







# TIMELY Collection, Aggregation & Utilization of ACCURATE DATA

### PRESIDENT'S LETTER



At MWCIA, we strive to provide effective and efficient services by providing accurate and timely information to the industry. Those are a bunch of impressive sounding words, along with our stated <u>Mission</u>, but what does it really mean?

As the sole Minnesota Data Collection Organization (DCO), we take the collection and use of carrier and policyholder data seriously. Timely collection, aggregation and utilization of data is an important prerequisite to developing dependable advisory pure premium rates as well as providing accurate coverage and experience rating information to the industry.

Over the past 20 years we have invested heavily in technology to improve the ease and accuracy of data reporting. We have also focused on educating the industry and sharing important information with our stakeholders so that they receive the most value from the work we do.

These investments in technology and processes along with retention of highly skilled staff have allowed us to speed up ratemaking, provide near real time policy and unit stat information and expand the value of our state of the market reports and information for the industry.

Our efficiencies have improved to the point where our costs to the industry have remained essentially flat for the past eight years and allowed us to accomplish more while improving our overall value to the market.

As we plan for the next 5 years, we will continue to adopt new technology and coordinate with other DCOs to make processing our data as consistent as possible while providing additional insight, speed and functionality to our member carriers, regulators and policyholders.

Sincerely,

Brandon Miller, President





### **STATE OF THE MARKET & RATEMAKING**



Minnesota's workers' compensation insured market continues to exhibit strength and stability. While the Assigned Risk Plan continues to depopulate, voluntary market payroll growth has been substantial in recent years. Pairing this with consistent permanent injury reductions and shifts toward less expensive medical care has resulted in historically low loss ratios, significant case reserve reductions, and ultimately, predictable pure premiums.

To view the full, detailed report click here.

### **REDUCED**

Permanent Injuries

Medical Costs

Loss Ratios

Case Reserves

PREDICTABLE PURE PREMIUMS







BEST USE of Multi-Purpose Learning Content

### **MWCIA 2018 INITIATIVES**



2018 was another productive year for MWCIA with staff accomplishing a number of initiatives, including the following:

### **COMMUNICATION EFFORTS**

- MWCIA won recognition from an Association Learning and Education group for Best Use of Multi-Purpose Learning Content for one of our on-line training modules – MCPAP (part 2).
- Participated as one of the main sponsors and presenters in the 2018 Work Comp Forum.
- Continued to participate in DEED training seminars across the state of Minnesota.

### STAFF SELF DEVELOPMENT AND PERFORMANCE

- Completed a rewrite of our Employee Handbook.
- Provided all staff and Supervisory training sessions.



### **MWCIA 2018 INITIATIVES**



### **MWCIA GOALS**

- To encourage data quality and timely Unit Statistical reporting, the MWCIA Board approved our recommendation to increase Unit Statistical Reporting Fines from \$50 to \$100 a month. Another change included deleting rejected USRs after 90 days. The USR will then be considered missing and subject the carrier to missing USR fines. The increase in fines became effective on July 1, 2018.
- The revised ERM-14 Form (Ownership Form) was released on the MWCIA website in early March 2018. Under the revised format this form was reduced from four pages to two pages.
- Rolled out a real-time WCUNDERWRITING web service for members to request current experience rating and policy information from system to system.
- Rolled out a new, custom imaging system for staff to manage company documents.
- Documented MWCIA's Cybersecurity Plan, including a comprehensive risk assessment.
- Worked on behalf of the Minnesota Assigned Risk Plan to engage in a rewrite of the Online Assigned Risk web application.
- Worked on behalf of the Minnesota Department of Labor and Industry to initiate a rewrite of the online Insurance Verification system.
- Implemented a new Disaster Recovery as a Service (DRaaS) strategy.
- Interdepartmental team completed a review of MWCIA policy data reporting requirements.



### **MWCIA 2018 INITIATIVES**



### **BOARD AND COMMITTEE GOVERNANCE**

- During the fourth quarter a review was commenced on the assessment offset for attendance at Board and Committee meetings.
- Reviewed and reappointed committee assignments throughout the year.

### FINANCIAL RESPONSIBILITY AND STABILITY

- MWCIA expenditures did not exceed 98% of the 2018 approved budget of \$7.7 million.
- A Banking Services Request for Proposal was completed resulting in our changing our banking services provider during the fourth quarter of 2018. With this change MWCIA's investment return on our checking account funds will be increasing.
- In an effort to utilize space more efficiently, reduce rental expenses, and create long-term office stability MWCIA negotiated an 8 year lease extension.







ASSIGNED RISK 104,600

VOLUNTARY MARKET 549,749

**654,349** 

### **RESULTS**



### POLICY REVIEW/POLICY ENTRY

An important activity of the Association is the capture of policy coverage information and the management of the Workers' Compensation Insurance Verification Software Tool. This software tool function provides the Minnesota Department of Labor and Industry with computer-generated online information on workers' compensation insurance coverage and eliminates the carrier's obligation to file notifications of coverage and cancellation with the Department.

