Florida Workers Compensation Joint Underwriting Association, Inc.

P.O. Box 48957, Sarasota, FL 34230-5957
• Tel (941) 378-7400 • Fax (941) 378-7405 • www.fwcjua.com

VIA E-MAIL

BOARD OF GOVERNORS BULLETIN 10-20

TO: Florida Workers' Compensation Joint Underwriting Association, Inc. Board of Governors

FROM: Michael Cleary, Operations Manager

DATE: July 8, 2010

RE: **JUNE 2010 MONTHLY REPORT**

Attached please find the monthly report for June 2010. June highlights are as follows:

- As of June 30, 2010, the FWCJUA has "WRITTEN AND RENEWED" 434 policies with a corresponding written premium of $2,891,469.
- As of June 30, 2010, the FWCJUA had 754 policies "IN-FORCE" with a corresponding written premium of $5,425,669.
- Tier 1 remains the largest rating plan from a policy count perspective with 421 policies and associated premium of $2,038,890; however, Tier 3 remains the largest rating plan from a premium perspective with $2,217,958 in premium associated with 148 policies. Interestingly, a majority of the new business accounts bound is assigned to Tier 2.
- The number of Applications Received year-to-date is up 32% compared to last year at this time.
- The number of Applications Bound year-to-date is up 21% compared to last year at this time.
- Premium Bound year-to-date is down 4% compared to last year at this time and may be attributed to the 9.4% premium level decrease implemented January 1st.
- The number of Experience Rated Risks Bound year-to-date is up 31% compared to last year at this time.
- In June, 79% of Applications Received were submitted online. Since implementation of the revised online application submission process on February 22nd, 59% of all Applications Received were submitted online.
- There were 81 Applications Received in June, and 100% of these were responded to within 24 hours. As a matter of fact, 39.5% of the applications received were processed same day.
- There were 20 Applications Bound in June with associated premium of $145,185 (see table below for tier breakdown), and it took an average of 21 days to bind coverage for these accounts.

JUNE 2010 BOUND ACCOUNTS				
Tier Assignment	**# of Accounts**	**% of Total Accounts**	**TEAP**	**% of Total TEAP**
Tier 1	1	5%	$8,970	6%
Tier 2	12	60%	$42,029	29%
Tier 3	7	35%	$94,186	65%
TOTALS	**20**	**100%**	**$145,185**	**100%**

- Of the 20 bound accounts in June, the largest industry group represented was "Construction" with 11 accounts and $49,542 of premium.
- The number of Minimum Premium accounts bound year-to-date is down 57% compared to last year at this time.
- To date, the FWCJUA has contracted with 453 Agencies and 819 Producers.

Should you have any questions concerning this report, please feel free to contact me.

Attachment

c: Tom Maida, General Counsel
Jim Watford, Florida Office of Insurance Regulation

BOARD OF GOVERNORS: Charlie Clary, *Chair*; Dan Dannenhauer, *Vice Chair;* Fred Bennett; Rick Hodges; Claude Revels; Sean Shaw; Brett Stiegel; Beth Vecchioli; James Ward

FWCJUA OPERATIONS ANALYSIS
THROUGH JUNE 30, 2010

TOTAL PREMIUMS WRITTEN as of June 30, 2010 - Policy Count: 434 - Premium: $2,891,469

POLICIES IN FORCE	Policies	TEAP & Deposit
Tier 1	421	$2,038,890
Tier 2	185	$1,168,821
Tier 3	148	$2,217,958
TOTAL	754	$5,425,669

NEW BUSINESS INFORMATION	M-T-D 2009	M-T-D 2010	% CHG	Y-T-D 2009	Y-T-D 2010	% CHG
External Web Site Visits	3,779	4,836	28%	24,357	24,956	2%
Apps Received	41	81	98%	273	359	32%
TOTAL APPS BOUND	14	20	43%	106	128	21%
TOTAL EAP	$166,257	$145,185	-13%	$1,038,878	$998,968	-4%
AVERAGE POLICY PREMIUM SIZE	$11,876	$7,259	-39%	$9,801	$7,804	-20%
Tier 1: Apps Bound	1	1	0%	10	4	-60%
Tier 1: Premium Bound	$1,637	$8,970	448%	$78,568	$22,204	-72%
Tier 2: Apps Bound	7	12	71%	58	72	24%
Tier 2: Premium Bound	$62,813	$42,029	-33%	$326,204	$311,129	-5%
Tier 3: Apps Bound	6	7	17%	38	52	37%
Tier 3: Premium Bound	$101,807	$94,186	-7%	$634,106	$665,635	5%
TOTAL: Apps Bound	14	20	43%	106	128	21%
TOTAL: Premium Bound	$166,257	$145,185	-13%	$1,038,878	$998,968	-4%

RENEWAL BUSINESS INFORMATION	M-T-D 2009	M-T-D 2010	% CHG	Y-T-D 2009	Y-T-D 2010	% CHG
Total Policy Count	59	31	-47%	450	306	-32%
Total Written Premium	$391,039	$322,678	-13%	$2,670,743	$1,892,501	-29%

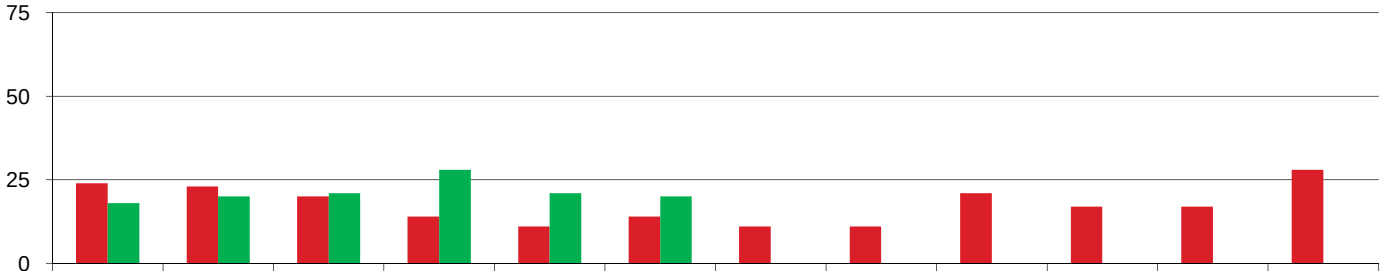
MINIMUM PREMIUM INFORMATION	M-T-D 2009	M-T-D 2010	% CHG	Y-T-D 2009	Y-T-D 2010	% CHG
Total Minimum Premium Bound	6	2	-67%	35	15	-57%
% of Total Bound	43%	10%	-77%	33%	12%	-65%

AUTHORIZED AGENCIES & PRODUCERS	as of 12/31/2009*	as of 5/31/2010	as of 6/30/2010	% CHG for M-T-D
Agencies	670	415	453	9.2%
Designated Producers	1087	768	819	6.6%

