

PENNSYLVANIA COMPENSATION RATING BUREAU  
F-CLASS FILING

Expense Study

The following exhibits are used in the development of specific expense provisions to be used in the PCRБ's proposed F-Class filing. The provisions are for commission & brokerage, other acquisition, general and loss adjustment expense, premium discount and uncollectible premium.

Exhibit I of the attachment presents summary figures for standard earned premium, general expenses and total production costs from the last three calendar years. The data is drawn from Pennsylvania Expense Call submissions. The data has been adjusted to include the experience for large deductible policies.

Exhibit I-A develops standard earned premium on both net and gross bases after adjusting for large deductible policies and removing expense constant dollars.

Exhibit II shows the development of the expense constant offset that is carried forward to Exhibit I.

Exhibit III shows the calculation of the loss adjustment expense provision as a function of the incurred losses. The loss adjustment expense factor is based on all-company experience and is developed from the same source of data as Exhibit I above. We selected a three-year average of loss adjustment expense ratios to direct incurred losses including large deductibles on a gross basis.

Exhibits IV-A and IV-B show the development of an average provision for premium discount based upon the Schedule X and Schedule Y premium discount tables, respectively. The data used by the PCRБ for this purpose is Unit Statistical Plan data. These exhibits form the basis for Exhibits IV-C and IV-D, which develop the average interstate premium discounts both for Schedule X and Y companies separately and on an all-company basis.

Exhibit V develops the provision for uncollectible premium based on the ratio of uncollectible premium to gross written premium. Please note that the selection of an uncollectible premium provision recognizes the fact that in the residual market, collection problems would be more prevalent than in the market as a whole. The data used is courtesy of NCCI, Inc.

**EXHIBIT I**  
**ALL COMPANIES**

	<b>CALENDAR YEAR</b>		
	<b>2018</b>	<b>2019</b>	<b>2020</b>
<b>(1)</b> Standard Earned Premium at Company Rate Level <u>including</u> Large Deductible on a <u>Net</u> Basis <u>excluding</u> Expense Constant Dollars (Page 3.2, line (10))	\$ 3,058,691,444	\$ 3,052,851,804	\$ 2,654,276,453
<b>(2)</b> Standard Earned Premium at Company Level <u>including</u> Large Deductible on a <u>Gross</u> Basis <u>excluding</u> Expense Constant Dollars (Page 3.2, line (11))	\$ 3,735,234,309	\$ 3,652,712,051	\$ 3,125,524,553
<b>(3)</b> Commission and Brokerage	\$ 191,150,369	\$ 196,034,929	\$ 177,999,636
<b>(3a)</b> Reported Ratio { (3) / (1) }	0.0625	0.0642	0.0671
<b>(4)</b> Other Acquisition	\$ 111,680,662	\$ 88,609,094	\$ 82,362,537
<b>(4a)</b> Reported Ratio { (4) / (2) }	0.0299	0.0243	0.0264
<b>(5)</b> General Expense	\$ 188,386,578	\$ 182,333,375	\$ 185,891,782
<b>(5a)</b> Reported Ratio { (5) / (2) }	0.0504	0.0499	0.0595
	<b>Three Year Average (1)</b>	<b>Expense Constant Income (Page 3.3) (2)</b>	<b>Difference { (1) - (2) }</b>
COMMISSION AND BROKERAGE	0.0646	0.0132	0.0514
OTHER ACQUISITION	0.0269	0.0050	0.0219
TOTAL PRODUCTION	0.0915	0.0182	0.0733
GENERAL EXPENSE	0.0533	0.0112	0.0421

