Liberty Insurance Corporation
First National Insurance Company of America
General Insurance Company of America
Hawkeye-Security Insurance Company
Indiana Insurance Company
Liberty Insurance Corporation
Liberty Insurance Underwriters, Inc.
Liberty Mutual Fire Insurance Company
Liberty Mutual Insurance Company
LM General Insurance Company
LM Insurance Corporation
LM Property and Casualty Insurance Company
Midwestern Indemnity Company
Netherlands Insurance Company
Ohio Casualty Insurance Company
Ohio Security Insurance Company
Peerless Indemnity Insurance Company
Peerless Insurance Company
Safeco Insurance Company of America
Wausau Business Insurance Company
Wausau Underwriters Insurance Company
West American Insurance Company



OUR MEMBERS

LUMBERMENS MUTUAL GROUP

American Manufacturers Mutual Insurance Company
American Motorists Insurance
Lumbermens Casualty Insurance Company
Lumbermens Mutual Casualty Company

LUMBERMEN'S UNDERWRITING ALLIANCE

MADA INSURANCE EXCHANGE

MAIN STREET AMERICA GROUP (THE)

Spring Valley Mutual Insurance Company

MARKEL CORPORATION GROUP

FirstComp Insurance Company
Markel Insurance Company

MCM CORPORATION GROUP

Acceptance Casualty Insurance Company
Acceptance Indemnity Insurance Company
Occidental Fire & Casualty Company of North Carolina

MEADOWBROOK INSURANCE GROUP

Star Insurance Company

MEDMARC CASUALTY INSURANCE COMPANY

MEMIC INDEMNITY COMPANY

METLIFE AUTO & HOME GROUP

Economy Fire & Casualty Company

MHA INSURANCE COMPANY

MIC PROPERTY CASUALTY INSURANCE CORPORATION

MICHIGAN MILLERS MUTUAL INSURANCE COMPANY

MIDSTATES REINSURANCE CORPORATION

MIDWEST FAMILY MUTUAL INSURANCE COMPANY

MIDWEST INSURANCE COMPANY

MILLERS FIRST INSURANCE COMPANY

MITSUI SUMITOMO INSURANCE GROUP

Mitsui Sumitomo Insurance Company of America
Mitsui Sumitomo Insurance USA Inc.

MOTORISTS INSURANCE GROUP

Motorists Commercial Mutual Insurance Company
Wilson Mutual Insurance Company

MUNICH RE AMERICA CORPORATION GROUP

American Alternative Insurance Corporation
Munich Reinsurance America, Inc.

NATIONAL AMERICAN INSURANCE COMPANY

NATIONAL INDEMNITY GROUP

Atlanta International Insurance Company
National Indemnity Company
National Liability & Fire Insurance Company
Philadelphia Reinsurance Corporation

NATIONWIDE INSURANCE GROUP

Allied Property & Casualty Insurance Company
AMCO Insurance Company
Farmland Mutual Insurance Company
Freedom Specialty Insurance Company
National Casualty Company
Nationwide Affinity Insurance Company of America
Nationwide Agribusiness Insurance Company
Nationwide Mutual Fire Insurance Company
Nationwide Mutual Insurance Company
Nationwide Property & Casualty Insurance Company

NAU COUNTRY INSURANCE COMPANY

OLD REPUBLIC INSURANCE GROUP

American Business & Personal Insurance Mutual Insurance
Binuminous Casualty Corporation
Bituminous Fire & Marine Insurance Company
Great West Casualty Company
Old Republic General Insurance Corporation
Old Republic Insurance Company

OMAHA INDEMNITY COMPANY

ONE BEACON INSURANCE GROUP

Atlantic Specialty Insurance Company
Camden Fire Insurance Association
Employers Fire Insurance Company
Esurance Insurance Company of New Jersey
Houston General Insurance Company
National Farmers Union Property & Casualty
Northern Assurance Company of America
OneBeacon America Insurance Company
OneBeacon Insurance Company
Pennsylvania General Insurance Company



OUR MEMBERS

PARTNERRE INSURANCE COMPANY OF NEW YORK

PENN MILLERS INSURANCE COMPANY

PENNSYLVANIA LUMBERMENS MUTUAL
INSURANCE COMPANY

PENNSYLVANIA NATIONAL MUTUAL CASUALTY
INSURANCE COMPANY

PETROLEUM CASUALTY COMPANY

PHARMACISTS MUTUAL INSURANCE COMPANY

PMA INSURANCE GROUP
Pennsylvania Manufacturers Association Insurance Company

PREFERRED PROFESSIONAL INSURANCE COMPANY

PRO ASSURANCE GROUP
Meemic Insurance Company
ProAssurance Indemnity Company, Inc.