	Assigned Risk	Voluntary Market	Totals
Policies Counts	22,647	122,062	144,709
Transaction Counts	66,807	368,102	434,909
Cancellations/Reinstatements Counts	15,146	59,585	74,731
Grand Total	104,600	549,749	654,349

### **UNIT STATISTICAL PLAN**

Unit Statistical Plan data is collected, processed, and tabulated for use in developing the classification data for the Association's annual Ratemaking Report. During 2018, a total of 168,393 reports were collected.







### **FINES**

The Association has a fining procedure for delinquent unit statistical reports. This procedure generated \$63,950 in 2018.

### **INSOLVENT FUND ACCOUNT**

The Association continues to make regular payments to one claimant of Security Casualty Company of Chicago. No assessments were levied to members for this ongoing liability in 2018.

### **MERIT RATING**

Minnesota statutes require that all Assigned Risk Policies not eligible for experience rating must be subject to a Merit Rating Plan developed by the Department of Commerce. A total of 18,817 files were published for Merit Rating in 2018. The 2018 Merit Ratings were distributed as indicated on the chart below.

Merit Rating Factor	Number of Assigned Risk Files
0.67	14,646
0.90	3,833
1.00	298
1.10	40



### **RESULTS**

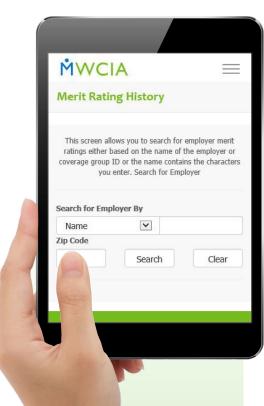


### **EXPERIENCE RATING**

During 2018, we continued our activities in connection with the experience rating of employers. 26,602 Minnesota intrastate experience ratings were published, including revisions.

The 2018 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	7
Total Ratings between 0.60 & 0.69	166
Total Ratings between 0.70 & 0.79	2,058
Total Ratings between 0.80 & 0.89	7,399
Total Ratings between 0.90 & 0.99	10,721
Total Ratings between 1.00 & 1.09	1,366
Total Ratings between 1.10 & 1.19	944
Total Ratings between 1.20 & 1.29	992
Total Ratings between 1.30 & 1.39	1,088
Total Ratings between 1.40 & 1.49	874
Total Ratings between 1.50 & 1.59	371
Total Ratings between 1.60 & 1.69	240
Total Ratings between 1.70 & 1.79	153
Total Ratings between 1.80 & 1.89	104
Total Ratings between 1.90 & 1.99	48
Total Ratings greater than 1.99	101





# USP FINES .88% OTHER .97% CONTRACT SERVICES 6.55% REVENUES ASSESSMENTS 91.6%

### **RESULTS**



### **REVENUE AND EXPENSES**

MWCIA had revenues of \$7,287,789 of which \$6,675,665 was collected through the assessment process.

### Revenues

	\$7,287,789	100%
Other*	70,739	.97%
USP Fines	63,950	.88%
Contract Services	477,435	6.55%
Assessments	6,675,665	91.60%

### **Expenses**

	\$7,222,396	100%
Rent & Utilities	508,640	7.04%
Management Information Systems	926,866	12.83%
Management, General and Other	849,030	11.75%
Compensation	4,937,860	68.36%

<sup>\*</sup>Investment income not included.

# **M**WCIA



PRODUCTS, SERVICES, COMMUNICATION & EDUCATION









MWCIA is proud to offer our members a wide array of products and services. During 2018, we released a revised, user friendly, ERM-14 Form (Ownership) on our website and introduced the WCUNDERWRITING web service product, which allows carriers to obtain employer-specific data in real time, system to system, from our website. Both of these initiatives support efficiencies for carriers.

We also enhanced procedures and processes related to data security to help ensure that carrier data is protected.

MWCIA continued to reach out to members, agents and other stakeholders to share industry knowledge through our newsletters, computer based training modules and by helping to host and coordinate the 2018 Work Comp Forum that took place in September.

Some examples of MWCIA's products and services are as follows:

### **ACCEDE**

Carriers use the ACCEDE web application to report annual financial call data to MWCIA. Each year, MWCIA updates ACCEDE to enhance the carrier experience and ensure that the data collected is of the highest quality.

### **ARROW**

This is a web-based analytic report resource product that allows carriers to perform queries against their own statistical and experience rating data. Comparative statewide reporting options are available to the public as well. The user may select the precise type of query to be executed against the data and receive results in a PDF or Excel-compatible file.





### **CLASSIFICATION CODE SEARCH**

This application allows the user to search for class codes and descriptions within the Minnesota Classification Index. Searches can be performed by number or by class description.

### **DISASTER RECOVERY PLANNING**

MWCIA maintains a business continuity plan which documents all the systems and processes we rely upon for the successful functioning of our business. We also have a disaster recovery plan which identifies how to respond in the event of a significant disruption to our business. In 2018, MWCIA finished implementation of a new Disaster-Recovery-as-a-Service (DRaaS) solution. In the event of a disaster, MWCIA critical servers can be operated from a secure cloud portal.

