



**Fund Year 2018
Annual Report Meeting
February 7, 2019**



ANNUAL MEETING OF THE MEMBERS

Thursday ~ February 7, 2019 - 1:30 p.m. – 3:00 p.m.
Hynes Convention Center, Room 204
900 Boylston Street, Boston, MA

AGENDA

- **Welcome / Presidents' Address** Linda Lyons, President
- Pg 3 Annual Meeting Minutes – February 15, 2018** Linda Lyons
 - Vote to Approve
- Pg 6 2019 Board of Trustees** Linda Lyons
 - Vote to Accept Board of Trustees
 - 2019 Board of Trustees Meeting Schedule
- Pg 9 Introduction of FutureComp Service Team** Jennifer Monkiewicz, Administrator - *FutureComp*
- Pg 11 2018 Membership Listing** Jennifer Monkiewicz
- Pg 13 2018 Claims Overview** Kathy Camire, Administrator – *FutureComp*
- Pg 16 2018 Safety Committee & Loss Control Update** Chris Campbell, Loss Control Consultant - *FutureComp*
 - 2019 Claim & Loss Control Committee Members
 - 2019 Meeting Schedule
- **Performance Update** Jennifer Monkiewicz, Administrator
- Pg 23 Guest Speaker** Ellen Dorian, Leadership Strategist and Head Coach – Dorian Group
- **Question and Answer Session** Jennifer Monkiewicz
- Pg 25 Distribution of Dividend Checks** Jennifer Monkiewicz
- **Vote to Adjourn** Linda Lyons

MINUTES
FEBRUARY 15, 2018



Annual Meeting
Thursday, February 15, 2018
Rhode Island Convention Center, Room 553

The meeting began at 1:40 p.m.

Board Members Present: Linda Lyons, Wayne Moriarty, Tom McManus, Jason Thacker, Jay Torrisi, Debra Duff-Torres, and John Hoell.

Board Members Absent: Dave Perry

Members Present: See sign in sheet

Other Attendees: Anne Cunic, NRLA; Jennifer Monkiewicz, Kathy Camire, Maria Sullivan, Kathy Wagner, Wendy Zabroski, Jean Cunningham, Rob Bolduc, Chris Campbell, Gary Moran, Kim Ferris, and Kathy St. Laurent of FutureComp.

Welcome/Introductions: Linda Lyons welcomed all attendees and thanked Meadowbrook for all their years of service. She conveyed that her experience with FutureComp has been very positive. She made everyone aware that Wendy Zabroski is now with FutureComp so all members will still have her as their claims adjuster.

Linda then talked about the loss control services that will be provided by FutureComp and explained how well her visit with Rob Bolduc and Chris Campbell went and encouraged all members to schedule an appointment with them as soon as possible.

Linda then brought forward the nomination of three board members whose terms were expiring. The board members are Linda Lyons, John Hoell and Tom McManus. A motion was made by Wayne Moriarty to accept the nomination for reelection. The motion was seconded by Jason Thacker and approved by all those present.

Linda then introduced Jennifer Monkiewicz.

Transition Update:

Jen thanked Linda for all her patience and help during the transition period. She welcomed all attendees and then introduced all FutureComp team members, explaining their individual roles.

Jen provided an update on the transition. She went through the contact sheet provided in the packets and then reviewed the claim graphs as well. She also indicated to everyone that once the data from Meadowbrook is viewable, all claims will be reviewed and that reserves will need to be adjusted accordingly. She invited all members to reach out to her if they would like the reports for their locations.

At this time, a motion was made by Wayne Moriarty to approve the meeting minutes from last year. The motion was seconded by Jason Thacker and approved by all those present.

Safety/Loss Control:

Rob Bolduc presented the safety plan for the group for the 2018 fund year. He introduced Chris Campbell as their lead loss control consultant and indicated that the primary focus will be visiting all members and assessing the needs of the group. After all the information is gathered, workshops, vendor partnerships, etc. will be defined to serve the group in the most efficient and effective manner.

Other:

Linda introduced John Howell as the Chairman of the Claims and Loss Control Committee and welcomed all members to join. The next meeting will be in April.

Jen informed all attendees that there is an open board seat if anyone was interested in serving on the board. She also provided a marketing update on the group.

Jen stated that the group could distribute \$958,000 in dividends this year. Checks will be distributed to those in attendance at the end of the meeting; all others will be mailed.

Adjournment:

There being on other business, a motion was made by Debra Duff-Torres to adjourn the meeting. The motion was seconded by Jason Thacker and the meeting was adjourned at 2:10 pm.