PROVIDENCE HOLDINGS GROUP
Imperial Casualty and Indemnity Company

PROVIDENCE WASHINGTON INSURANCE COMPANY

PUBLIC SERVICE MUTUAL INSURANCE COMPANY

PUTNAM REINSURANCE COMPANY

PXRE REINSURANCE COMPANY

QBE INSURANCE COMPANY
Praetorian Insurance Company
QBE Insurance Company
QBE Reinsurance Company

QBE REGIONAL INSURANCE GROUP
General Casualty Company of Wisconsin
General Casualty Insurance Company
Regent Insurance Company

QUANTA INDEMNITY COMPANY

RAM MUTUAL INSURANCE COMPANY

RAMPART INSURANCE COMPANY

REPUBLIC INSURANCE GROUP
Southern Insurance Company

RIVERPORT INSURANCE COMPANY

RLI INSURANCE COMPANY

RTW, INC.
American Compensation Insurance Company
Bloomington Compensation Insurance Company

RURAL COMMUNITY INSURANCE COMPANY

SAFETY NATIONAL CASUALTY CORPORATION
Safety First Insurance Company
Safety National Casualty Corporation

SCOR U S GROUP
General Security National Insurance Company
SCOR Reinsurance Company

SEABRIGHT INSURANCE COMPANY

SEATON INSURANCE COMPANY

SECURA INSURANCE COMPANIES
SECURA Insurance, A Mutual Company
SECURA Supreme Insurance Company

SECURIAN CASUALTY COMPANY

SELECTIVE INSURANCE GROUP
Selective Insurance Company of America
Selective Insurance Company of South Carolina
Selective Insurance Company of the Southeast

SENECA INSURANCE COMPANY, INC.

SENTRY INSURANCE, A MUTUAL GROUP
Middlesex Insurance Company
Patriot General Insurance Company
Sentry Casualty Company
Sentry Insurance, A Mutual Company
Sentry Select Insurance Company

SEQUOIA INSURANCE COMPANY

SFM MUTUAL INSURANCE GROUP
SFM Mutual Insurance Company
SFM Select Insurance Company

SOCIETY INSURANCE, A MUTUAL COMPANY

SOMPO JAPAN INSURANCE COMPANY OF AMERICA



OUR MEMBERS

SPARTA INSURANCE COMPANY

STATE AUTOMOBILE MUTUAL INSURANCE GROUP

Meridian Citizens Mutual Insurance Company
 Meridian Security Insurance Company
 Milbank Insurance Company
 State Auto Property & Casualty Insurance Company
 State Automobile Mutual Insurance Company

STATE FARM FIRE & CASUALTY GROUP

State Farm Fire & Casualty Company
 State Farm General Insurance Company

STATE NATIONAL INSURANCE COMPANY, INC.

STONINGTON INSURANCE COMPANY

SWISS REINSURANCE GROUP

North American Elite Insurance Company
 North American Specialty Insurance Company
 Swiss Reinsurance America Corporation
 Washington International Insurance Company
 Westport Insurance Corporation

T.H.E. INSURANCE COMPANY

TIG INSURANCE GROUP

Fairmont Insurance Company
 Fairmont Premier Insurance Company
 Fairmont Specialty Insurance Company
 TIG Insurance Company

TOKIO MARINE NICHIDO GROUP

TNUS Insurance Company
 Tokio Marine & Nichido Fire Insurance Company Ltd. (USB)
 Trans Pacific Insurance Company

TOWER GROUP COMPANIES

CastlePoint National Insurance Company
 Tower Insurance Company of New York
 Tower National Insurance Company

TRANSATLANTIC REINSURANCE COMPANY

TRANSGUARD INSURANCE COMPANY OF AMERICA, INCORPORATED

TRANSPORT INSURANCE COMPANY

TRAVELERS INSURANCE GROUP

Athena Assurance Company
 Automobile Insurance Company of Hartford, Connecticut
 Charter Oak Fire Insurance Company
 Discover Property & Casualty Insurance Company
 Farmington Casualty Company
 Fidelity & Guaranty Insurance Company
 Fidelity & Guaranty Insurance Underwriters, Inc.
 Nipponkoq Insurance Company Ltd.
 Northland Insurance Company
 Phoenix Insurance Company
 Select Insurance Company
 St. Paul Fire & Marine Insurance Company
 St. Paul Guardian Insurance Company
 St. Paul Medical Liability Insurance Company
 St. Paul Mercury Insurance Company
 St. Paul Protective Insurance Company
 Standard Fire Insurance Company
 Travelers Casualty & Surety Company
 Travelers Casualty & Surety Company of America
 Travelers Casualty Company of Connecticut
 Travelers Casualty Insurance Company of America
 Travelers Commercial Insurance Company
 Travelers Indemnity Company
 Travelers Indemnity Company of America
 Travelers Indemnity Company of Connecticut
 Travelers Property Casualty Company of America
 United States Fidelity & Guaranty Company