### **DLI INSURANCE VERIFICATION SYSTEM**

MWCIA maintains the DLI Insurance Verification (coverage lookup) system on behalf of the Minnesota Department of Labor and Industry. In 2018, MWCIA initiated a rewrite of the system. The objective is to modernize the site and achieve a responsive, intuitive, mobile-device-friendly solution for the public and enhanced features for DLI staff.

### **IMAGING SYSTEM**

MWCIA has long used an imaging system for the management and storage of historical documents. In 2018, after extensive analysis and preparation, we successfully migrated millions of historical documents from a vendor system to a new, customizable, MWCIA-maintained solution that offers expanded capabilities.





### **MANAGE POLICY SYSTEM**

This feature-rich system allows carriers to submit and manage their policy data via the MWCIA website. Among other things, carriers may use Manage Policy to resolve coverage issues, address policy errors, and verify records online.

### **MANAGE USR SYSTEM**

This web-based application enables carriers to manage their Unit Statistical Report (USRs) data online. Carriers can create, update, validate, and submit USRs. They can also create correction, subsequent, and replacement USRs.

In 2017, MWCIA received Board approval to revise procedures for handling rejected USRs, as well as to increase the fine for missing USRs from the current \$50 per month to \$100 per month. The changes were implemented with an effective date of July 1, 2018.

### MCPAP CREDIT FACTOR APPLICATION

The Minnesota Contractors Premium Adjustment Program (MCPAP) is an electronic credit factor application available for use by contractors and agents.

### **MEDICAL CLAIMS ANALYTICS**

IT and Actuarial staff members continue to partner on the development and refinement of a cost-effective, flexible, right-sized analytics solution for the investigation of medical claims data. This will be an ongoing, multi-year project whose iterative advances will help us gain expertise in this exciting, new area.





# **APPLICATIONS ELECTRONICALLY**

### PRODUCTS, SERVICES, COMMUNICATION & EDUCATION



### MINNESOTA ASSIGNED RISK TOOLS

The MWCIA website provides several online tools to assist carriers and agents with Assigned Risk tasks. These include:

- Assigned Risk Depopulation Search
- Assigned Risk Rates Search

- Assigned Risk Premium Calculator
- Assigned Risk Merit Rating Lookup

### **MWCIA CROSS INDEX**

The MWCIA website includes a Cross Index for Minnesota endorsements and the Workers' Compensation Insurance Organization (WCIO) WCPOLS record type codes. This cross index allows carriers 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.

### **ONLINE ASSIGNED RISK (OAR)**

Developed in 2007 for the Minnesota Workers' Compensation Assigned Risk Plan (MWCARP), OAR allows agents and employers to complete Assigned Risk applications and make electronic payment online. In 2018, 96 percent of approved applications were submitted electronically:

Description	OAR Count	Paper Count
Assigned	6,863	275
Returned	4,745	51





### **OWNERSHIP RULINGS**

When a change in ownership occurs for a business, an interested party can obtain an ownership ruling from MWCIA Underwriting staff by completing a <u>Confidential Request for Ownership Information</u> (ERM-14) Form. MWCIA staff will determine the type of change and/or combinability of the entities involved and will then amend the experience modification accordingly. In 2018, we handled around 1,340 ownership rulings. A revised ERM-14 Form was released on the MWCIA website in early March. Under the revised format this form went from having four pages to two pages.

In 2018, MWCIA gathered requirements for a new Manage Ownership web product that will allow for the electronic submission and management of ownership information. The product is currently in development and is scheduled to roll out in 2019.

### **SECURITY AND DATA PROTECTION**

Security continues to be a major priority for MWCIA. In 2018, we took many steps to protect our electronic resources. Of particular note, we authored and approved a new Cyber Security Policy, completed internal and external security audits of our electronic systems, and provided security awareness training to all staff.

### **WCUNDERWRITING WEB SERVICE**

In 2018, MWCIA introduced a new web service product that allows carriers to request and retrieve employer-specific data in real-time, system to system, from MWCIA's website. The data is returned in XML format based on the Workers Compensation Insurance Organizations (WCIO) WCUNDERWRITING XML standard and includes up to five years of experience modification and merit rating history and current insured names and addresses.





### **WEB EXPERIENCE MOD CALCULATOR**

The Experience Mod Calculator application allows interested parties to estimate Minnesota intrastate experience modifications. This program is not intended to cover all the rules and exceptions found in the Experience Rating Plan Manual and cannot create a final experience modification worksheet. It does, however, calculate experience modifications based on the payroll and loss information provided. This application also allows for the calculation of "what if" scenarios by giving the user the ability to adjust this information.

### **WEB EXPERIENCE MOD HISTORY**

The Web Experience Mod History application allows carriers and agents to search for employers, review experience mod history, and download experience rate sheets and MN Contractors Premium Adjustment Program (MCPAP) worksheets. Carriers can download experience rate sheets in bulk in PDF, WCRATING text format, and WCRATING XML format. MCPAP worksheets can be downloaded in PDF format. Carriers may also sign up for notifications alerting them when new or revised experience rate sheets are available for pickup.