*** Effective 12/31/09 all FWCJUA Agency Producer Agreements terminated.**

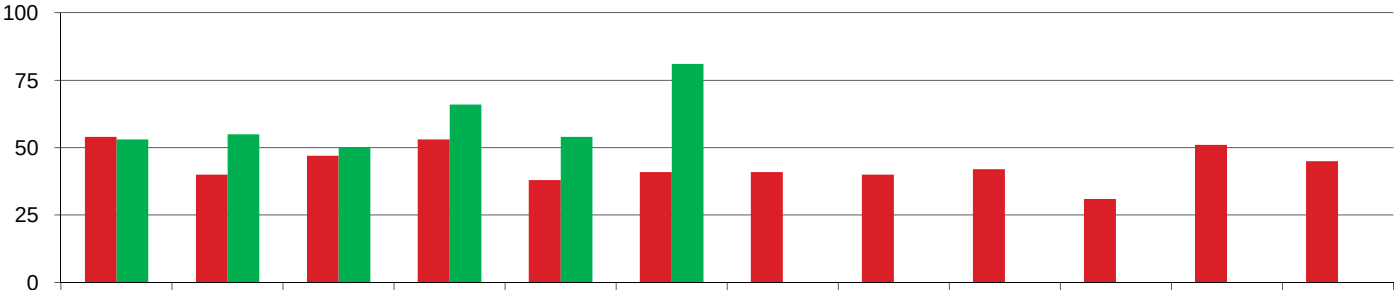
	Jun-09	Jul-09	Aug-09	Sep-09	Oct-09	Nov-09	Dec-09	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10
External Web Hits	3,779	4,015	3,519	3,703	3,538	3,751	3,619	3,804	4,452	4,477	3,883	3,504	4,836
% change - 1 month ago	7.1%	6.2%	-12.4%	5.2%	-4.5%	6.0%	-3.5%	5.1%	17.0%	0.6%	-13.3%	-9.8%	38.0%
Total Applications Received	41	41	40	42	31	51	45	53	55	50	66	54	81
% change - 1 month ago	7.9%	0.0%	-2.4%	5.0%	-26.2%	64.5%	-11.8%	17.8%	3.8%	-9.1%	32.0%	-18.2%	50.0%
Applications Bound	14	11	11	21	17	17	28	18	20	21	28	21	20
% change - 1 month ago	27.3%	-21.4%	0.0%	90.9%	-19.0%	0.0%	64.7%	-35.7%	11.1%	5.0%	33.3%	-25.0%	-4.8%
Premium Bound (000's omitted)	$166	$161	$167	$163	$257	$159	$201	$195	$134	$85	$285	$155	$145
% change - 1 month ago	9.9%	-3.0%	3.7%	-2.4%	57.7%	-38.1%	26.4%	-3.0%	-31.3%	-36.6%	235.3%	-45.6%	-6.5%
Applications Closed/Withdrawn	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	9	14	50
% change - 1 month ago	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	36%	72%
Policy Count Renewal Retention	62.8%	55.1%	61.5%	72.9%	63.8%	66.7%	71.7%	69.8%	70.5%	75.4%	78.5%	56.0%	59.6%
% change - 1 month ago	14.0%	-12.3%	11.6%	18.5%	-12.5%	4.5%	7.5%	-2.6%	1.0%	7.0%	4.1%	-28.7%	6.4%
Written Premium Renewal Retention	63.9%	64.5%	45.2%	69.0%	21.3%	60.6%	64.5%	64.9%	73.8%	84.3%	78.4%	48.8%	62.2%
% change - 1 month ago	26.8%	0.9%	-29.9%	52.7%	-69.1%	184.5%	6.4%	0.6%	13.7%	14.2%	-7.0%	-37.8%	27.5%
Policies in Force (policy count)	946	909	884	851	849	826	827	813	804	754	777	773	754
% change - 1 month ago	-3.9%	-3.9%	-2.8%	-3.7%	-0.2%	-2.7%	0.1%	-1.7%	-1.1%	-6.2%	3.1%	-0.5%	-2.5%
Policies in Force (premium $,000)	$6,542	$6,474	$6,168	$5,965	$5,814	$5,712	$5,678	$5,628	$5,763	$5,580	$5,580	$5,637	$5,426
% change - 1 month ago	-5.1%	-1.0%	-4.7%	-3.3%	-2.5%	-1.8%	-0.6%	-0.9%	2.4%	-3.2%	0.0%	1.0%	-3.7%
Authorized Agencies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	298	319	359	394	415	453
% change - 1 month ago	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	7.0%	12.5%	9.7%	5.3%	9.2%
Designated Producers	N/A	N/A	N/A	N/A	N/A	N/A	N/A	590	653	705	729	768	819
% change - 1 month ago	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	10.7%	8.0%	3.4%	5.3%	6.6%

APPLICATIONS BOUND



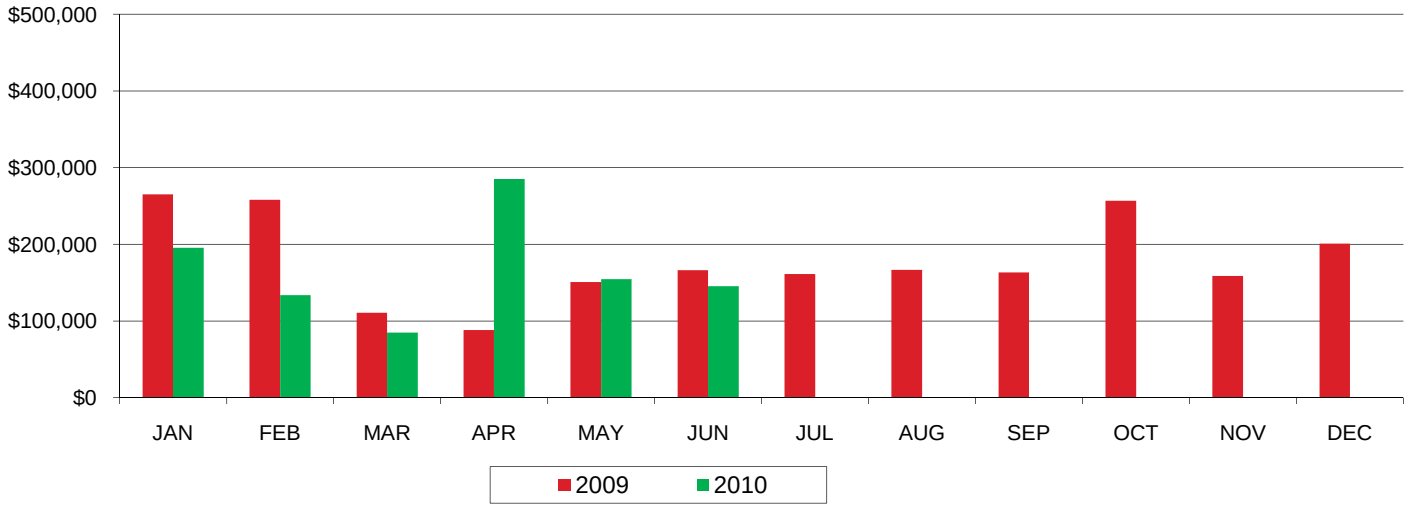
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2009	24	23	20	14	11	14	11	11	21	17	17	28
2010	18	20	21	28	21	20	0	0	0	0	0	0

TOTAL APPLICATIONS RECEIVED



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2009	54	40	47	53	38	41	41	40	42	31	51	45
2010	53	55	50	66	54	81	0	0	0	0	0	0