Respectfully Submitted,
Katherine Camire
Administrator

2019 BOARD OF TRUSTEES



2019 OFFICERS & BOARD of TRUSTEE MEMBERS

OFFICERS

PRESIDENT

Linda Lyons **Board Term 12/31/21**
 Brockway-Smith Company
 35 Upton Drive, Wilmington, MA 01887
 Tel: (978) 475-7100 x8347 / Fax: (978) 474-4969
 Email: llyons@brosco.com

TREASURER

Jay Torrisi **Board Term 12/31/19**
 Jackson Lumber & Millwork Company
 215 Market Street, Lawrence, MA 01842
 Tel: (978) 689-1068 / Fax: (978) 423-7061
 Email: jtorrisi@jacksonlumber.com

CLERK

David Perry **Board Term 12/31/20**
 Concord Lumber Corporation
 55 White Street, Littleton, MA 01460
 Tel: (978) 486-9877 / Fax: (978) 952-2408
 Email: dperry@concordlumbercorp.com

BOARD of TRUSTEES

Wayne Moriarty **Board Term 12/31/19**
 Atlantic Plywood Corporation
 8 Roessler Road, WoburnMA01801
 Tel: (781) 933-1932/ Fax: 978-897-1227
 Email: wmoriarty@atlanticplywood.com

Jason Thacker **Board Term 12/31/20**
 Howe Lumber
 225 West Main Street, East BrookfieldMA01515
 Tel: 508-867-3232/ Fax: 508-885-5252
 Email: jasont@howelumber.com

Tom McManus **Board Term 12/31/21**
 Cape Cod Lumber
 225 Groveland Street, AbingtonMA02351
 Tel: 781-878-0715/ Fax: 781-871-6726
 Email: tmcmanus@cclco.com

Debra Duff-Torres **Board Term 12/31/20**
 North Atlantic Corporation
 1255 Grand Army Highway, SomersetMA02726
 Tel: (508) 679-6479/ Fax: 508-235-4286
 Email: dtorres@northatlanticcorp.com

John Mahoney **Board Term 12/31/19**
 Fairview Millwork Inc.
 100 Pearl Street, BridgewaterMA02324
 Tel: (508) 697-6128/ Fax: 508-647-6922
 Email: mahoneyjohn@gmail.com

John Hoell **Board Term 12/31/21**
 Shepley Wood Products
 216 Thornton Drive, HyannisMA02601
 Tel: (508) 862-6299/ Fax: 508-862-6098
 Email: jhoell@shepleywood.com

SPONSORING ASSOCIATION

Northeastern Retail Lumber Association
Association Representative – Anne Cunic, Regional Director



2019 COMMITTEE MEMBERS

UNDERWRITING COMMITTEE

Debra Duff-Torres

North Atlantic Corporation
1255 Grand Army Highway, SomersetMA02726
Tel: (508) 679-6479/ Fax: 508-235-4286
Email: dtorres@northatlanticcorp.com

Vacancy

NOMINATION COMMITTEE

David Perry

Concord Lumber Corporation
55 White Street, Littleton, MA 01460
Tel: (978) 486-9877 / Fax: (978) 952-2408
Email: dperry@concordlumbercorp.com

YOUR FUTURECOMP SERVICE TEAM

FutureComp®

SELF-INSURED LUMBER BUSINESSES ASSOCIATION/ FUTURECOMP TEAM LISTING

Rev 1/1/19

ADMINISTRATIVE TEAM	
<p>Jennifer Monkiewicz, Administrator, Senior Vice President Toll Free: 855-874-0123, Ext 16164 Cell: 603-247-4418 Email: Jennifer.Monkiewicz@usi.com</p>	<p>Katherine I. Camire, Administrator Account Executive - FutureComp Tel: 855-874-0123, Ext 16121 Direct: 603-665-6121 Email: Kathy.Camire@usi.com</p>
<p>Kathleen St. Laurent, Lead Administrative Assistant Toll Free: 855-874-0123, Ext. 54206 Email: Kathleen.StLaurent@usi.com</p>	
FINANCE & UNDERWRITING TEAM	
<p>Maria Sullivan, Finance Director Tel: 413-750-4257 / Fax: 413-739-9330 Toll Free: 855-874-0123, Ext. 54257 Email: Maria.Sullivan@usi.com</p>	<p>Kathy Wagner, Underwriting Administrator Tel: 413-750-4222 / Fax: 413-739-9330 Toll Free: 855-874-0123, Ext. 54222 Email: Kathy.Wagner@usi.com</p>
CLAIMS & CASE MANAGEMENT TEAM	
<p>Cheryl McCarthy, Lost-Time Claims Specialist Tel: 781-939-2026 / Fax: 610-537-1905 Toll Free: 855-874-0123, Ext. 12026 Email: Cheryl.McCarthy@usi.com</p>	<p>Christine Redmond, Medical-Only Claims Adjuster Tel: 401-558-3107 / Fax: 610-537-2387 Toll Free: 855-874-0123, Ext. 33107 Email: Christine.Redmond@usi.com</p>
<p>Jean Cunningham, RN Medical Case Manager Tel: 781-376-2680 / Fax: 781-376-5035 Toll Free: 855-874-0123, Ext. 12680 Email: Jean.Cunningham@usi.com</p>	<p>Dana Emmott, RN, CCM, Medical Case Manager Tel: 781-939-2020 / Fax: 610-537-9770 Toll Free: 855-874-0123, Ext. 12020 Email: Dana.Emmott@usi.com</p>
<p>Kimberly Ferris, RN, CCM - VP Managed Care Tel: 413-750-4246 / Fax: 413-739-9330 Toll Free: 855-874-0123, Ext: 54246 Email: Kimberly.Ferris@usi.com</p>	<p>Gary Moran, Claims Supervisor Tel: 781-376-2774 / Fax: 781-376-5035 Toll Free: 855-874-0123, Ext. 02274 Email: Gary.Moran@usi.com</p>
<p>Steve Grahn, Vice-President Claims Tel: 413-750-4250 / Fax: 413-739-9330 Toll Free: 855-874-0123, Ext. 54250 Email: Steve.Grahn@usi.com</p>	
<p>Sarah Depergola, VP MIS Systems Reporting Tel: 413-750-4273 / Fax: 413-739-9330 Toll Free: 855-874-0123, Ext. 54273 Email: Sarah.Depergola@usi.com</p>	<p>Sonja Cruz, Information Specialist Tel: 413-750-4321 / Fax: 413-739-9330 Toll Free: 855-874-0123, Ext. 54321 Email: Sonja.Cruz@usi.com</p>
LOSS CONTROL & SAFETY	
<p>Chris Campbell, Loss Control & Safety Manager Toll Free: 855-874-0123, Ext. 31076 Email: Chris.Campbell@usi.com</p>	

