

# Performance Based Pricing

## – Premium Analysis

This report shows you a detailed breakdown of how your premium is calculated and can help you identify ways to lower your rate.

Rate Years: 2006 To 2011 – All Costs Transacted to March 23, 2011

| Rate Year | Insurable Earnings       | Industry Rate | Industry Base Premium | Experience Rating Adjustment (Percentage) | Poor Performance Surcharge (Percentage) | Experience Rated Premium | PIR Discount   | ** Net Premium |
|-----------|--------------------------|---------------|-----------------------|---|---|--------------------------|----------------|----------------|
| 2006      | \$26,678,083.00 x 0.48 = |               | \$128,054.79 +        | \$18,674.66 +<br>15.43%                   | \$0.00 =<br>0.00%                       | \$146,729.43 +           | \$-5,335.62 =  | \$141,393.81   |
| 2007      | \$37,583,392.00 x 0.46 = |               | \$172,883.60 +        | -\$22,550.04 +<br>-13.77%                 | \$0.00 =<br>0.00%                       | \$150,333.56 +           | \$-33,825.05 = | \$116,508.51   |
| 2008      | \$41,909,196.00 x 0.42 = |               | \$176,018.62 +        | -\$4,190.92 +<br>-2.08%                   | \$0.00 =<br>0.00%                       | \$171,827.63 +           | \$-25,145.52 = | \$146,682.11   |
| 2009      | \$44,126,457.00 x 0.44 = |               | \$194,156.41 +        | -\$35,301.17 +<br>-17.92%                 | \$0.00 =<br>0.00%                       | \$158,855.21 +           | \$-8,825.29 =  | \$150,029.92   |
| 2010      | \$45,764,920.00 x 0.55 = |               | \$251,707.06 +        | -\$54,917.90 +<br>-21.84%                 | \$0.00 =<br>0.00%                       | \$196,789.05 +           | \$0.00 =       | \$196,789.05   |
| 2011      | \$50,536,946.00 x 0.59 = |               | \$298,167.98 +        | -\$176,879.31 +<br>-60.00%                | \$0.00 =<br>0.00%                       | \$121,288.58 +           | \$0.00 =       | \$121,288.58   |

PIR Discounts are not applicable for the current year as refunds are issued the following year

\*\* Discrepancies between Net Premium on this report and premiums actually paid are due to rounding