PREMIUM DOLLARS BOUND

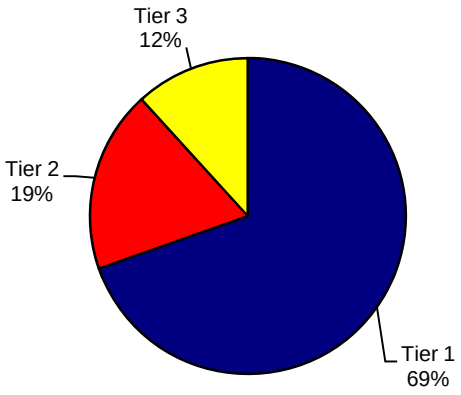


FWCJUA RENEWAL BUSINESS ANALYSIS

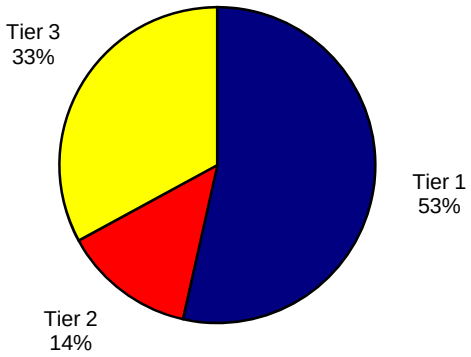
THROUGH JUNE 30, 2010

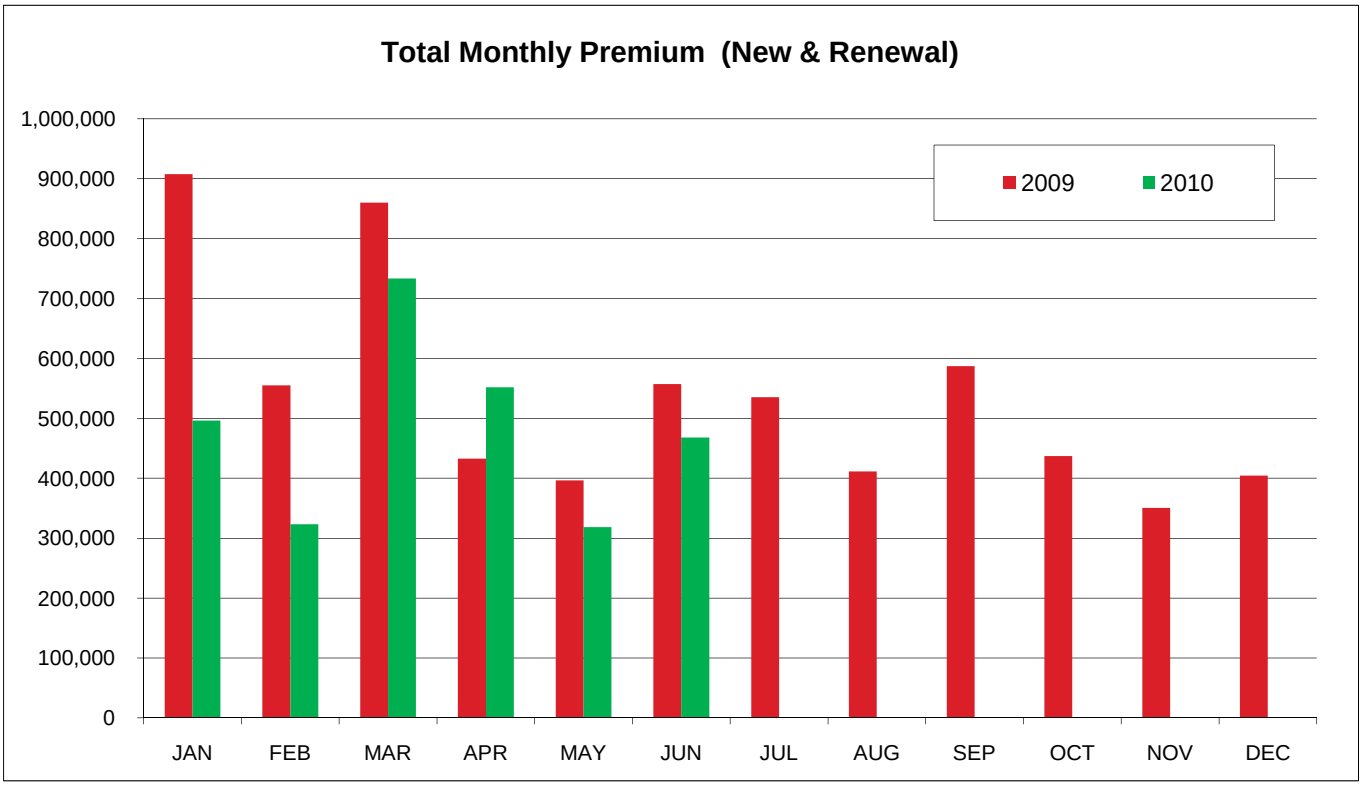
RENEWAL BUSINESS INFORMATION	M-T-D 2009	M-T-D 2010	% CHG	Y-T-D 2009	Y-T-D 2010	% CHG
TIER 1						
Policy Count	32	20	-38%	294	213	-28%
Written Premium	$178,040	$98,290	-45%	$1,430,524	$1,012,375	-29%
Average Policy Premium Size	$5,564	$4,915	-12%	$4,866	$4,753	-2%
% of Total Renewed	54%	65%	19%	65%	70%	7%
% of Total $ Renewed	46%	30%	-33%	54%	53%	0%
TIER 2						
Policy Count	17	5	-71%	103	57	-45%
Written Premium	$95,670	$15,341	-84%	$581,003	$256,645	-56%
Average Policy Premium Size	$5,628	$3,068	-45%	$5,641	$4,503	-20%
% of Total Renewed	29%	16%	-44%	23%	19%	-19%
% of Total $ Renewed	24%	5%	-81%	22%	14%	-38%
TIER 3						
Policy Count	10	6	-40%	53	36	-32%
Written Premium	$117,329	$209,047	78%	$659,216	$623,481	-5%
Average Policy Premium Size	$11,733	$34,841	197%	$12,438	$17,319	39%
% of Total Renewed	17%	19%	14%	12%	12%	0%
% of Total $ Renewed	30%	65%	116%	25%	33%	33%
TOTAL						
Policy Count	59	31	-47%	450	306	-32%
Written Premium	$391,039	$322,678	-17%	$2,670,743	$1,892,501	-29%