TRENWICK AMERICA GROUP, INCORPORATED

Insurance Corporation of New York
 Trenwick America Reinsurance Corporation

ULICO CASUALTY COMPANY

UNITED FIRE & CASUALTY GROUP

Addison Insurance Company
 United Fire & Casualty Company

UNITED NATIONAL GROUP

Diamond State Insurance Company
 United National Specialty Insurance Company

UTICA MUTUAL INSURANCE COMPANY

VANLINER INSURANCE COMPANY



OUR MEMBERS

VIRGINIA SURETY COMPANY, INCORPORATED

W. R. BERKLEY CORPORATION GROUP

- Acadia Insurance Company
- American Mining Insurance Company
- Berkley Insurance Company
- Berkley National Insurance Company
- Berkley Regional Insurance Company
- Carolina Casualty Insurance Company
- Continental Western Insurance Company
- Firemen's Insurance Company of Washington DC
- Great Divide Insurance Company
- Key Risk Insurance Company
- Midwest Employers Casualty Company
- StarNet Insurance Company
- TriState Insurance Company of Minnesota
- Union Insurance Company

WEST BEND MUTUAL INSURANCE COMPANY

WESTERN NATIONAL MUTUAL INSURANCE GROUP

- Pioneer Specialty Insurance Company
- Western National Assurance Company
- Western National Mutual Insurance Company

WESTFIELD GROUP

- American Select Insurance Company
- Ohio Farmers Insurance Company
- Westfield Insurance Company
- Westfield National Insurance Company

WORK FIRST CASUALTY COMPANY

XL AMERICA GROUP

- Greenwich Insurance Company
- XL Insurance America, Inc.
- XL Reinsurance America Inc.
- XL Specialty Insurance Company

ZENITH NATIONAL INSURANCE COMPANY

ZURICH INSURANCE GROUP U.S.

- American Guarantee & Liability Insurance Company
- American Zurich Insurance Company
- Assurance Company of America
- Colonial American Casualty & Surety Company
- Empire Fire & Marine Insurance Company
- Fidelity & Deposit Company of Maryland
- Foremost Insurance Company
- Foremost Property and Casualty Company
- Foremost Signature Insurance Company
- Maryland Casualty Company
- Northern Insurance Company of New York
- Universal Underwriters Insurance Company
- Universal Underwriters of Texas Insurance Company
- Zurich American Insurance Company
- Zurich American Insurance Company of Illinois



PROGRESSIVE LEADERSHIP



**Leadership is the challenge
to be something
more than average.**

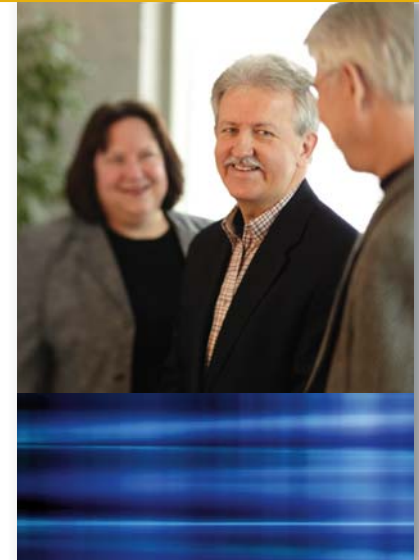
JIM ROHN

Our 2011 Annual Meeting was called to order at 9:00 a.m. Tuesday, April 19, 2011, at the MWCIA offices, 7701 France Avenue South, Suite 450, Edina, Minnesota.

The following members were elected to fill the traditional four-year terms of those Directors whose terms that had expired:

Director:	Representing:
<u>Mr. Scott Holzerland</u>	Federated Insurance Companies (Non-Stock)
<u>Mr. Peter Caminiti</u>	Liberty Mutual Insurance Company (Non-Stock)
<u>Ms. Mary Wachholz</u>	Travelers (Stock)
<u>Mr. Michael Levy</u>	Chartis Insurance Group (Stock)
<u>Mr. William Meyer</u>	Zurich American Insurance Company (Stock)

During 2010-11, we held four Board Meetings at which we focused our discussions on the 2012 Ratemaking Report, web-based delivery of MWCIA products and services, industry-wide collaborative efforts, MWCIA manuals, and communications.



As of December 31, 2010, the members of our Board were as follows.

Please click on the respective name of any Director to see his or her resume and credentials.