DATA METRICS

**PROVIDED** 

### PRODUCTS, SERVICES, COMMUNICATION & EDUCATION



Some examples of MWCIA's communications and educational efforts in 2018 are highlighted below:

### **CARRIER DATA QUALITY REPORTS**

Annual carrier data quality reports provide member carriers with metrics on the timeliness and quality of the policy, unit statistical, and financial call data they submit to MWCIA. Over the years, various enhancements have been made to improve the usefulness of the reports. Most recently, in 2016, MWCIA incorporated new cancellation timeliness measures and enhanced policy timeliness measures.

### **COMPUTER BASED TRAINING MODULE (CBT)**

In 2018, an updated <u>ERM-14 CBT</u> was released on the MWCIA website in early March. The updated CBT provides a general overview, answers six of the most commonly asked questions and provides guidance on how to complete the revised two-page ERM-14 Form.

### MINNESOTA WORKERS' COMPENSATION MANUALS

MWCIA is charged with maintaining approved Minnesota Workers' Compensation Manuals. Filings to revise these manuals require an initial review by the Underwriting Committee and then approval by the MWCIA Board and the Minnesota Department of Commerce. As needed, revisions were made to Minnesota Workers' Compensation Manuals during 2018.

### MWCIA CIRCULAR LETTERS

MWCIA circular letters provide official notification to our members and customers of such things as approved filings, Department of Commerce orders, and changes in products and services. The goal is to provide timely information on important changes that may impact member and customer businesses. circular letters are written by MWCIA staff and posted on our website. During 2018, MWCIA released 20 circular letters.





### MWCIA EDUCATION & INFORMATIONAL PRESENTATIONS

Member and Customer Services staff continued to "reach out" to members, agents and the business community at large to provide educational and informational presentations. During 2018, staff provided external presentations to carriers, agents and business owners.

During 2018, MWCIA staff helped host and coordinate the 2018 WC Forum, with WCRA co-sponsoring the event, which took place in September at the Sheraton Bloomington hotel.

### **MWCIA WEB BASED NEWSLETTER & LINKEDIN**

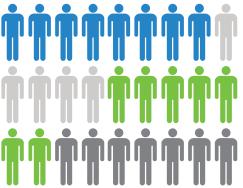
MWCIA publishes newsletters and provides updates on a MWCIA LinkedIn page throughout the year. The objective of these communications, written by staff, is to educate and inform carriers, agents and other interested parties on important topics in a timely fashion.

### **WEBSITE**

The MWCIA website is one of the primary means through which MWCIA interacts with customers. In 2016, we rolled out a completely new, mobile-device-friendly website. This was the culmination of a redesign and redevelopment effort that began with interviews of customers and staff and incorporated the expertise of design and development consultants. Going forward, we continue to enhance the site to innovate and better meet the needs of our customers.







## SHARING INDUSTRY KNOWLEDGE

### **COLLABORATIONS**



Collaboration is fundamental to MWCIA's mission. We pursue collaboration as a means to share industry knowledge, promote shared interests, and jointly develop software and services. Collaboration has allowed MWCIA to realize some of its greatest goals while also serving the industry as a whole.

Some of the organizations with which we collaborate include:

### MINNESOTA DEPARTMENT OF LABOR & INDUSTRY

MWCIA collects proof of coverage information and manages the Workers' Compensation Insurance Verification website on behalf of the Minnesota Department of Labor and Industry. MWCIA also collaborates with the Department's research division in investigating the effects of medical benefit alternatives via the use of Medical Call data.

### **CDX PARTNERS**

Compensation Data Exchange (CDX) is an entity consisting of DCOs that is devoted to facilitating electronic data interchange between data providers and DCOs. CDX products include:

- <u>CDX</u> website: Allows participating organizations to exchange data files in industry-standard formats.
- BEEP web application: Allows data providers to create, modify, and submit unit statistical report transactions.
- <u>PEEP</u> web application: Allows data providers to create, modify, and submit policy transactions.
- EXR web application: Allows DCOs to distribute experience and merit rating information to data providers.



### **COLLABORATIONS**



### MINNESOTA WORKERS' COMPENSATION ASSIGNED RISK PLAN

On behalf of MWCARP, MWCIA processes applications for coverage through the Minnesota Assigned Risk Plan. The majority of such applications are submitted electronically and processed through the Online Assigned Risk (OAR) web application. MWCIA also assists the Minnesota Department of Commerce in calculating the MWCARP annual class rate changes.

### **SPECTRUM PARTNERS**

Spectrum Partners is a consortium of DCOs founded to develop and maintain Spectrum software. Spectrum software is used internally by participating DCOs to collect, validate, and process workers' compensation data. It is the foundation for most of our products and services and is fundamental to serving our customers effectively.

### **WCIO**

Workers' Compensation Insurance Organizations (WCIO) is a voluntary association of licensed rating, advisory, and data service organizations that collect workers' compensation insurance information. The WCIO provides a forum for the exchange of information about workers' compensation insurance and has developed standards for the electronic transmission of information between insurers and rating/advisory organizations.