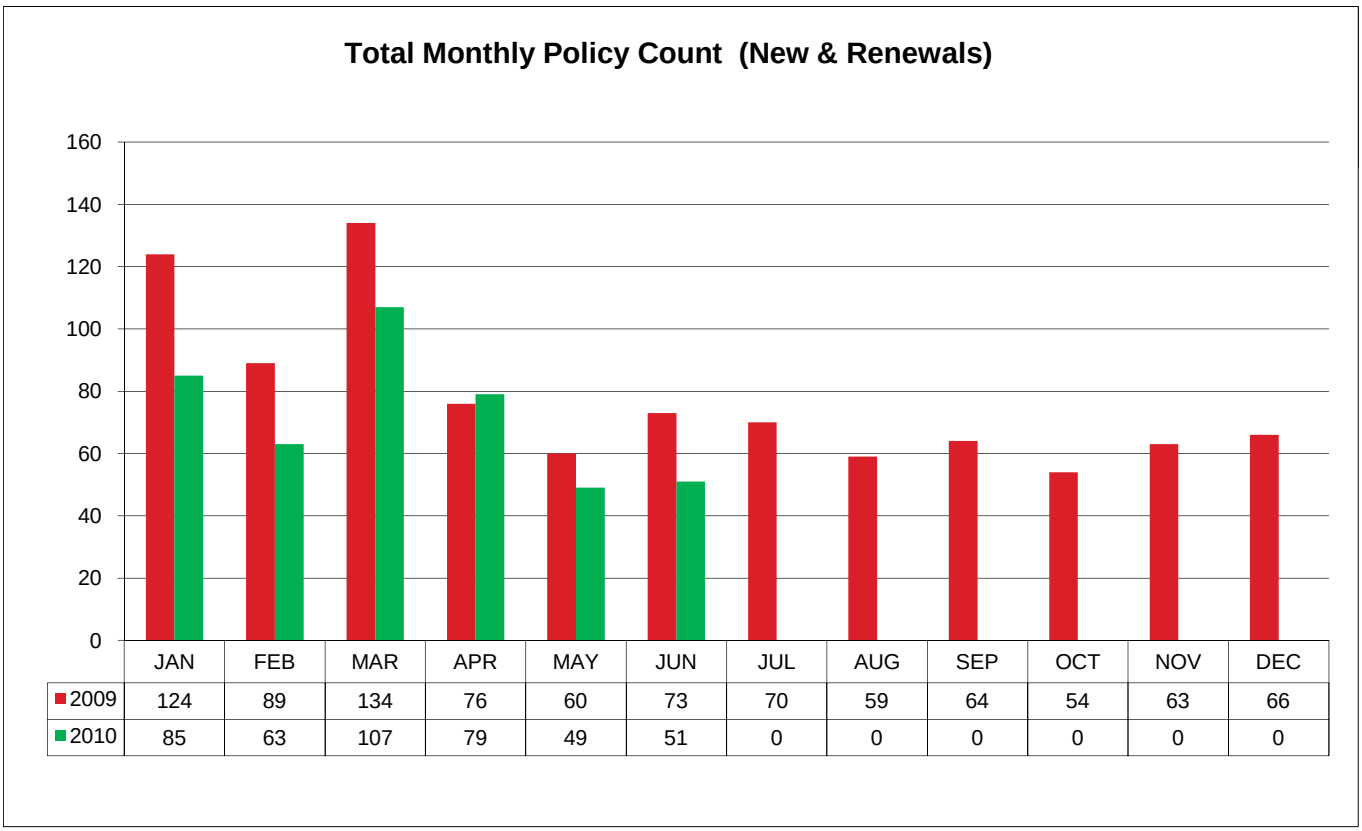
YTD Renewal Business by Policy Count



YTD Renewal Business by Premium





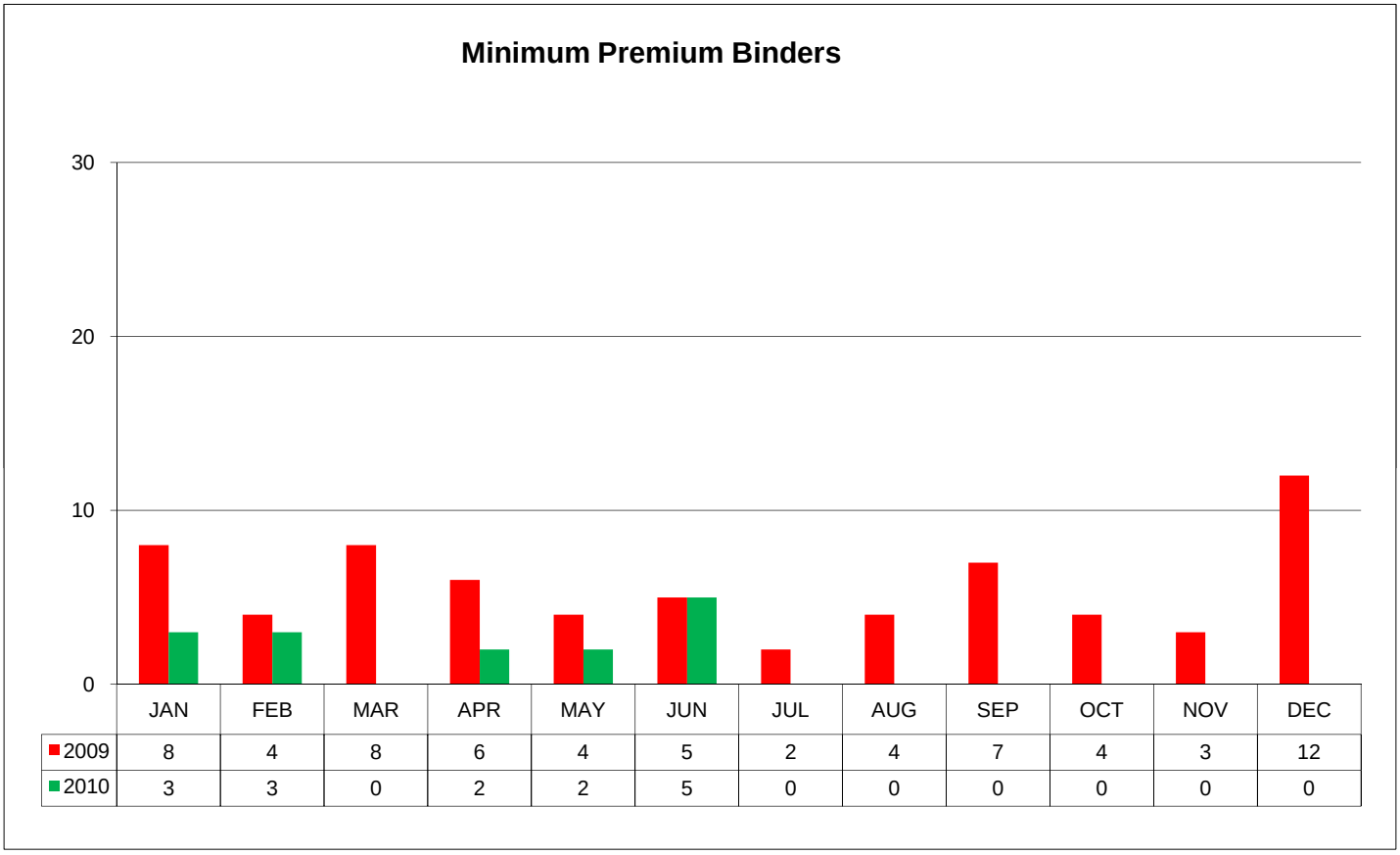


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2009	124	89	134	76	60	73	70	59	64	54	63	66
2010	85	63	107	79	49	51	0	0	0	0	0	0