Director:

[Mr. Keith Krueger](#)

[Mr. Michael Levy](#)

[Mr. Scott Holzerland](#)

[Mr. Peter Caminiti](#)

[Mr. Bill Dupont](#)

[Mr. Gary Thaden*](#)

[Mr. Barry Preslaski](#)

[Mr. Brian Bent](#)

[Ms. Mary Wachholz](#)

[Mr. Kevin Christy](#)

[Mr. William Meyer](#)

Representing:

American Compensation Insurance Company

Chartis Insurance Group

Federated Insurance Companies

Liberty Mutual Insurance Company

Lumbermen's Underwriting Alliance

MN Mechanical Contractors Association

Owners Insurance Company

SFM Mutual Insurance Company

Travelers Insurance Companies

Western National Mutual Insurance Company

Zurich American Insurance Company

*Public member appointed by the Minnesota Department of Commerce



BIOGRAPHY OF BRIAN R. BENT

AVP AND DIRECTOR OF UNDERWRITING SFM MUTUAL INSURANCE COMPANY

A native of Lewistown, MT, Brian Bent received his Masters of Science degree from Central Missouri State University, Warrensburg, MO in 1989.

From 1995 to 1999, he worked as a branch manager for EBI Companies, Minneapolis, MN, before joining the Montana State as its director of underwriting.

In 2003, he joined the Associated Financial Group as vice president of Property & Casualty Operations and in 2006 was named assistant vice president and director of underwriting at SFM Mutual Insurance Company.

A current member of the CPCU Chapter and Website Committee (Charter Property and Casualty Underwriter), Brian has served the Boy Scouts of America since 2004 as a leader assistant, district commissioner and Wood Badge instructor. He holds the insurance industry designations of CPCU and ARM (Associate in Risk Management).

He enjoys waterskiing, camping and snowmobiling.

He and his wife, Dana, make their home in Eden Prairie, MN with their four children.



BIOGRAPHY OF PETER CAMINITI

FINANCIAL MANAGER LIBERTY MUTUAL INSURANCE COMPANY

A native of Roxbury, CT, Peter Caminiti holds a bachelor degree in accounting from the University of Connecticut. He began his career with Arthur Andersen LLP's Assurance and Business Advisory Services insurance practice in Hartford, CT.

After his time in public accounting, Mr. Caminiti joined Liberty Mutual in 2002 and served in a variety of financial capacities in Boston.

In 2005, he left his native New England for the Midwest, joining Liberty's Business Market Midwest Division in Schaumburg, IL where he served as Division Financial Manager and later as Division Underwriting Manager.

In 2009, he returned to Boston where he serves in his current capacity with Liberty's National Market, specializing in captive and other complex transactions.

After moving to the Midwest, Peter pursued his interest in flying and is an aspiring private pilot. He makes his home in Southborough, MA with his wife, Megan, and daughter, Carolyn.



BIOGRAPHY OF KEVIN J. CHRISTY

VICE PRESIDENT, CHIEF ACTUARY WESTERN NATIONAL MUTUAL INSURANCE COMPANY

A native of Evanston, IL, Kevin Christy holds a 1995 degree in Actuarial Science from the University of Wisconsin, Madison.

Beginning his career in the insurance industry as an Actuarial Analyst with Capitol Indemnity Company in 1995, Kevin worked his way up through the ranks, becoming vice president and chief actuary of Western National Mutual Insurance Company in 2008.

Over the years, Mr. Christy has served his industry as a board member of the MJUA (Minnesota Joint Underwriters Association), 2005 – present; as a member of the ISO (Insurance Services Office) Personal Lines Actuarial Panel, 2007 – present; and as treasurer of the University of Wisconsin Actuarial Alumni Club, 2008 – present.

He is a Fellow of the Casualty Actuary Society (FCAS) and a member of the American Academy of Actuaries (MAAA).

An avid golfer and reader, Kevin enjoys traveling and remains active as devoted supporter of his alma mater's football, hockey and basketball teams.

He makes his home in Richfield, MN with his wife, Kerrie.



BIOGRAPHY OF WILLIAM R. DUPONT

REGIONAL MANAGER LUMBERMEN'S UNDERWRITING ALLIANCE

A native of Minneapolis, MN, Bill DuPont earned his Bachelor of Science degree in marketing at St. Cloud State University (1982).

In 1986, Mr. DuPont joined Lumbermen's Underwriting Alliance as an insurance producer. After several successful years as a producer, Bill was promoted to District Manager in 2004 followed by a promotion to regional manager in 2010. Bill's office is responsible for production in the states of Minnesota, Wisconsin, North Dakota, South Dakota and Upper Michigan.

He holds the industry designation of CIC (certified insurance counselor).

An avid golfer, Bill also enjoys fishing, hiking and reading. He makes his home in Eden Prairie, MN, with his wife, Suzette, and their two children.