### **COLLABORATIONS**



### **ADDITIONAL RELATIONSHIPS**

MWCIA also shares close relationships with:

- IAIABC: International Association of Industrial Accident Boards and Commissions
- IDMA: Insurance Data Management Association
- Minnesota Department of Commerce
- WCRA: Minnesota Workers' Compensation Reinsurance Association
- IFM: Insurance Federation of Minnesota

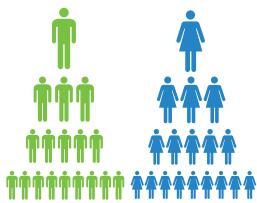
In summary, whenever possible, we strive to assist other organizations in the workers' compensation arena to better serve their audiences. Through cooperation with other associations, government and regulatory bodies, and our members, we have expanded our own capabilities and those of our members.

We look forward to pursuing further collaboration opportunities in the years ahead.









## GROWING MEMBER CARRIERS

### **MEMBER CARRIERS**



### 1001

Clear Spring Property & Casualty Company

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

### ACE LIMITED

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

ACUITY, A MUTUAL INSURANCE COMPANY

ADVANTAGE WORKERS COMPENSATION INSURANCE COMPANY

AETNA INSURANCE COMPANY OF CONNECTICUT

### AIG

AIU Insurance Company
AIG Property Casualty Company
American Home Assurance 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

ALASKA NATIONAL INSURANCE COMPANY

ALEA NORTH AMERICA INSURANCE COMPANY

ALLEGHANY HOLDINGS
Capitol Indemnity Corporation
Platte River Insurance Company

ALLIANZ GLOBAL RISKS US INSURANCE COMPANY
American Automobile Insurance Company
American Insurance Company
Associated Indemnity Corporation
Fireman's Fund Insurance Company
National Surety Corporation
Allianz Reinsurance America, Inc.

ALLIED WORLD ASSURANCE GROUP
Allied World Insurance Company
Vantapro Specialty Insurance Company

ALLSTATE INSURANCE GROUP
Allstate Indemnity Company
Allstate Insurance Company
Allstate Northbrook Indemnity Company
Allstate Property & Casualty Insurance Company
Esurance Insurance Company of New Jersey

### AMERCO

RepWest Insurance Company

AMERICAN CONTRACTORS INSURANCE GROUP ACIG Insurance Company

AMERICAN EMPIRE INSURANCE COMPANY

AMERICAN FAMILY MUTUAL INSURANCE GROUP American Family Insurance Company American Family Mutual Insurance Company, S.I. Midvale Indemnity Company

AMERICAN NATIONAL PROPERTY & CASUALTY COMPANY

AMERICAN PET INSURANCE COMPANY

AMERICAN RELIABLE INSURANCE COMPANY

AMERICAN SENTINEL INSURANCE COMPANY

AMERICAS INSURANCE COMPANY

AMERISAFE, INCORPORATED
American Interstate Insurance Company

### AMERISURE COMPANIES

Amerisure Insurance Company Amerisure Mutual Insurance Company Amerisure Partners Insurance Company

AMTRUST FINANCIAL COMPANY
AmTrust Insurance Company of Kansas
First Nonprofit Insurance Company
Milford Casualty Insurance Company
Security National Insurance Company, Inc.
Sequoia Insurance Company
Southern Insurance Company
Technology Insurance Company
Wesco Insurance Company





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

ARGO GROUP U.S.
Argonaut Great Central Insurance Company
Argonaut Insurance Company
Argonaut-Midwest Insurance Company
Rockwood Casualty Insurance Company

ARMOUR RISK MANAGEMENT Bedivere Insurance Company Employers Fire Insurance Company Lamorak Insurance Company

ARROWPOINT CAPITAL GROUP Arrowpoint Indemnity Company Ascot Insurance Company

ASCOT INSURANCE COMPANY

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

BENCHMARK INSURANCE COMPANY

BERKSHIRE HATHAWAY HOMESTATE
INSURANCE COMPANY
Oak River Insurance Company
Redwood Fire & Casualty Insurance Company

BROTHERHOOD MUTUAL INSURANCE COMPANY

CASTLEPOINT NATIONAL INSURANCE COMPANY

CATERPILLAR INSURANCE COMPANY

CENTRAL MUTUAL INSURANCE COMPANY GROUP All America Insurance Company Central Mutual Insurance Company

CENTRE INSURANCE COMPANY

CENTURION CASUALTY 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

CITY NATIONAL INSURANCE COMPANY
Diamond State Insurance Company
United National Specialty 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

COMPASS INSURANCE COMPANY

CONIFER INSURANCE GROUP
White Pine Insurance Company

COUNTRY FINANCIAL
Country Mutual 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

DENTISTS INSURANCE COMPANY

DIAMOND INSURANCE COMPANY

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 Union Insurance Company of Providence

### EMPLOYERS HOLDINGS GROUP

Employers Assurance Company
Employers Compensation Insurance Company
Employers Preferred Insurance Company