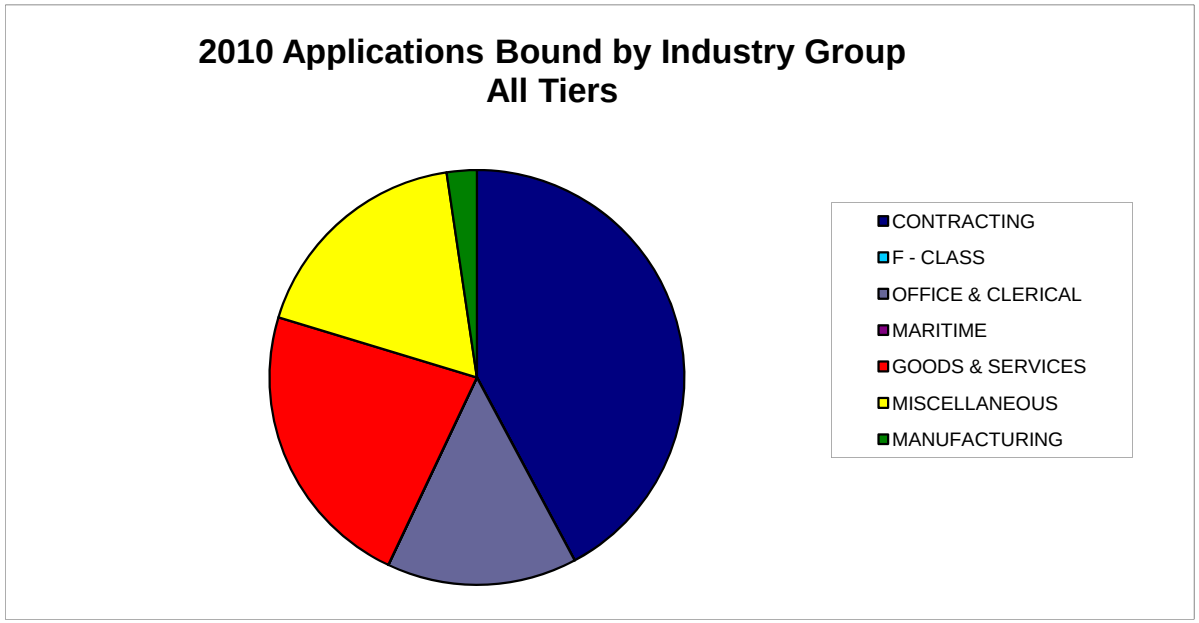
FWCJUA MINIMUM PREMIUM - "MP" ANALYSIS

THROUGH JUNE 30, 2010

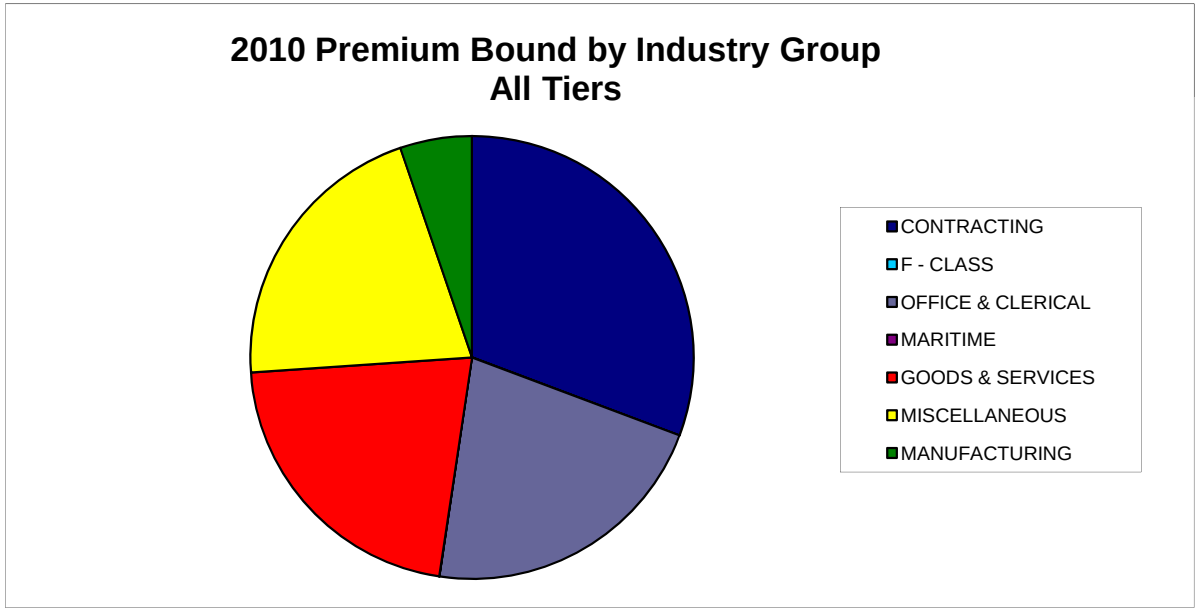
MINIMUM PREMIUM APPLICATIONS BOUND	M-T-D 2009	M-T-D 2010	% CHG	Y-T-D 2009	Y-T-D 2010	% CHG
Tier 1: MP "If Any"	0	0	0%	0	1	0%
Tier 2: MP "If Any"	1	3	200%	13	7	-46%
Tier 3: MP "If Any"	0	0	0%	2	0	-100%
% of Total Policies	7.1%	15.0%	110%	14.2%	6.3%	-56%
Tier 1: MP with Payroll	1	0	-100%	5	0	-100%
Tier 2: MP with Payroll	1	2	100%	11	5	-55%
Tier 3: MP with Payroll	2	0	-100%	4	2	-50%
% of Total Policies	28.6%	10.0%	-65%	18.9%	5.5%	-71%
Minimum Premium - ALL	5	5	0%	35	15	-57%
% of Total Policies	36%	25%	-30%	33%	12%	-65%



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2009	8	4	8	6	4	5	2	4	7	4	3	12
2010	3	3	0	2	2	5	0	0	0	0	0	0

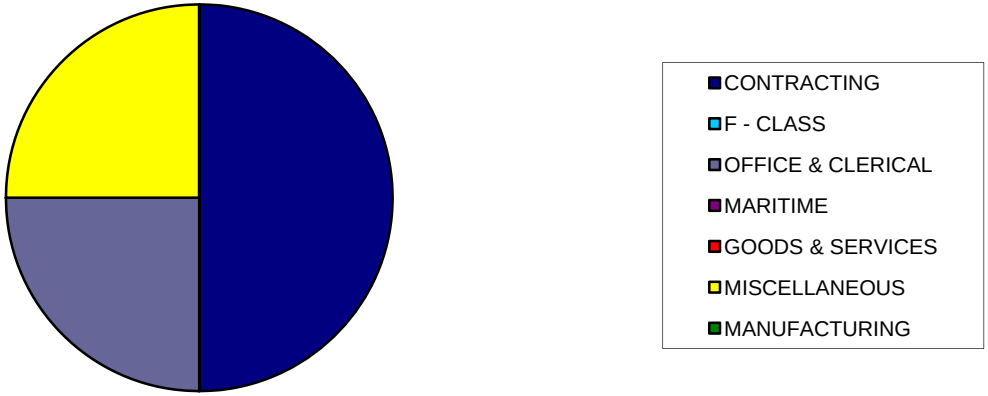


INDUSTRY GROUP	#	%
CONTRACTING	54	42.2%
F - CLASS	0	0.0%
OFFICE & CLERICAL	19	14.8%
MARITIME	0	0.0%
GOODS & SERVICES	29	22.7%
MISCELLANEOUS	23	18.0%
MANUFACTURING	3	2.3%
TOTALS	128	100.0%