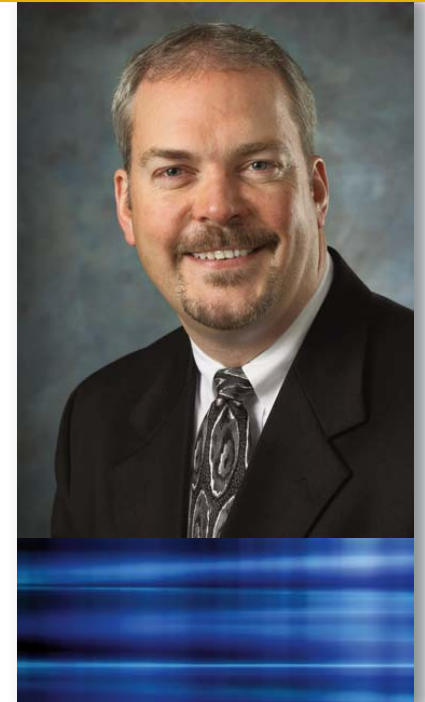
BIOGRAPHY OF SCOTT HOLZERLAND

UNDERWRITING PRODUCT MANAGER FEDERATED INSURANCE COMPANIES

A native of Owatonna, MN, Scott Holzerland holds a bachelor's degree in Business Administration from Gustavus Adolphus College (1985).

In 1985 Scott joined Federated Insurance and began a career in Underwriting. He has held numerous positions in the Underwriting department and is currently a home office underwriting product manager responsible for Workers Compensation. Scott earned his CPCU designation in 1994 and is also involved with the American Insurance Association's Workers Compensation Committee.

He and his wife, Katie, make their home in Owatonna with their four children. He enjoys reading, all sports, and participating in hockey and golf.



BIOGRAPHY OF KEITH D. KRUEGER

PRESIDENT AMERICAN COMPENSATION INSURANCE COMPANY

A military dependent born in Guantanamo Bay, Cuba, Keith Krueger began his career with Sentry Insurance, a Mutual Company. He was named underwriting manager in 1985.

In 1995, he left Sentry to join American West Insurance Company as vice president of underwriting and marketing, then joined Citizens Security Mutual Insurance in 1997 as underwriting manager.

In 1998, he joined RTW as director of underwriting services, a position he held until 2002 when he was named vice president of insured products. Keith currently has the role of president of American Compensation Insurance Company.

Mr. Krueger holds the CPCU designation and is a member of its Twin Cities Chapter.

An avid golfer, he makes his home in Cottage Grove, MN, with his wife, Cece, and their three children.



BIOGRAPHY OF MICHAEL D. LEVY

BRANCH MANAGER CHARTIS U.S.

A native of Philadelphia, PA, Michael Levy is a 1997 graduate of Marquette University, Milwaukee, WI (Criminology and Law Studies).

Upon graduation, he joined Wausau Insurance Company, Wausau, WI as a liability claim examiner. In 1999, he joined the middle market practice of Marsh USA Inc., then later worked in Marsh's environmental practice.

In 2006, Mike joined Chartis U.S. as a senior business development manager and over the years, worked his way up to his current position as branch manager.

Mike is a sports enthusiast who especially enjoys running and playing basketball. He and his wife, Melissa make their home in Edina, MN with their two children.



BIOGRAPHY OF WILLIAM MEYER

ACCOUNT EXECUTIVE ZURICH NORTH AMERICA

A native of Buffalo, MN, Bill Meyer is a 2002 graduate in Business Administration from the University of North Dakota, in Grand Forks, ND.

Bill began his insurance career with St. Paul Companies in 2002 as a worker's compensation claims adjuster, then joined Zurich in 2004, specializing in complex workers' compensation claims and underwriting for the construction industry.

In 2007, Bill was promoted to his present position as an account executive with responsibilities in underwriting, agency management and marketing.

In addition to his current pursuit of the designation of Certified Insurance Counselor (CIC), he is active in a number of industry associations, including the Association of General Contractors (AGC), Minnesota Contractors Association (MCA), American Subcontractors Association (ASA) and the Construction Financial Management Association (CFMA).

An avid sportsman and enthusiast, Bill and his wife Allysa have a daughter. They make their home in Albertville, MN.



BIOGRAPHY OF BARRY M. PRESLASKI

REGIONAL VICE PRESIDENT OWNERS INSURANCE COMPANY

A native of Green Bay, WI, Barry Preslaski earned his bachelor of science degree as well as his masters degree in business administration from Drake University (1987, 1988) before joining American Family Insurance (West Des Moines, IA office) in 1989.

In 1991, Mr. Preslaski joined Owners Insurance Company in Lansing, MI, as a personal lines underwriter. He remained with the company's Lansing office through 1995, working on to the positions of commercial lines underwriter and home office line underwriter before becoming marketing representative for the Lansing office.

Mr. Prelaski returned to West Des Moines, IA, as marketing representative in 1996. He was promoted to underwriting supervisor by 1999 and became underwriting manager in 2000. Deciding on a move in 2001, he accepted a position as underwriting manager in the company's White Bear Lake, MN, office and by 2002, was promoted to his current position of regional vice president.

He holds the industry designations of CPCU and CLU.