2018 MEMBERSHIP LISTING

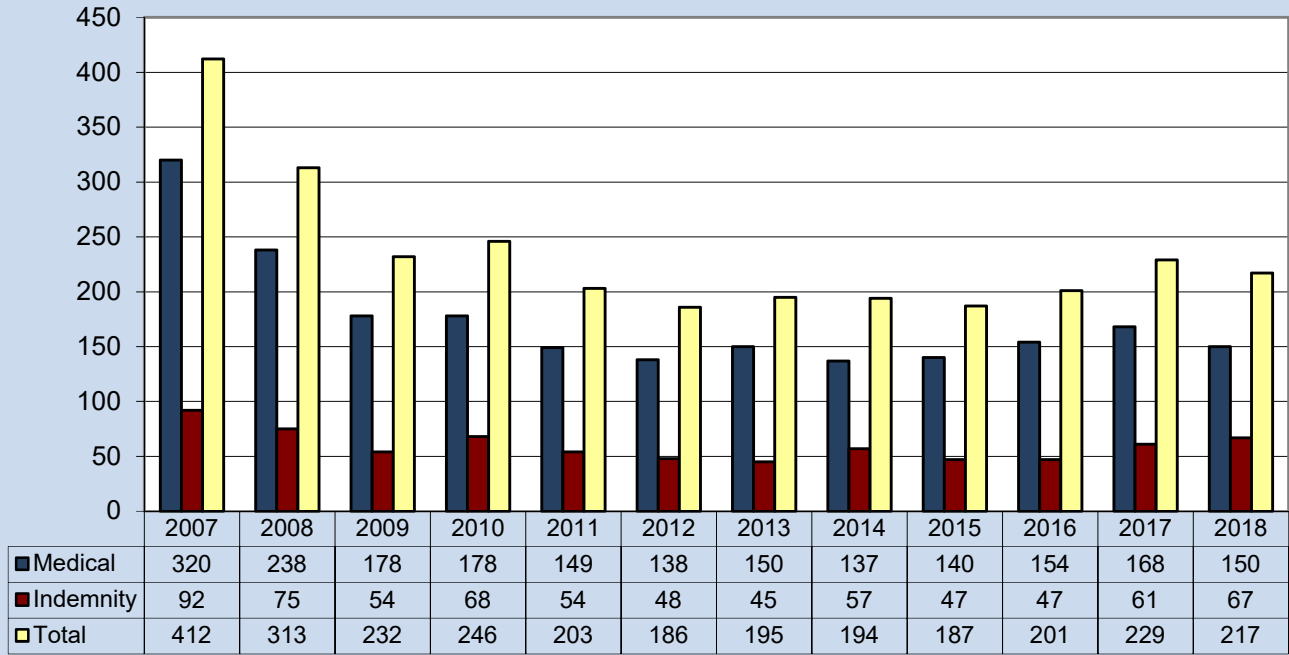
**SILBA - Self-Insured Lumber Business Association
2018 Member List**