**EXHIBIT I - A  
ALL COMPANIES**

	<u>CALENDAR YEAR</u>		
	<u>2018</u>	<u>2019</u>	<u>2020</u>
<b>(1)</b> Standard Earned Premium at PCRB DSR Level <u>including</u> Large Deductible on a <u>Net</u> Basis	\$ 1,905,360,711	\$ 1,866,790,105	\$ 1,570,963,913
<b>(2)</b> Multiplier to Bring Premium to Company Rate Level	1.6384	1.6702	1.7333
<b>(3)</b> Standard Earned Premium at Company Rate Level <u>including</u> Large Deductible on a <u>Net</u> Basis { (1) * (2) }	\$ 3,121,742,989	\$ 3,117,912,833	\$ 2,722,951,750
<b>(4)</b> Large Deductible Adj. at PCRB DSR Level	\$ 510,598,389	\$ 478,930,337	\$ 369,172,033
<b>(5)</b> Multiplier to Bring L. D. Adj. to Company Rate Level	1.3250	1.2525	1.2765
<b>(6)</b> Large Deductible Adj. at Company Rate Level { (4) * (5) }	\$ 676,542,865	\$ 599,860,247	\$ 471,248,100
<b>(7)</b> Standard Earned Premium at Company Rate Level <u>including</u> Large Deductible on a <u>Gross</u> Basis { (3) + (6) }	\$ 3,798,285,854	\$ 3,717,773,080	\$ 3,194,199,850
<b>(8)</b> Expense Constant Removal Factor	0.9834	0.9825	0.9785
<b>(9)</b> Expense Constant Dollars { (7)[1 - (8)] }	\$ 63,051,545	\$ 65,061,029	\$ 68,675,297
<b>(10)</b> Standard Earned Premium at Company Rate Level <u>including</u> Large Deductible on a <u>Net</u> Basis <u>excluding</u> Expense Constant Dollars { (3) - (9) }	\$ 3,058,691,444	\$ 3,052,851,804	\$ 2,654,276,453
<b>(11)</b> Standard Earned Premium at Company Level <u>including</u> Large Deductible on a <u>Gross</u> Basis <u>excluding</u> Expense Constant Dollars { (7) - (9) }	\$ 3,735,234,309	\$ 3,652,712,051	\$ 3,125,524,553

**EXHIBIT II****EXPENSE CONSTANT INCOME - ALL COMPANIES****MANUAL YEAR 2018**

(1) Number of Policies				262,463	
(2) Expense Constant Income With Expense Constant @ Current Level = \$ 340				\$ 89,237,420	
(3) Interstate Adjustment Factor				0.90	
(4) Adjusted Expense Constant Income {(2) * (3)}				\$ 80,313,678	
(5) Standard Earned Premium <u>Excluding</u> Expense Constant <u>including</u> Large Deductible on a <u>Net</u> Basis				\$ 2,215,627,588	
(5a) Factor to Bring Premium to Current Level				1.0257	
(5b) Standard Earned Premium <u>Excluding</u> Expense Constant <u>including</u> Large Deductible on a <u>Net</u> Basis at Current Level				\$ 2,272,569,217	
(6) Standard Earned Premium <u>Excluding</u> Expense Constant <u>including</u> Large Deductible on a <u>Gross</u> Basis				\$ 2,978,588,247	
(6a) Factor to Bring Premium to Current Level				1.0410	
(6b) Standard Earned Premium <u>Excluding</u> Expense Constant <u>including</u> Large Deductible on a <u>Gross</u> Basis at Current Level				\$ 3,100,710,365	
(7) Distribution of Expense Constant Income					
		%	%	\$	Total Expense \$
(a) General Expense	43.3%			\$ 147.34	\$ 34,803,165
(b) Production	56.7%				
i) Commission		66.0%		\$ 127.16	\$ 30,036,939
ii) Other Acquisition		34.0%		\$ 65.51	\$ 15,473,574
Total	100.0%			\$ 340.00	\$ 80,313,678
(8) Expense Constant Ratio for General Expense { (7a) / (6b) }					0.0112
(9) Expense Constant Ratio for Commission { (7b(i)) / (5b) }					0.0132
(10) Expense Constant Ratio for Other Acquisition { (7b(ii)) / (6b) }					0.0050