An avid sports enthusiast, Barry enjoys camping, boating and other outdoor activities. He makes his home in Lino Lakes, MN, with his wife, Victoria, and their son, Kyle.



BIOGRAPHY OF GARY K. THADEN

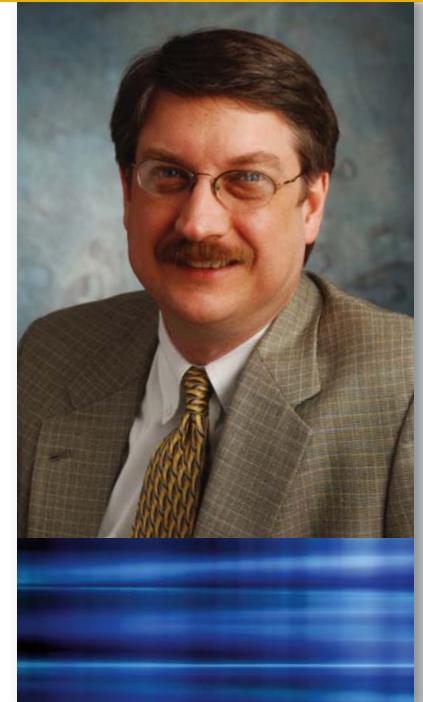
GOVERNMENT AFFAIRS DIRECTOR, PETTERSEN & ASSOCIATES, INC.

A native of Minnesota, Gary Thaden earned a bachelor of elected studies degree in the college of liberal arts at the University of Minnesota before attending William Mitchell College of Law (St. Paul) where he earned his J.D. degree (1984).

The government affairs director for Pettersen & Associates, he is a member of both the Minnesota and American Bar Associations, the Minnesota Unemployment Insurance Advisory Council and the Minnesota Workers' Compensation Advisory Council. Mr. Thaden is a nationally recognized health care speaker and serves as the management co-chair of the Labor/Management Health Care Coalition of the Upper Midwest.

In addition, he serves on the board of directors for Friends of the Sherlock Holmes Collection (University of MN) and is president of Norwegian Explorers of Minnesota (a Sherlockian literary society). He is a former member of the board of trustees of the Minneapolis Public Library Board and many other civic organizations.

An avid reader, Gary also enjoys collecting books, especially those involving Sherlock Holmes and Arthur Conan Doyle. He makes his home in Minneapolis with his wife and their two daughters.



BIOGRAPHY OF MARY WACHHOLZ

SECOND VICE PRESIDENT WORKERS COMPENSATION PRODUCT MANAGEMENT TRAVELERS INSURANCE COMPANIES

A native of Minnesota, Mary Wachholz earned her Bachelor of Arts degree from the University of Minnesota. She began her insurance career as a Commercial Underwriter for SAFECO Insurance in Schaumburg, Illinois. She advanced through various underwriting positions including Chicago Branch Commercial Underwriting Manager and Northeast Regional Workers Compensation Manager.


In 1994, she joined Northbrook Property and Casualty Insurance Company in South Barrington, Illinois, becoming the Home Office Workers Compensation Manager.

Mary returned to Minnesota in 1997 joining the St Paul Companies where she held various Home Office Workers Compensation Underwriting positions. She is currently a Second Vice President, Workers Compensation Product Management for Travelers Insurance Companies. She holds the CPCU designation.

An avid reader, she also enjoys yoga, antiques, and kayaking. She makes her home in Woodbury, MN with her husband, Wayne.



OUR DEDICATED STAFF



**Service, in short,
is not what you do
but who you are.
It is a way of living
that you need to bring
to everything you do.**

BETSY SANDERS

MWCIA MANAGEMENT TEAM

Bruce Tollefson, President

Kathleen Peterson, Vice President, Operations, Treasurer and Secretary

Chuck Eldridge, Vice President, Information Technology

Craig Anderson, Vice President, Actuarial Services



MWCIA MEMBER & CUSTOMER SERVICES

Staff: Jeff Kvam, Melodie LaChapelle, Jodell Miller, Caroline Timmerman, Glenn Colby, Jennifer Glywasky and Lesley Pyle

Main Functions

- Member & Customer Services is the primary link to the public, providing assistance to employers, agents, carriers, state regulators, legislative representatives and other interested parties. Staff answers questions related to such things as classifications, experience modification calculations and rules, basic manual rules, Assigned Risk rules, procedures and classifications, MCPAP application assistance, audit procedures, ownership, etc.
- Includes Field Service staff that performs Test Audits and Classification Surveys.
- Publishes Circular Letters and MWCIA's quarterly newsletters.
- Coordinates, researches and/or prepares filings of various manual rules, forms and classification changes with the Department of Commerce.
- Develops and publishes informational brochures on a variety of workers' compensation topics.
- Provides education and information to agents, employers and member carriers through outside speaking engagements and by attending industry trade shows.