Company Name	Address	City	State	Zip
Anderson & McQuaid Co., Inc.	170 Fawcett Street	Cambridge	MA	02138
Arlington Coal & Lumber Co.	41 Park Avenue	Arlington	MA	02174
Atlantic Plywood Corporation	8 Roessler Road	Woburn	MA	01801
Attleborough-Rehoboth Building	44 Park Street, Rte.118	Rehoboth	MA	02769
Belletetes, Inc.	245 Central Street	Winchendon	MA	01475
Biss Lumber Company, Inc.	523 Somerset Avenue	Taunton	MA	02730
Braintree Lumber Co., Inc.	110 Hancock Street	Braintree	MA	02184
Brockway-Smith Company	35 Upton Drive	Wilmington	MA	01887
Bucksworth Enterprises, Inc.	63 Myricks Street (Rte. 79)	Berkley	MA	02779
Building Center, Inc of Gloucester	PO Box 180	Gloucester	MA	01930
Burnett & Moynihan, Inc.	43 Foster Street	Revere	MA	02151
Cape Cod Lumber	PO Box 2013	Abington	MA	02351
Chace Building Supply, Inc.	129 Washington Street	Foxboro	MA	02035
Chairtown Lumber Company	63 Coburn Avenue	Gardner	MA	01440
Chelmsford Lumber Company	201 Boston Road	Chelmsford	MA	01824
Concord Lumber Corporation	PO BOX 1526	Littleton	MA	01460
Cooperative Reserve Supply Inc	1100 Iron Horse Park	Billerica	MA	01862
Dartmouth Building Supply Inc.	958 Reed Road	North Dartmouth	MA	02747
Denison-Cannon Company Inc.	P O Box 20	N. Billerica	MA	01862
Dettinger Lumber Co., Inc.	24 Warren Terrace	Pittsfield	MA	01201
Devon Lumber Co., Inc.	167 Devon Street	Dorchester	MA	02121
Doherty Lumber Co., Inc.dba DBS Lumber Company	78 Accord Park Drive	Norwell	MA	02061
Dorchester Door and Window	41 Hallet Street	Dorchester	MA	02124
E.C. Cottle, Inc.	256 Lambert's Cove Road	Vineyard Haven	MA	02568
F.D. Sterritt Lumber Co.	110 Arlington Street	Watertown	MA	02412
Fairhaven Lumber Company	120 Alden Road	Fairhaven	MA	02719
Fairview Millwork, Inc.	100 Pearl Street	Bridgewater	MA	02324
Falmouth Lumber, Inc.	670 Teaticket Hwy.	E. Falmouth	MA	02536
Friend Building Center of Burlington, Inc.	4 Adams Street	Burlington	MA	01803
Gilbert & Cole Building Products, Inc.	42 Bessom Street	Marblehead	MA	01945
Hingham Lumber Company, Inc.	165 Chief Justice Cushing Hwy	Cohasset	MA	02025
Horner Millwork Corp. / Horner Commercial Sales	1255 G.A.R. Highway	Somerset	MA	02726
Howe Lumber Company, Inc.	225 West Main Street	East Brookfield	MA	01515
Island Lumber Company, Inc.	1 Poplis Road	Nantucket	MA	02554
Jackson Lumber & Millwork Company, Inc.	P.O. Box 449	Lawrence	MA	01842
John Foster Lumber Co., Inc. dba Pine Product	829 Webster Street	Marshfield	MA	02050
Johnson Lumber Company	133 Main Street	Salisbury	MA	01952
Keiver Willard Lumber Corp	11-13 Graf Road	Newburyport	MA	01950
Kelly Fradet Lumber Co., Inc.	587 North Main Street	East Longmeadow	MA	01028
Koopman Lumber Co., Inc.	665 Church Street	Whitinsville	MA	01588
Moore Lumber & Hardware, Inc.	22 West Main Street	Ayer	MA	01432
Moynihan-North Reading Lumber/Moynihan Lumber of Beverly, Inc.	164 Chestnut Street	North Reading	MA	01864
Nickerson Lumber Company LLC	465 Route 134	South Dennis	MA	02660
North Atlantic Corporation	1255 Grand Army Highway	Somerset	MA	02726
Northeast Treaters, Inc.	201 Springfield Road	Belchertown	MA	01007
Plywood Supply and Lumber, Inc.	1380 Main Street	Waltham	MA	02451
Ryan Seamless Gutter Systems	190 University Avenue	Westwood	MA	02090
Shepley Wood Products	216 Thornton Drive	Hyannis	MA	02601
Squier & Company, Inc. / Squire Lumber & Hardware	5 Squier Avenue	Monson	MA	01057
St. Denis Products, Inc. dba Lumber Center	44 Broad Street	Westfield	MA	01085
Sudbury Lumber Co., Inc.	28 Union Avenue	Sudbury	MA	01776
Taylor Lumber & Hardware Co, Inc.	2075 Ocean Street	Marshfield	MA	02050
Warren Trask Company	63 B Bedford Street	Lakeville	MA	02347
Wilmington Builders Supply Co.	334 Main Street	Wilmington	MA	01887
Wood Lumber Company	81 Locust Street	Falmouth	MA	02540
Yankee Pine Corporation	Route 1	Rowley	MA	01969