### ENDURANCE SPECIALTY GROUP

Endurance Assurance Corporation 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 Everest Premier Insurance Company Everest Denali Insurance Company

### FAIRFAX FINANCIAL INCORPORATED

Greystone Insurance Company
Hudson Insurance Company
Odyssey America Reinsurance Corporation

FALLS LAKE INSURANCE COMPANIES
Falls Lake National Insurance Company

### FARM BUREAU MUTUAL GROUP

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
Fire Insurance Exchange
Foremost Insurance Company
Foremost Property and Casualty Company
Foremost Signature Insurance Company
Mid-Century Insurance Company
Truck Insurance Exchange

### FEDERATED MUTUAL INSURANCE GROUP

Federated Mutual Insurance Company Federated Reserve Insurance Company Federated Service Insurance Company

### FEDERATED RURAL ELECTRIC INSURANCE EXCHANGE

### FIRST FINANCIAL INSURANCE COMPANY

FM GLOBAL GROUP
Affiliated FM Insurance Company

### FRANKENMUTH MUTUAL INSURANCE COMPANY

**GATEWAY INSURANCE COMPANY** 

### GENERAL REINSURANCE GROUP General Reinsurance Corporation Genesis Insurance Company

GENERALI UNITED STATES BRANCH

### **GLENCAR INSURANCE**

### GLOBAL REINSURANCE CORPORATION OF AMERICA

### GMAC GROUP HOLDINGS Integon National Insurance Company

GMAC INSURANCE GROUP
MIC Property and Casualty Insurance Corporation

### GRANGE MUTUAL CASUALTY GROUP

Grange Mutual Casualty Company
Integrity Mutual Insurance Company
Integrity Property & Casualty Insurance Company
Integrity Select Insurance Company
Trustguard Insurance Company



MWCIA





### **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 Great American Spirit Insurance Company National Interstate Insurance Company Triumph Casualty Company Vanliner Insurance Company

### GREATER NEW YORK MUTUAL INSURANCE COMPANY

### 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 Allamerican Financial Alliance Insurance Company Allmerica Financial Benefit Insurance Company Citizens Insurance Company of America Hanover American Insurance Hanover Insurance Company Massachusetts Bay Insurance Company Nova Casualty Company

### HARLEYSVILLE INSURANCE GROUP Harleysville Insurance Company Harleysville Lake States 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

### HDI GLOBAL INSURANCE COMPANY **HDI Gerling America Insurance Company**

### HEALTH CARE INSURANCE RECIPROCAL

### HIGHLANDS INSURANCE COMPANY

### HOME INSURANCE COMPANY

### HORACE MANN INSURANCE GROUP Horace Mann Insurance Company Teachers Insurance Company

### HOUSTON INTERNATIONAL INSURANCE GROUP Great Midwest Insurance Company Imperium Insurance Company

### IAT INSURANCE GROUP Acceptance Indemnity Insurance Company Harco National Insurance Company Occidental Fire & Casualty Company of North Carolina Transguard Insurance Company of America, Inc.

### ICW GROUP Insurance Company of the West Explorer Insurance Company

### ILLINOIS CASUALTY 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. American Country Insurance Company Mendakota Insurance Company Mendota Insurance Company

### KNIGHTBROOK INSURANCE COMPANY

### LANCER INSURANCE COMPANY

# **PRODUCTS** FOR REAL-TIME, SYSTEM TO SYSTEM







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 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

LUMBERMEN'S UNDERWRITING ALLIANCE

MADA INSURANCE EXCHANGE

MAG HOLIDAY COMPANY
MAG Mutual Insurance Company

MAIN STREET AMERICA GROUP (THE)
Spring Valley Mutual Insurance Company

MARKEL CORPORATION GROUP FirstComp Insurance Company Markel Insurance Company

MEADOWBROOK INSURANCE GROUP Star Insurance Company

MEDMARC CASUALTY INSURANCE COMPANY

MEMIC GROUP

Maine Employers Mutual Insurance Company

Memic Indemnity Company

MEEMIC INSURANCE COMPANY

METLIFE AUTO & HOME GROUP Economy Fire & Casualty Company

MIDWEST BUILDERS CASUALTY MUTUAL COMPANY

MIDSTATES REINSURANCE CORPORATION

MIDWEST FAMILY MUTUAL INSURANCE COMPANY

MIDWEST INSURANCE COMPANY

MILLERS GENERAL GROUP
Millers First Insurance Company Insurance

MOTORISTS INSURANCE GROUP
Motorists Commercial Mutual Insurance Company
Wilson Mutual Insurance Company

MS & AD INSURANCE GROUP
Aioi Nissay Dowa Insurance Company of America
Mitsui Sumitomo Insurance Company of America
Mitsui Simitoma Insurance USA Inc.

MUNICH RE AMERICA CORPORATION GROUP American Alternative Insurance Corporation American Family Home Insurance Company American Modern Home Insurance Company Munich Reinsurance America. Inc.