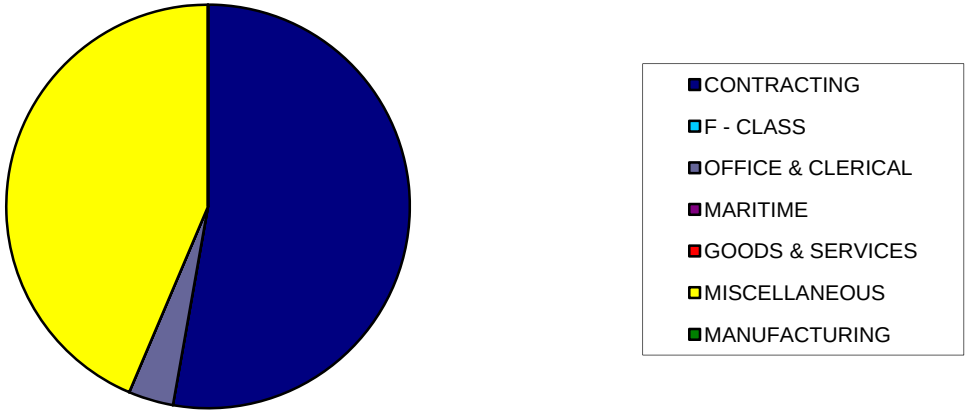
INDUSTRY GROUP	$	%
CONTRACTING	$310,201	30.7%
F - CLASS	$0	0.0%
OFFICE & CLERICAL	$218,523	21.6%
MARITIME	$0	0.0%
GOODS & SERVICES	$217,840	21.6%
MISCELLANEOUS	$210,287	20.8%
MANUFACTURING	$52,989	5.2%
TOTALS	$1,009,840	100.0%

2010 Applications Bound by Industry Group
Tier 1



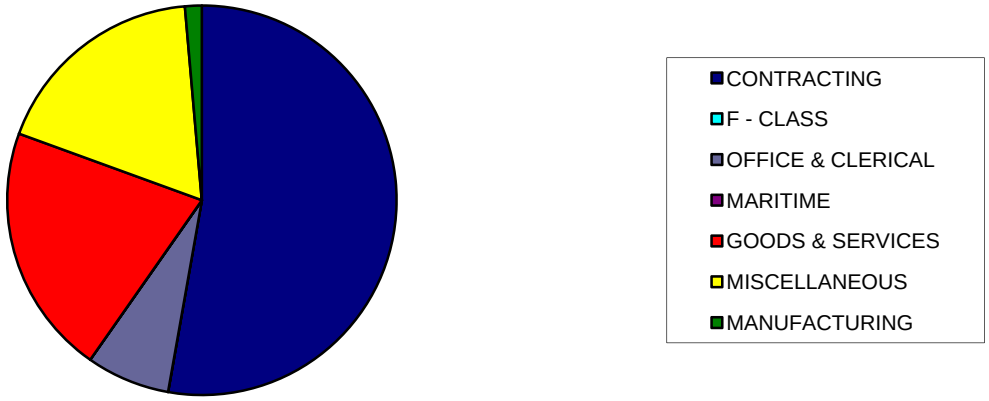
INDUSTRY GROUP	#	%
CONTRACTING	2	50.0%
F - CLASS	0	0.0%
OFFICE & CLERICAL	1	25.0%
MARITIME	0	0.0%
GOODS & SERVICES	0	0.0%
MISCELLANEOUS	1	25.0%
MANUFACTURING	0	0.0%
TOTALS	4	100.0%

2010 Premium Bound by Industry Group
Tier 1



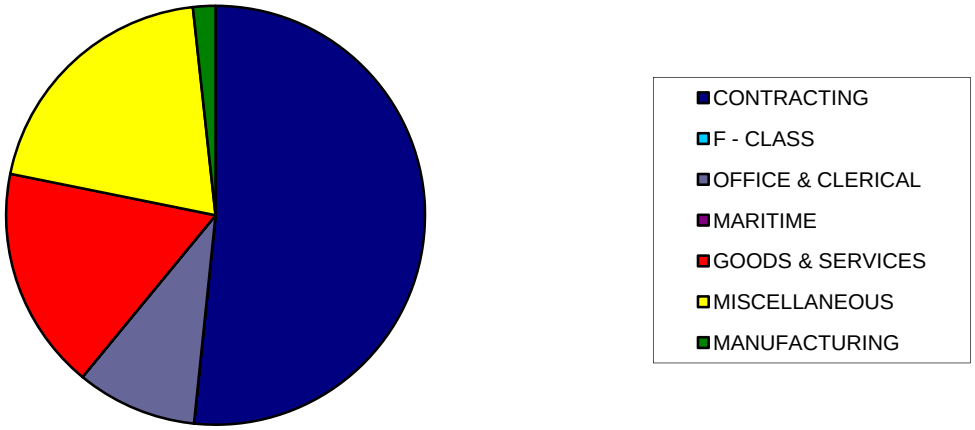
INDUSTRY GROUP	$	%
CONTRACTING	$11,720	52.8%
F - CLASS	$0	0.0%
OFFICE & CLERICAL	$801	3.6%
MARITIME	$0	0.0%
GOODS & SERVICES	$0	0.0%
MISCELLANEOUS	$9,683	43.6%
MANUFACTURING	$0	0.0%
TOTALS	$22,204	100.0%

2010 Applications Bound by Industry Group
Tier 2



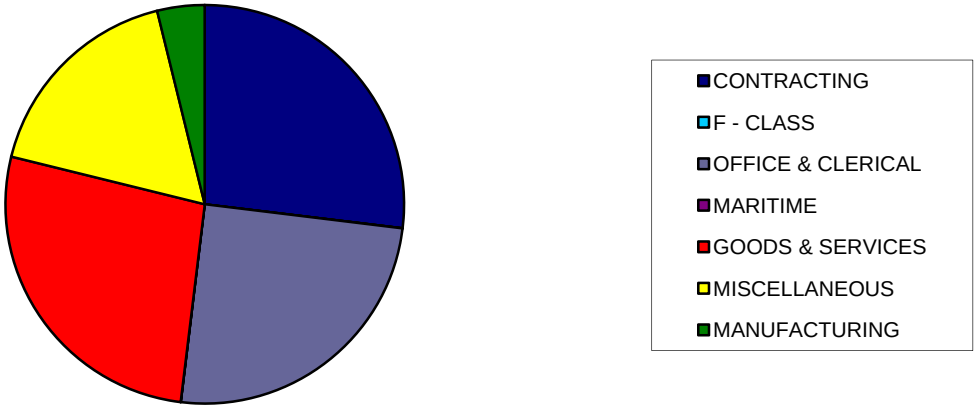
INDUSTRY GROUP	#	%
CONTRACTING	38	52.8%
F - CLASS	0	0.0%
OFFICE & CLERICAL	5	6.9%
MARITIME	0	0.0%
GOODS & SERVICES	15	20.8%
MISCELLANEOUS	13	18.1%
MANUFACTURING	1	1.4%
TOTALS	72	100.0%