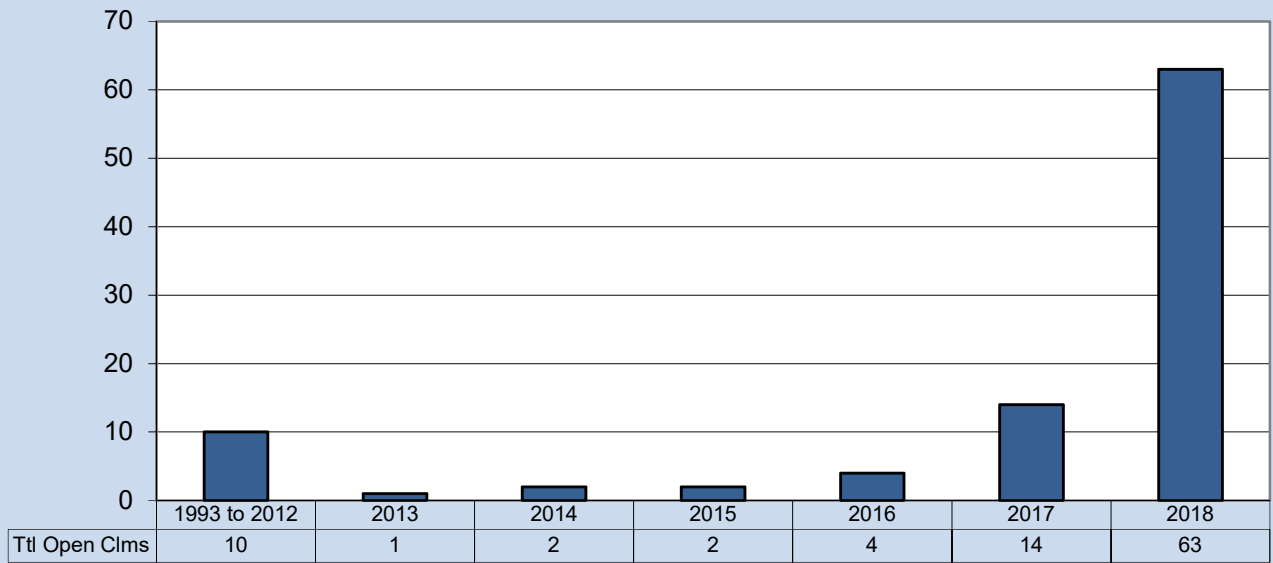
2018 CLAIMS OVERVIEW SUMMARY

SILBA - Claim Overview Charts
as of December 31, 2018

Claim Type History 2007 - 2018
*as of 12/31/18

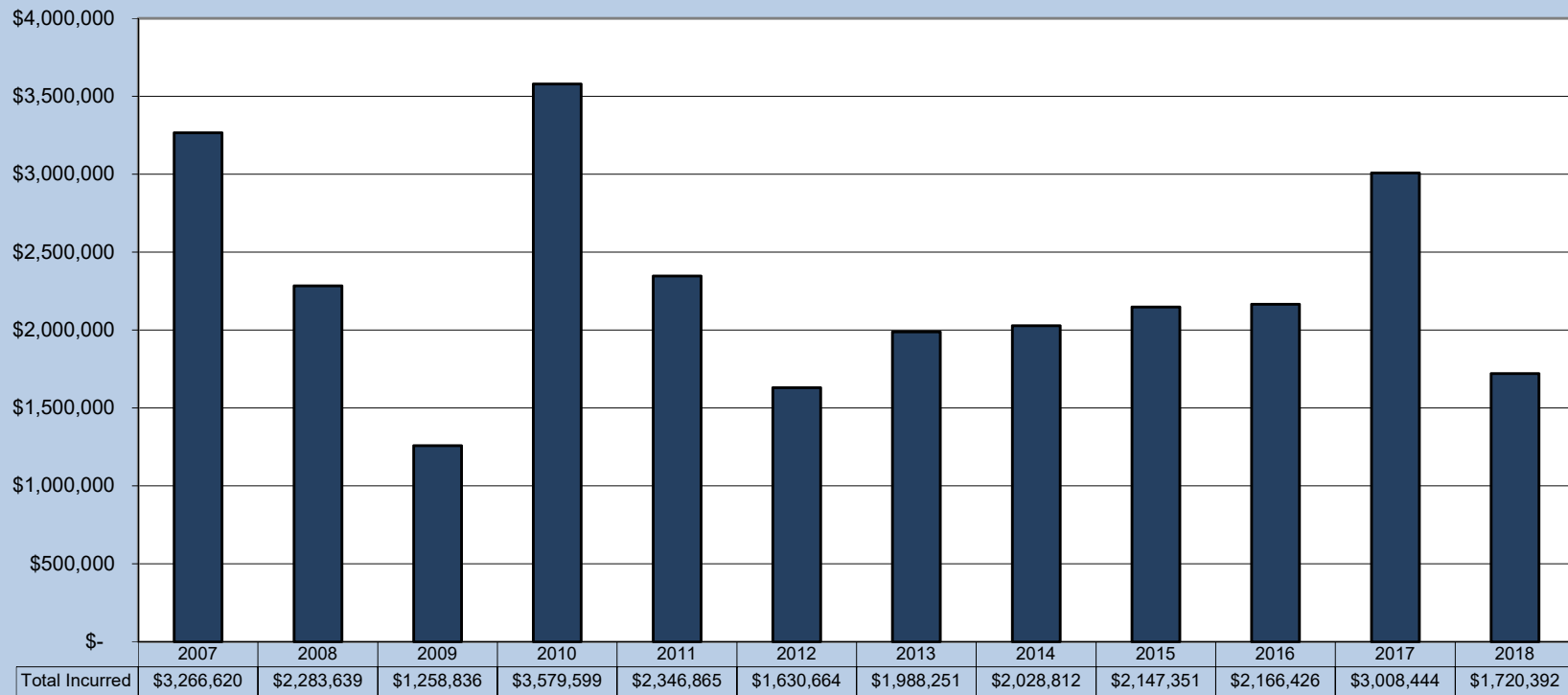


Total Open Claims By Year
*as of 12/31/18



SILBA - Claim Overview Charts
as of December 31, 2018

Total Incurred per Year 2007 - 2018
*as of 12/31/18



2018 SAFETY COMMITTEE / LOSS CONTROL UPDATE

SILBA General Frequency Trends

Figure 1:

SILBA Accident Frequency By Type As of Dec. 31, 2018
Most Frequent Accidents

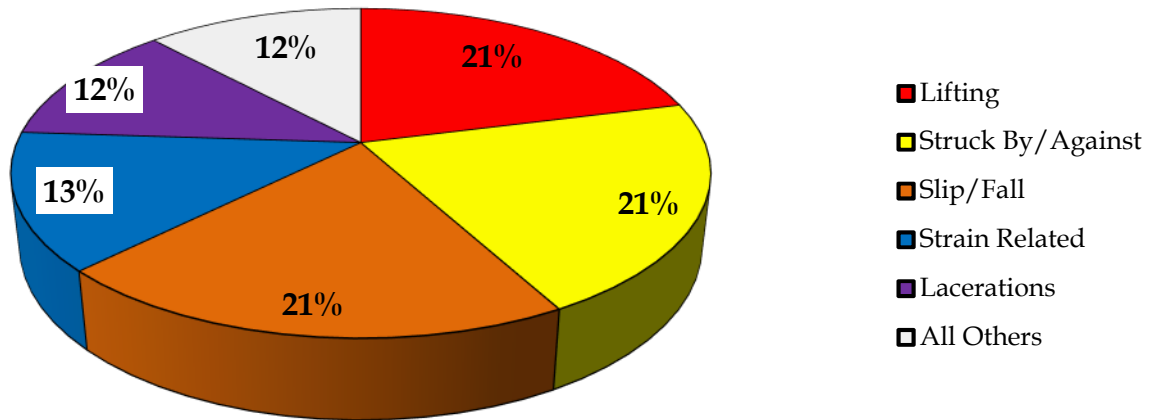


Figure 2:

Accident Type	2014	2015	2016	2017	2018	Totals
Lifting Specific	56	36	43	48	42	225
Slip/Fall	31	51	39	55	40	216
Struck By/Against	22	36	48	62	50	218
Strain Related	24	25	25	42	41	157
Lacerations	28	19	22	28	31	128
Eye Injury	13	13	13	9	7	55
Auto Related	3	3	6	4	5	21
Caught Between/Against	11	1	0	2	11	25
Other	2	0	3	3	11	19
Ergonomic	1	1	1	2	0	5
Exposure To	1	0	1	2	2	6
Animal	2	1	0	1	4	8
Assault	0	0	1	1	0	2
Stress	0	1	0	0	0	1
Totals	194	187	202	259	244	1086

2018 Safety Committee & Loss Control Update

SILBA General Severity Trends

Figure 3:

SILBA Accident Severity By Type As of December 31, 2018 Most Costly Accidents

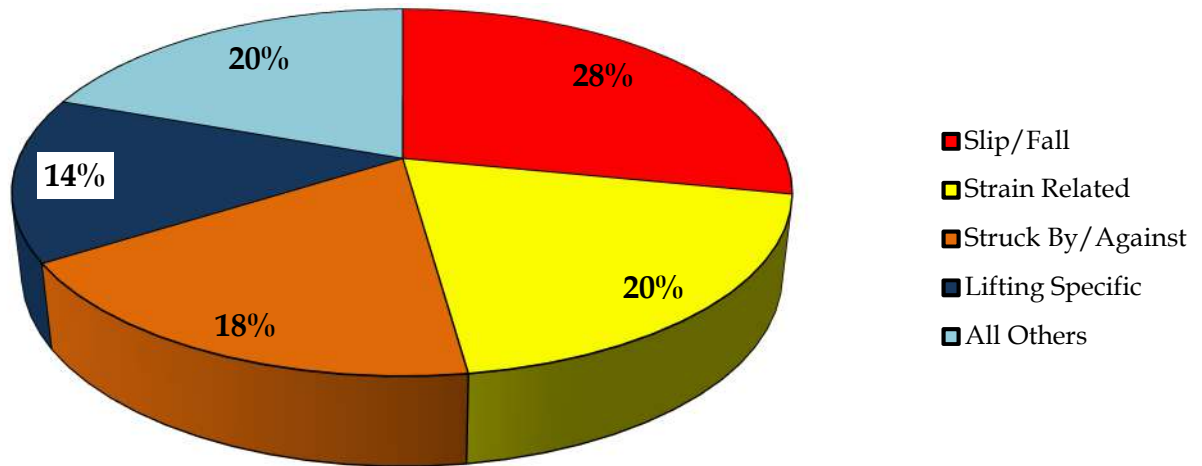


Figure 4:

Accident Type	2014	2015	2016	2017	2018	Totals
Slip/Fall	\$313,914	\$1,003,841	\$1,138,675	\$384,218	\$421,658	\$3,262,306
Lifting Specific	\$799,496	\$527,350	\$403,438	\$704,482	\$100,982	\$2,535,748
Strain Related	\$243,849	\$271,205	\$225,428	\$585,033	\$411,260	\$1,736,775
Struck By/Against	\$517,608	\$98,354	\$204,279	\$775,757	\$132,579	\$1,728,577
Lacerations	\$61,698	\$214,312	\$14,226	\$523,376	\$71,986	\$885,598
Caught Between/Against	\$13,356	\$960	\$0	\$7,535	\$1,159	\$23,010
Auto Related	\$14,106	\$5,279	\$134,673	\$1,917	\$97,945	\$253,920
Assault	\$0	\$0	\$507	\$756	\$0	\$1,263
Ergonomic	\$3,493	\$8,739	\$4,592	\$12,875	\$0	\$29,699
Eye Injury	\$4,063	\$4,880	\$34,159	\$2,480	\$1,894	\$47,476
Other	\$56,996	\$9,432	\$5,249	\$9,554	\$19,525	\$100,756
Exposure To	\$0	\$0	\$1,200	\$167	\$0	\$1,367
Stress	\$0	\$1,885	\$0	\$0	\$0	\$1,885
Animal	\$234	\$1,114	\$0	\$194	\$60,394	\$61,936
Totals	\$2,028,813	\$2,147,351	\$2,166,426	\$3,008,344	\$1,319,382	\$10,670,316