NATIONAL AMERICAN INSURANCE COMPANY

NATIONAL INDEMNITY GROUP
Atlanta International Insurance Company
Berkshire Hathaway Direct Insurance Company
Berkshire Hathaway Specialty Insurance Company
Commercial Casualty Insurance Company
National Indemnity Company
National Liability & Fire Insurance Company

NATIONWIDE INSURANCE GROUP
Allied Insurance Company of America
Allied Property & Casualty Insurance Company
Amco Insurance Company
Crestbrook Insurance Company
Depositors Insurance Company
Farmland Mutual Insurance Company
Freedom Specialty Insurance Company
Harleysville Preferred 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 GROUP

NAU Country Insurance Company

NORTH AMERICAN CASUALTY GROUP Continental Indemnity Company Illinois Insurance Company Pennsylvania Insurance Company

OLD REPUBLIC INSURANCE GROUP
American Business & Mercantile Insurance Mutual Inc
BITCO National Insurance Company
BITCO General Insurance Corporation
Great West Casualty Company
Old Republic General Insurance Corporation
Old Republic Insurance Company

ONE BEACON INSURANCE GROUP Atlantic Specialty Insurance Company OBI America Insurance Company OBI National Insurance Company

PARTNERRE GROUP
PartnerRe Insurance Company of New York

PENNSYLVANIA LUMBERMENS MUTUAL INSURANCE COMPANY

PENNSYLVANIA NATIONAL MUTUAL CASUALTY INSURANCE COMPANY

PETROLEUM CASUALTY COMPANY

PHARMACISTS MUTUAL INSURANCE COMPANY

PHILADELPHIA REINSURANCE CORPORATION

PMA INSURANCE GROUP
Pennsylvania Manufacturers Association
Insurance Company

PREFERRED PROFESSIONAL INSURANCE COMPANY

PRO ASSURANCE GROUP ProAssurance Indemnity Company, Inc.

PROSELECT INSURANCE COMPANY

PROSIGHT SPECIALTY INSURANCE GROUP New York Marine and General Insurance Company

PROVIDENCE HOLDINGS GROUP Imperial Casualty and Indemnity Company PROVIDENCE WASHINGTON INSURANCE COMPANY American Physicians Assurance Corporation Providence Washington Insurance Company

PUBLIC SERVICE INSURANCE COMPANY

QBE INSURANCE COMPANY
North Pointe Insurance Company
Praetorian Insurance Company
QBE Insurance Company
QBE Reinsurance Company
Stonington Insurance Company

QBE REGIONAL INSURANCE GROUP General Casualty Company of Wisconsin General Casualty Insurance Company National Farmers Union Property and Casualty Company Regent Insurance Company

RAM MUTUAL INSURANCE COMPANY

RAMPART INSURANCE COMPANY

RLI INSURANCE COMPANY

RURAL TRUST INSURANCE COMPANY

SAFETY NATIONAL GROUP Safety First Insurance Company Safety National Casualty Corporation

SAMSUNG FIRE & MARINE INSURANCE COMPANY LTD

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





# **PROVIDED EXTERNAL PRESENTATIONS**

**CARRIERS** 

**AGENTS** 

**BUSINESS OWNERS** 

### **MEMBER CARRIERS**



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

Sentry Select Insurance Company

SFM MUTUAL INSURANCE COMPANY SFM Mutual Insurance Company SFM Safe Insurance Company SFM Select Insurance Company

SOCIETY INSURANCE. A MUTUAL COMPANY

SOMPO AMERICA INSURANCE COMPANY SOMPO America Fire & Marine Insurance Company

SPARTA INSURANCE HOLDINGS INC. Sparta Insurance Company

STARR INTERNATIONAL USA INC. Starr Indemnity & Liability Company

STARSTONE NATIONAL INSURANCE COMPANY

STATE AUTOMOBILE MUTUAL INSURANCE GROUP American Compensation Insurance Company Bloomington Compensation Insurance Company Meridian Security Insurance Company Milbank Insurance Company Plaza 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 GROUP National Specialty Insurance Company State National 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

TAWA GROUP Lincoln General Insurance Company TIG INSURANCE GROUP TIG Insurance Company

TOKIO HOLDINGS TNUS Insurance Company Tokio Marine America Insurance Company Trans Pacific Insurance Company

TRANSATLANTIC HOLDINGS INC. Transatlantic Reinsurance Company Fair American Insurance and Reinsurance Company

TRANSPORT INSURANCE COMPANY

TRAVELERS INSURANCE GROUP 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. Northland Insurance Company Phoenix Insurance Company Select Insurance Company
St. Paul Fire & Marine Insurance Company St. Paul Guardian Insurance Company St. Paul Guardian 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 Lourney of Connecticut

Travelers Casualty Insurance Company of America Travelers Commercial Insurance Company Travelers Constitution State 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

TRIANGLE INSURANCE COMPANY INC

UNITED FIRE & CASUALTY GROUP Addison Insurance Company United Fire & Casualty Company