**EXHIBIT III**

**LOSS ADJUSTMENT EXPENSE RATIOS - ALL COMPANIES**

	<b><u>CALENDAR YEAR</u></b>		
	<b><u>2018</u></b>	<b><u>2019</u></b>	<b><u>2020</u></b>
<b>(1)</b> Loss Adjustment Expense	\$ 306,322,195	\$ 292,172,648	\$ 224,185,259
<b>(2)</b> Incurred Losses <u>including</u> Large Deductible on a <u>Net</u> Basis	\$ 1,159,791,152	\$ 1,336,819,024	\$ 900,272,608
<b>(3)</b> Large Deductible Adjustment	\$ 659,975,663	\$ 692,629,810	\$ 623,749,301
<b>(4)</b> Incurred Losses <u>including</u> Large Deductible on a <u>Gross</u> Basis { (2) + (3) }	\$ 1,819,766,815	\$ 2,029,448,834	\$ 1,524,021,909
<b>(5)</b> Ratio of Loss Adjustment Expense to Incurred Losses <u>including</u> Large Deductible on a <u>Net</u> Basis { (1) / (2) }	0.2641	0.2186	0.2490
<b>(6)</b> Ratio of Loss Adjustment Expense to Incurred Losses <u>including</u> Large Deductible on a <u>Gross</u> Basis { (1) / (4) }	0.1683	0.1440	0.1471
<b>Three-Year Average of Loss Adjustment Expense Ratios to Direct Incurred Losses including Large Deductible on a Net Basis</b>			0.2439
<b>Three-Year Average of Loss Adjustment Expense Ratios to Direct Incurred Losses including Large Deductible on a Gross Basis</b>			0.1531

**EXHIBIT IV - A**

**SIZE OF RISKS - SCHEDULE X COMPANIES**

**MANUAL YEAR 2018**

<u>Intrastate Risks</u>	<u>Number of Risks</u>	<u>Intrastate SEP excluding Loss and Expense Constant</u>
	<u>(1)</u>	<u>(2)</u>
Up to \$10,000	81,522	\$ 106,033,169
\$10,001 - \$200,000	7,257	\$ 239,606,447
\$200,001 - \$1,750,000	272	\$ 117,780,695
Over \$1,750,000	29	\$ 123,826,174
	<u>                    </u>	<u>                    </u>
TOTAL	89,080	\$ 587,246,485

**DISTRIBUTION OF PREMIUM TO DISCOUNT BLOCK**

<u>Size of Risk</u>	<u>Number of Risks</u>	<u>First \$10,000</u>	<u>Next \$190,000</u>	<u>Next \$1,550,000</u>	<u>Over \$1,750,000</u>
Up to \$10,000	81,522	\$ 106,033,169			
\$10,001 - \$200,000	7,257	\$ 72,570,000	\$ 167,036,447		
\$200,001 - \$1,750,000	272	\$ 2,720,000	\$ 51,680,000	\$ 63,380,695	
Over \$1,750,000	29	\$ 290,000	\$ 5,510,000	\$ 44,950,000	\$ 73,076,174
	<u>                    </u>	<u>                    </u>	<u>                    </u>	<u>                    </u>	<u>                    </u>
TOTAL	89,080	\$ 181,613,169	\$ 224,226,447	\$ 108,330,695	\$ 73,076,174
PERCENTAGE		30.93%	38.18%	18.45%	12.44%

**EXHIBIT IV - B**

**SIZE OF RISKS - SCHEDULE Y COMPANIES**

**MANUAL YEAR 2018**

<u>Intrastate Risks</u>	<u>Number of Risks</u>	<u>Intrastate SEP excluding Loss and Expense Constant</u>
	<u>(1)</u>	<u>(2)</u>
Up to \$10,000	142,888	\$ 234,407,482
\$10,001 - \$200,000	21,774	\$ 843,152,696
\$200,001 - \$1,750,000	1,635	\$ 761,942,583
Over \$1,750,000	89	\$ 336,981,848
	<u>                    </u>	<u>                    </u>
TOTAL	166,386	\$ 2,176,484,609