Frequency Trends Q4

Figure 5:

**SILBA Accident Frequency During Q4 2014 -2018
Most Frequent Accidents**

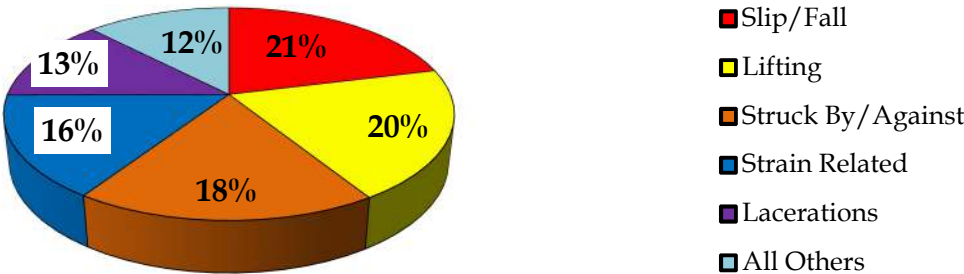


Figure 6:

Accident Type	2014	2015	2016	2017	2018	Totals
Slip/Fall	9	11	8	17	8	53
Lifting Specific	6	10	7	15	12	50
Struck By/Against	8	8	11	13	6	46
Strain Related	5	6	4	8	16	39
Lacerations	6	4	6	8	8	32
Eye Injury	1	2	3	1	0	7
Auto Related	1	1	2	2	0	6
Caught Between/Against	0	0	0	2	4	6
Other	0	0	0	1	6	7
Ergonomic	0	0	0	1	0	1
Exposure To	0	0	1	0	0	1
Animal	1	0	0	0	1	2
Assault	0	0	0	1	0	1
Stress	0	0	0	0	0	0
Totals	37	42	42	69	61	251

2018 Safety Committee & Loss Control Update

Severity Trends Q4

Figure 7:

**SILBA Accident Severity During Q4 2014-2018
Most Costly Accidents**

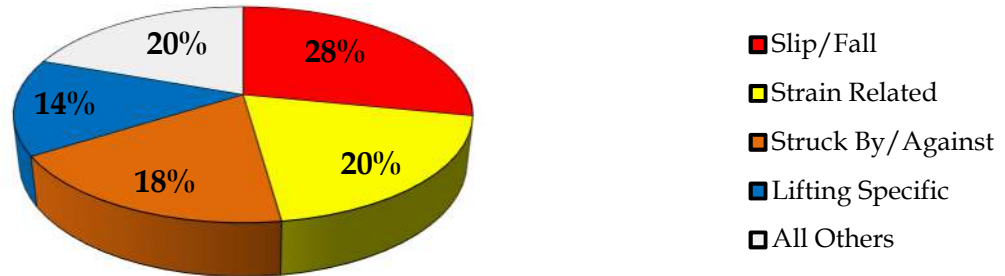


Figure 8:

Accident Type	2014	2015	2016	2017	2018	Totals
Slip/Fall	\$14,965	\$51,898	\$349,074	\$291,842	\$99,319	\$807,098
Strain Related	\$63,936	\$6,794	\$52,045	\$204,790	\$237,021	\$564,586
Struck By/Against	\$166,816	\$5,690	\$42,558	\$309,150	\$35,295	\$559,509
Lifting Specific	\$58,036	\$35,837	\$46,288	\$275,498	\$30,883	\$446,542
Lacerations	\$9,621	\$16,831	\$2,927	\$353,906	\$45,507	\$428,792
Caught Between/Against	\$0	\$0	\$0	\$7,535	\$19,861	\$27,396
Auto Related	\$0	\$673	\$6,135	\$0	\$0	\$6,808
Assault	\$0	\$0	\$0	\$756	\$0	\$756
Ergonomic	\$0	\$0	\$0	\$2	\$0	\$2
Eye Injury	\$107	\$355	\$1,393	\$129	\$0	\$1,984
Other	\$0	\$0	\$0	\$2,114	\$10,800	\$12,914
Exposure To	\$0	\$0	\$1,200	\$0	\$0	\$1,200
Stress	\$0	\$0	\$0	\$6,650	\$0	\$6,650
Animal	\$235	\$0	\$0	\$0	\$6,650	\$6,885
Totals	\$313,716	\$118,078	\$501,620	\$1,452,372	\$485,336	\$2,871,122