UTICA MUTUAL INSURANCE COMPANY

VIRGINIA SURETY COMPANY, INCORPORATED







### W. R. BERKLEY CORPORATION GROUP

Acadia Insurance Company
Admiral Indemnity Corporation
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
Intrepid Insurance Company
Key Risk Insurance Company
Midwest Employers Casualty Company
Riverport Insurance Company
StarNet Insurance Company
TriState Insurance Company of Minnesota
Union Insurance Company

### WEST BEND MUTUAL INSURANCE COMPANY

### WESTERN NATIONAL MUTUAL INSURANCE GROUP

Michigan Millers Mutual Insurance Company 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 T.H.E. Insurance Company XL Insurance America, Inc. XL Insurance Company of New York 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 Colonial American Casualty & Surety Company Empire Fire & Marine Insurance Company Fidelity & Deposit Company of Maryland Universal Underwriters Insurance Company Universal Underwriters of Texas Insurance Company Zurich American Insurance Company Zurich American Insurance Company of Illinois





**COLLABORATIONS** 

MWCIA Manuals

RATEMAKING REPORT

PRODUCTS & SERVICES

**COMMUNICATIONS** 

PROGRESS

### **BOARD OF DIRECTORS**



Our 2018 Annual Meeting was called to order at 9:30 a.m. Tuesday, April 24, 2018, 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 had expired:

Director: Representing:

Mr. Seth Daggett

Ms. Amanda Aponte

Mr. Jim Keal

RAM Mutual Insurance Company, Non-Stock

West Bend Mutual Insurance Company, Non-Stock

During 2018, we held four Board Meetings at which we focused our discussions on the 2018 Ratemaking Report, web-based delivery of MWCIA products and services, industry-wide collaborative efforts, MWCIA manuals, and communications.







As of December 31, 2018, the members of our Board were as follows.

DIRECTOR: REPRESENTING:

Mr. Ira Feuerlicht AIG

Mr. Paul Larson Federated Mutual Insurance Company

Ms. Donna Glenn Liberty Mutual Insurance

Mr. Gary Thaden\* MN Mechanical Contractors Association

Mr. Barry Preslaski Owners Insurance Company

Mr. Seth Daggett RAM Mutual Insurance Company
Mr. Amanda Aponte SFM Mutual Insurance Company

Mr. Chris Westermeyer Travelers

Mr. Jim Keal West Bend Mutual Insurance Company

Mr. Kevin Christy Western National Mutual Insurance Company

Mr. Kevin Gregerson\* Wilson-McShane Corporation

\*Public member appointed by the Minnesota Department of Commerce

To view current Board of Directors Biographies <u>click here</u>.





### **MWCIA STAFF**



### **MWCIA MANAGEMENT TEAM**

Brandon Miller, President

Kathleen Peterson, Senior Vice President, Operations, Treasurer and Secretary

Craig Anderson, Vice President, Actuarial Services

Sue Levey, Vice President, Information Technology

### **MWCIA MEMBER & CUSTOMER SERVICES**

Staff: Jeff Kvam (supervisor), Dani Main, Melodie LaChapelle, Trice Tormoen and Terra Jordahl

- 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 sand by attending industry trade shows.



### **MWCIA STAFF**



### MWCIA UNIT STATISTICAL / EXPERIENCE RATING

Staff: Jane Payne (supervisor), Cindy Westphal, Letha Kuehn and Jennifer Lapke

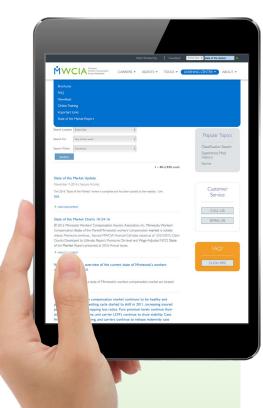
### **MAIN FUNCTIONS**

- Collects, analyzes, interprets and summarizes statistical data for the voluntary market.
- 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: Craig Anderson (Vice President), Sharon Bye and Auntara De

- 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.





DOCUMENTED CYBERSECURITY PLAN

IMPLEMENTED
DISASTER
RECOVERY AS A
SERVICE (DRaas)
STRATEGY

REWRITE OF ASSIGNED RISK WEB APPLICATIONS

WORKING for our Members

### **MWCIA STAFF**



### **MWCIA DATA QUALITY**

Staff: Pam Flaten (manager)

### **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 ADMINISTRATIVE SERVICES**

Staff: Leann Hayes (manager), Gretchen Steinwall, Phyllis Rence and Kathi Mocol

- 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 Luncheon and Annual Golf Outing.
- Handles facilities including office space and telephone systems.
- 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 STAFF**



### **MWCIA ELECTRONIC DATA**

Staff: Kim LaHoud (supervisor) and Jody Hetrick

### **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 ASSIGNED RISK**

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

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



### **MWCIA STAFF**



### MWCIA INFORMATION TECHNOLOGY

**Staff:** Sue Levey (Vice President), Tom Goodrich, Angeli Huie, Deanne Reese, Pat Riley, Scott Gatzke, Ailyna Sao, Marc Coleman, Sondra Mattke, Muhammad Kashif and Don Peterson

- 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.