**DISTRIBUTION OF PREMIUM TO DISCOUNT BLOCK**

<u>Size of Risk</u>	<u>Number of Risks</u>	<u>First \$10,000</u>	<u>Next \$190,000</u>	<u>Next \$1,550,000</u>	<u>Over \$1,750,000</u>
Up to \$10,000	142,888	\$ 234,407,482			
\$10,001 - \$200,000	21,774	\$ 217,740,000	\$ 625,412,696		
\$200,001 - \$1,750,000	1,635	\$ 16,350,000	\$ 310,650,000	\$ 434,942,583	
Over \$1,750,000	89	\$ 890,000	\$ 16,910,000	\$ 137,950,000	\$ 181,231,848
	<u>                    </u>	<u>                    </u>	<u>                    </u>	<u>                    </u>	<u>                    </u>
TOTAL	166,386	\$ 469,387,482	\$ 952,972,696	\$ 572,892,583	\$ 181,231,848
PERCENTAGE		21.57%	43.78%	26.32%	8.33%

**EXHIBIT IV - C**

**AVERAGE COMPANY PREMIUM DISCOUNT**

**SCHEDULE X COMPANIES**

	Premium Distribution to Discount Block <b><u>(EXHIBIT IV - A)</u></b>	Reduction from Manual	Weighted Reduction
Up to \$10,000	30.93	0.0	0.00
\$10,001 - \$200,000	38.18	5.1	1.95
\$200,001 - \$1,750,000	18.45	6.5	1.20
Over \$1,750,000	12.44	7.5	0.93
			<hr/> <hr/>
		<b>Premium Discount</b>	<b>= 4.08</b>
<b>Intrastate Premium Discount</b>		4.08	
<b>Interstate Premium Discount</b>		4.58	

**SCHEDULE Y COMPANIES**

	Premium Distribution to Discount Block <b><u>(EXHIBIT IV - B)</u></b>	Reduction from Manual	Weighted Reduction
Up to \$10,000	21.57	0.0	0.00
\$10,001 - \$200,000	43.78	9.1	3.98
\$200,001 - \$1,750,000	26.32	11.3	2.97
Over \$1,750,000	8.33	12.3	1.02
			<hr/> <hr/>
		<b>Premium Discount</b>	<b>= 7.97</b>
<b>Intrastate Premium Discount</b>		7.97	
<b>Interstate Premium Discount</b>		8.47	



**EXHIBIT IV - D**

**AVERAGE COMPANY PREMIUM DISCOUNT**

**ALL COMPANIES**

	<u>Intrastate SEP excluding Loss and Expense Constant</u>	<u>Interstate Premium Discount</u>
<b>SCHEDULE X</b>	\$ 587,246,485	4.58
<b>SCHEDULE Y</b>	\$ 2,176,484,609	8.47
<b>WEIGHTED AVERAGE</b>		<u>7.64</u>

**EXHIBIT V**

**DELAWARE POOL GROSS WRITTEN PREMIUM AND UNCOLLECTIBLE PREMIUM\***

Data as of 3/31/2022

<b>POLICY YEAR</b>	<b>(1) GROSS WRITTEN PREMIUM</b>	<b>(2) UNCOLLECTIBLE PREMIUM</b>	<b>(3)=(2)/(1) RATIO</b>
2011	10,743,905	70,755	0.66%
2012	15,488,876	122,935	0.79%
2013	22,238,637	566,173	2.55%
2014	17,272,716	176,957	1.02%
2015	17,967,649	142,633	0.79%
2016	16,603,141	437,076	2.63%
2017	15,638,470	478,151	3.06%
2018	13,552,589	316,868	2.34%
2019	10,099,811	275,712	2.73%
2020	10,082,448	237,424	2.35%
		All Year Average	1.89%
		Five Year Average	2.62%
		Three Year Average	2.47%
		Selected	1.31%

NOTE: Selected as 50% of 5-year average reflecting collection differences between the residual and voluntary markets.

\* Data courtesy of NCCI, Inc.  
Excludes Audit Noncompliance Charge premium