2010 Premium Bound by Industry Group
Tier 2



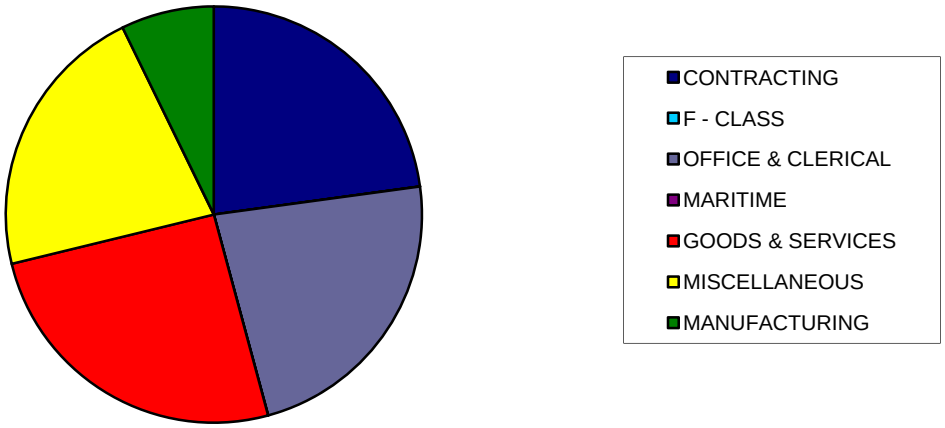
INDUSTRY GROUP	$	%
CONTRACTING	$146,391	51.6%
F - CLASS	$0	0.0%
OFFICE & CLERICAL	$26,387	9.3%
MARITIME	$0	0.0%
GOODS & SERVICES	$48,794	17.2%
MISCELLANEOUS	$56,961	20.1%
MANUFACTURING	$4,899	1.7%
TOTALS	$283,432	100.0%

2010 Applications Bound by Industry Group
Tier 3



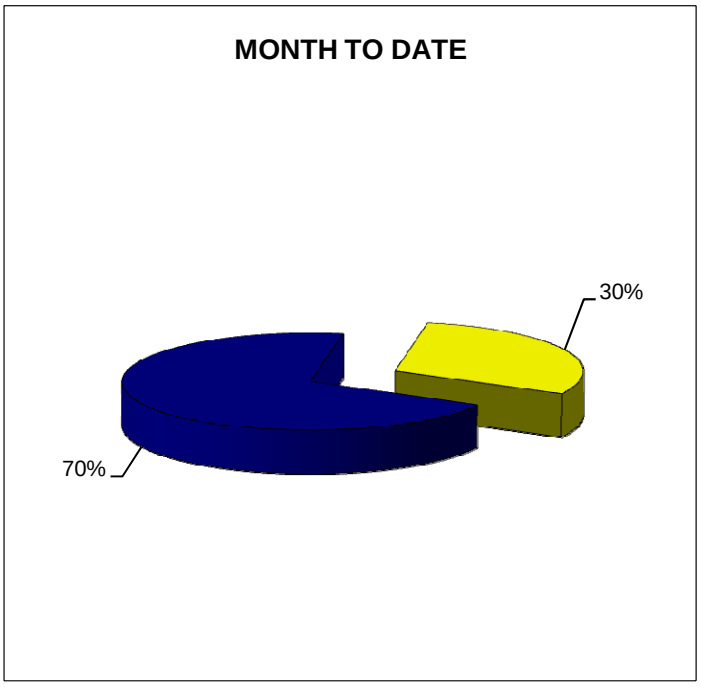
INDUSTRY GROUP	#	%
CONTRACTING	14	26.9%
F - CLASS	0	0.0%
OFFICE & CLERICAL	13	25.0%
MARITIME	0	0.0%
GOODS & SERVICES	14	26.9%
MISCELLANEOUS	9	17.3%
MANUFACTURING	2	3.8%
TOTALS	52	100.0%

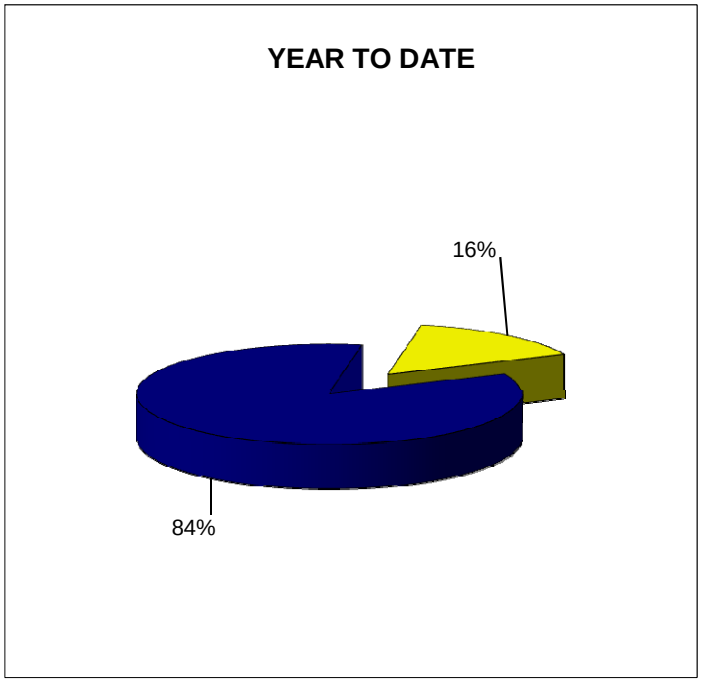
2010 Premium Bound by Industry Group
Tier 3