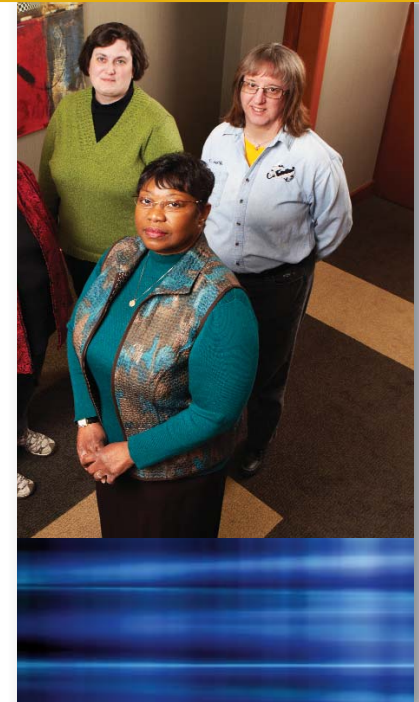


MWCIA UNIT STATISTICAL/EXPERIENCE RATING

Staff: Ora Lowery, Cindy Westphal, Letha Kuehn, Jane Payne and Jennifer Lapke

Main Functions

- Collects, analyzes, interprets and summarizes statistical data for the voluntary and self-insured markets.
- Administers notice and/or fining process for incorrect or late reporting of unit statistical data.
- Handles unit statistical data reporting inquiries from carriers and other interested parties.
- Oversees experience ratings, interstate ratings and merit ratings.
- Researches and resolves policy ownership change issues.

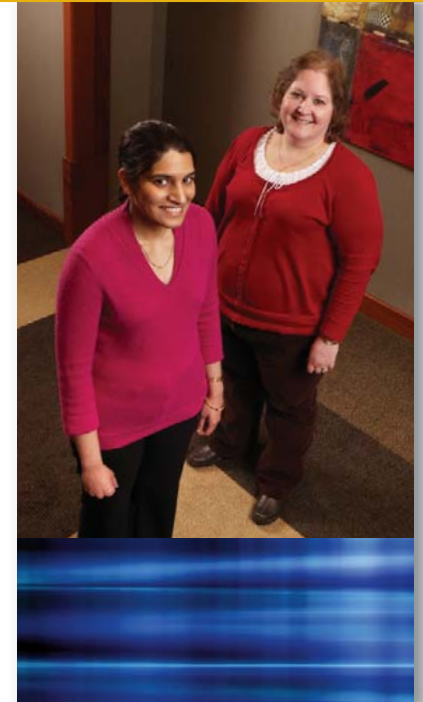


MWCIA ACTUARIAL

Staff: Sharon Bye and Auntara De

Main Functions

- Coordinates the various actuarial, statistical, reporting and administrative aspects of the process for publishing the annual Ratemaking Report.
- Develops, maintains and provides actuarial, statistical and economic technical expertise for both internal and external sources.



MWCIA ASSIGNED RISK

Staff: Jane Payne, Gayle Dussling, Vicki Evenson and Kim Eckhart

Main Functions

- Processes Assigned Risk applications including the calculation of premium quotes.
- Responds to inquiries on Assigned Risk Application from employers, agents and other interested parties.



MWCIA DATA QUALITY

Staff: Pam Flaten

Main Functions

- Data quality assurance.
- Develops processes and procedures for operational workflow.
- Key representative for Data Quality Industry Groups, Forums, and Industry Committee Work Groups.

MWCIA HUMAN RESOURCE & ACCOUNTING

Staff: Karen Ose, Sue Erickson and Leann Hayes

Main Functions

- Assists in planning and directing the accounting and budgeting activities for MWCIA.
- Administers the assessment and reapportionment of member carriers.
- Manages the Human Resource function for MWCIA personnel.



MWCIA POLICY TAPE

Staff: Kim LaHoud, Jody Hetrick, Mary Munt and Penny Lord

Main Functions

- Reviews, analyzes and validates policy data information submitted electronically by member carriers and enters data submitted hard copy.
- Key liaison in communicating and resolving issues with member carriers related to the electronic submission of policy data to MWCIA.



MWCIA ADMINISTRATION/FACILITIES

Staff: Jan Olson, Mary Loehrs and Phyllis Rence

Main Functions

- Coordination of membership tracking and maintaining email distribution lists.
- Responsible for receptionist duties and mailroom activities.
- Provides administrative support to management and Board of Directors, including the planning of annual events for member carriers such as the Annual Meeting, Annual Lunch and Annual Golf Outing.
- Handles facilities including office space and telephone systems.

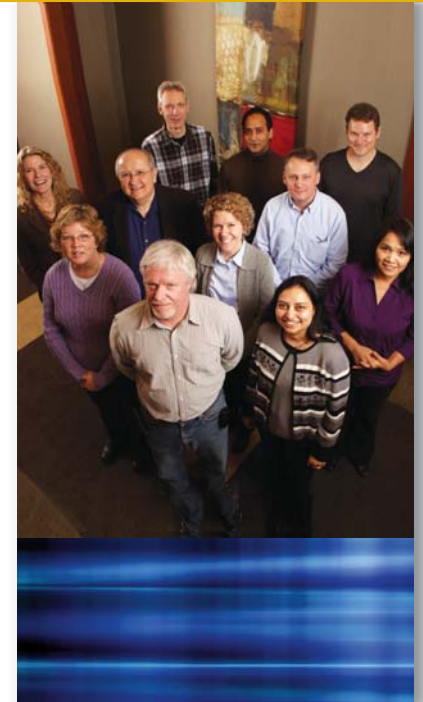


MWCIA INFORMATION TECHNOLOGY

Staff: Muhammad Kashif, Tom Goodrich, Savitha Venkateshaiah, Ailyna Khath, Pat Riley, Scott Gatzke, Marc Coleman, Debbie Peterson, Sue Levey, Deb Ronald, Bill Kostur and Nicholas Korsakov

Main Functions

- Responsible for database administration including software and web development.
- Provides technical help desk, batch job administration, system security, ensures networking capability, backup systems, connectivity and email capability.
- Responsible for imaging administration.
- Electronic data transmission (administration and loading).
- Provides user support documentation and training.
- Responsible for translating business needs (external and internal) into project designs by conducting requirement gathering and project documentation.
- Dual role of representing MWCIA and leading collaborative projects with other bureaus and state agencies.
- Represents MWCIA in industry standards discussions.
- Technical support of MWCIA website.
- Responsible for system testing.



MEMBERSHIP EVENTS

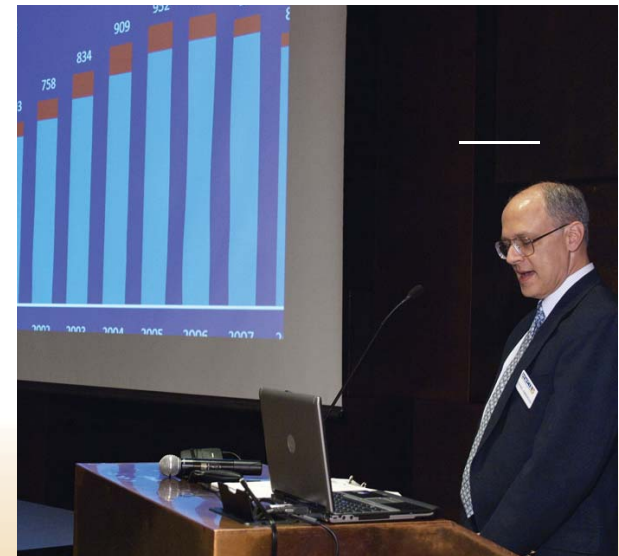
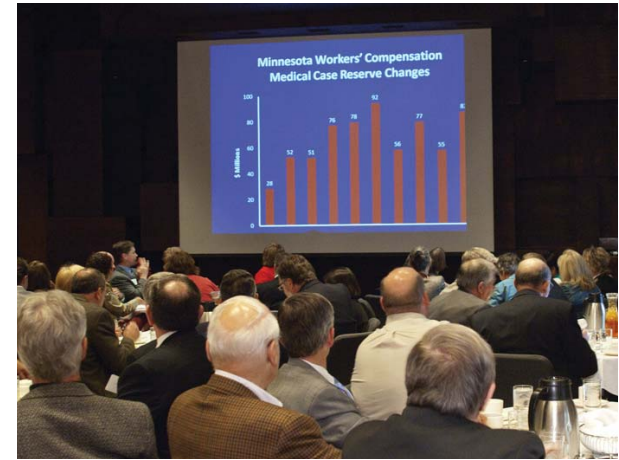


**Our imagination is the
only limit to what we can
hope to have in the future.**

CHARLES F. KETTERING

MEMBERSHIP EVENTS

AHEAD OF THE CURVE



PROGRESSIVE LEADERSHIP

AHEAD OF THE CURVE



MEMBERSHIP EVENTS

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MEMBERSHIP EVENTS

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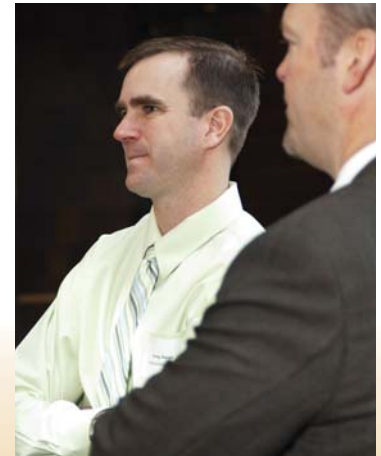
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