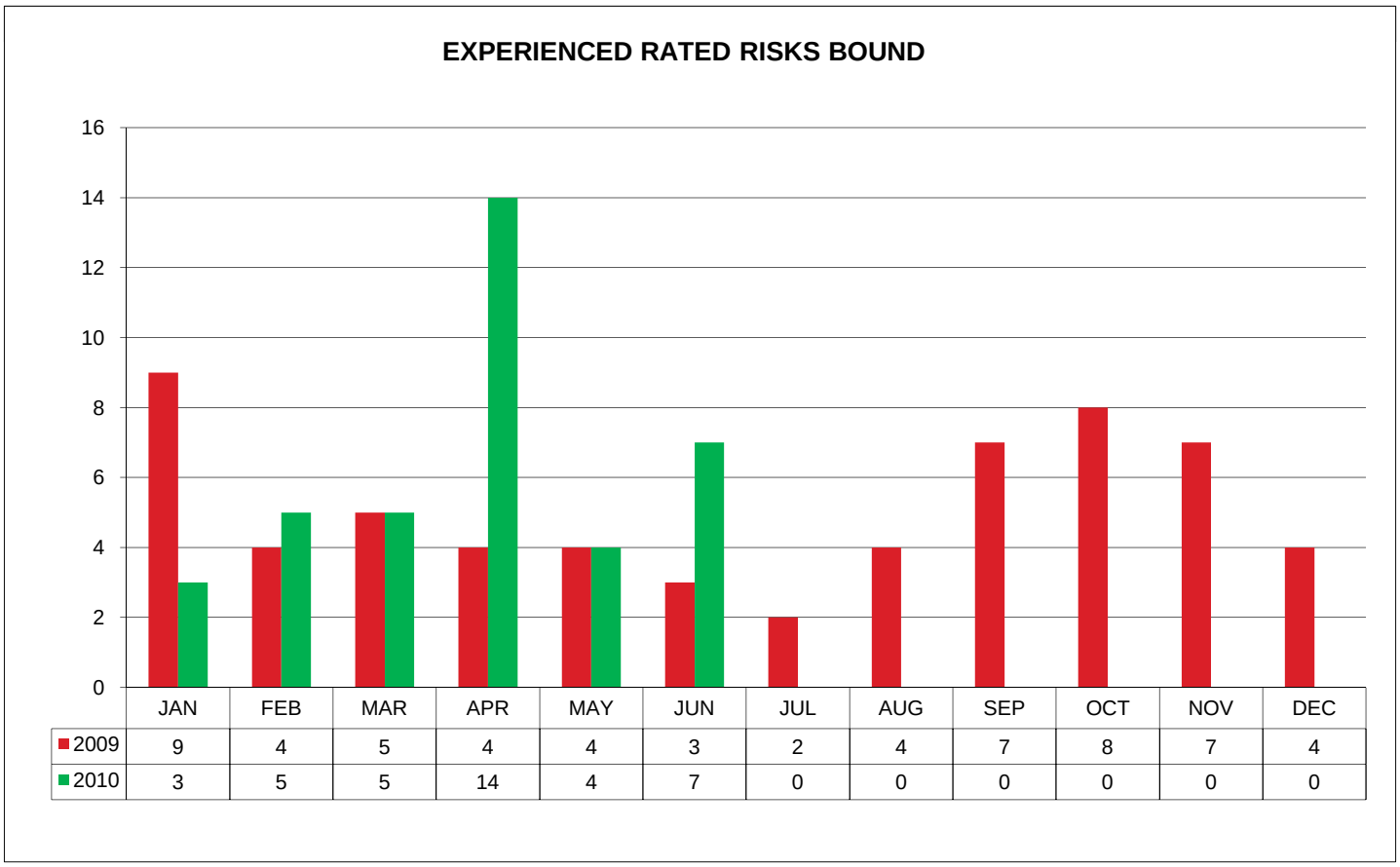
INDUSTRY GROUP	$	%
CONTRACTING	$152,090	22.8%
F - CLASS	$0	0.0%
OFFICE & CLERICAL	$152,766	23.0%
MARITIME	$0	0.0%
GOODS & SERVICES	$169,046	25.4%
MISCELLANEOUS	$143,643	21.6%
MANUFACTURING	$48,090	7.2%
TOTALS	$665,635	100.0%

JUNE 2010 - ASSIGNMENT ANALYSIS





	NEW BUSINESS		REASSIGNMENTS		TOTAL	
MONTH TO DATE	14	70.0%	6	30.0%	20	100.0%
YEAR TO DATE	108	84.4%	20	15.6%	128	100.0%



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2009	9	4	5	4	4	3	2	4	7	8	7	4
2010	3	5	5	14	4	7	0	0	0	0	0	0

FWCJUA Tropics System

Top Ten Reports

Printed: 7/8/2010 12:08:58PM

Ten Largest Bound Accounts 6/01/2010 - 6/30/2010

	Eff Date	County	Description	Gov Class	Employees	Payroll	Premium	MOD	Tier
1	06/12/2010	ORANGE	LANDSCAPE/LAWNCARE MAINTENANCE	9102	12	232,365	31,770	1.40	3
2	06/11/2010	JEFFERSON	LOGGING & LUMBERING	2702	4	100,000	22,629	1.00	3
3	06/17/2010	OSCEOLA	TEMPORARY EMPLOYMENT AGENCY. EE'S HIRED TO GO THE THE CENTRAL FL AUTO AUCTION &	8392	35	250,000	21,531	0.00	3
4	06/03/2010	MIAMI-DADE	PAINTING AND WATERPROOFING	5474	2	50,000	9,457	0.00	2
5	05/29/2010	ARENAC	CERTIFIED BUILDING CONTRACTOR; REHABILITATION OF AN APARTMENT COMPLEX USING SUBS	5403	3	69,300	8,970	0.00	1
6	06/18/2010	PALM BEACH	HOME BUILDER	5645	4	266,398	8,378	0.93	3
7	06/30/2010	MIAMI-DADE	RESTAURANT/CAFETERIA, FAMILY STYLE	9082	11	83,874	5,282	0.00	2
8	07/01/2010	PALM BEACH	RESIDENCE	0913	6	95,004	5,080	0.00	3
9	06/23/2010	COLLIER	CONSTRUCTION OF HIGH END CUSTOME HOMES	5645	2	125,000	4,245	0.00	2
10	07/01/2010	PALM BEACH	RESIDENTIAL GENERAL CONTRACTOR, NEW CONSTRUCTION & REMODELING	5645	2	50,000	2,737	0.00	2

Ten Largest Bound Accounts YTD 1/1/2010 - 6/30/2010

	Eff Date	County	Description	Gov Class	Employees	Payroll	Premium	MOD	Tier
1	04/17/2010	MIAMI-DADE	PAYCHECK LOAN STORE HEADQUARTERS	8810	48	3,217,798	64,084	2.32	3
2	04/10/2010	ORANGE	NON FERROUS METALS AND CORRUGATED RECYCLING. NO CURBSIDE PICKUP PRIMARILY ALUM	8264	17	172,282	36,479	1.23	3
3	06/12/2010	ORANGE	LANDSCAPE/LAWNCARE MAINTENANCE	9102	12	232,365	31,770	1.40	3
4	06/11/2010	JEFFERSON	LOGGING & LUMBERING	2702	4	100,000	22,629	1.00	3
5	06/17/2010	OSCEOLA	TEMPORARY EMPLOYMENT AGENCY. EE'S HIRED TO GO THE THE CENTRAL FL AUTO AUCTION &	8392	35	250,000	21,531	0.00	3
6	04/17/2010	MIAMI-DADE	ORGANIC FARM THAT GROWS PACKAGES AND SELLS ORGANIC FRUIT TO STORES	2105	29	263,817	21,280	0.96	3
7	04/27/2010	ORANGE	GOVERNMENT CONTRACTOR. TEACHES AT MILITARY BASES, OBTAINS MINORITY OWNED BUSINE	8810	31	1,776,520	20,440	0.94	3
8	05/28/2010	VOLUSIA	APPLICANT IS A COURIER SERVICE ENGAGED IN SHORT DISTANCE (50 MILES OR LESS) DELIVERY	7231	8	182,380	19,208	1.14	3
9	05/13/2010	BROWARD	PASSENGER AND AIR FREIGHT SERVICES	7403	14	150,000	19,031	0.91	3
10	05/20/2010	SEMINOLE	AMUSEMENT - ROPE COURSE WITH ZIP LINES	9180	13	230,515	14,070	0.00	2