2019 CLAIMS & LOSS CONTROL COMMITTEE

MEMBER COMPANY	COMMITTEE MEMBER
ATLANTIC PLYWOOD CORPORATION	BRUCE CHAPIN
BROCKWAY-SMITH COMPANY	LINDA LYONS**{B}
BROCKWAY -SMITH COMPANY	KIM SULDA
BROCKWAY-SMITH COMPANY	DAN CHRISTOPHER
BUILDING CENTER OF GLOUCESTER	RYAN WOUNDY
CAPE COD LUMBER	FRANK ATKINSON
CONCORD LUMBER CORPORATION	LEAH SMITH
DB&S LUMBER COMPANY	TIFFANY WESSLING
HOWE LUMBER	JASON THACKER**{B}
HOWE LUMBER	ADAM ROBBINS, SAFETY CO-CHAIR
KEIVER-WILLARD LUMBER COMPANY	TOM SLATER
KOOPMAN LUMBER COMPANY	SHEILA TODD
MOYNIHAN LUMBER COMPANY	MICHAEL McNEIL
MOYNIHAN LUMBER COMPANY	MIKE RYGIEL
NORTH ATLANTIC CORPORATION	BARBARA LAFERRIERE
SHEPLEY WOOD PRODUCTS	JOHN HOWELL, SAFETY CHAIR

****Also a Board Member**



2019 Meeting Schedule Claims & Loss Control Committee

MEETING DATE

TIME/PLACE

Thursday – January 24

9:00 a.m.*
USI Insurance Services
12 Gill Street, Suite 5500
Woburn, MA

Thursday – April 25

9:00 a.m.*
Courtyard Marriott
3 Technology Drive
Westborough, MA

Thursday – August 22

9:00 a.m.*
Courtyard Marriott
3 Technology Drive
Westborough, MA

Thursday – November 21

9:00 a.m.*
Courtyard Marriott
3 Technology Drive
Westborough, MA

* *Continental breakfast provided*

GUEST SPEAKER – ELLEN DORIAN

Ellen Dorian, Leadership Strategist and Head Coach - Dorian Group

Ellen Dorian is a certified business coach and leadership development expert who helps her clients:

- *Envision their full potential*
- *Focus on big ideas*
- *Use their strengths to achieve success on their own terms*

Ellen has over 20 years of experience and expertise in developing successful business and marketing strategies. She has worked with a range of companies from construction businesses to rapid growth high tech start-ups. She is a direct and inspirational leader with a strong track record of identifying profitable opportunities, and is recognized for her strategic thinking and creative problem solving.

In her coaching practice, Ellen has developed specialized expertise in construction related businesses. She is a member and leader of Associated Builders and Contractors Massachusetts chapter, and has been the association's strategic planning advisor for the past 8 years. She facilitates construction roundtable groups, such as the Massachusetts Sheet Metal Contractors Roundtable.

Ellen holds a B.A. in International Relations from Wellesley College, with additional graduate studies in Business, Marketing, and Policy at Harvard University and Massachusetts Institute of Technology. She is certified through the Business Coach Alliance and is also a graduate of The Coaches Training Institute.

DIVIDEND DISTRIBUTION SUMMARY

SELF INSURED LUMBER BUSINESSES ASSOCIATION, INC.

STATEMENT OF MEMBER DIVIDENDS

	<u>2018</u>	%	<u>2017</u>	%	<u>2016</u>	%	<u>2015</u>	%	<u>2014</u>	%	<u>2013</u>	%
Premiums earned	\$ 2,617,461	100.0%	\$ 4,006,857	110.1%	\$ 3,639,260	100.0%	\$ 3,634,275	100.0%	\$ 3,540,237	100.0%	\$ 3,236,656	100.0%
Losses incurred	1,763,407	67.4%	3,081,120	84.7%	2,172,908	59.7%	2,219,174	61.1%	2,104,031	59.4%	2,015,007	62.3%
Underwriting expenses incurred	716,960	27.4%	1,046,039	28.7%	1,051,069	28.9%	1,066,758	29.4%	1,001,614	28.3%	942,837	29.1%
	<u>2,480,367</u>	<u>94.8%</u>	<u>4,127,159</u>	<u>113.4%</u>	<u>3,223,977</u>	<u>88.6%</u>	<u>3,285,932</u>	<u>90.4%</u>	<u>3,105,645</u>	<u>87.7%</u>	<u>2,957,845</u>	<u>91.4%</u>
Net underwriting gain (loss)	137,094	5.2%	(120,301)	(3.3%)	415,283	11.4%	348,343	9.6%	434,592	12.3%	278,811	8.6%
Net investment income earned	11,019	0.4%	48,252	1.3%	80,154	2.2%	94,219	2.6%	125,236	3.5%	127,640	3.9%
Other income	-	0.0%	89,145	2.4%	18,820	0.5%	(13,250)	(0.4%)	(31,959)	(0.9%)	(37,837)	(1.2%)
	<u>11,019</u>	<u>0.4%</u>	<u>137,397</u>	<u>3.8%</u>	<u>98,974</u>	<u>2.7%</u>	<u>80,969</u>	<u>2.2%</u>	<u>93,277</u>	<u>2.6%</u>	<u>89,803</u>	<u>2.8%</u>
Net income before dividends to members and income taxes	148,113	5.7%	17,096	0.5%	514,258	14.1%	429,313	11.8%	527,869	14.9%	368,614	11.4%
Income tax expense	-	0.0%	0	0.0%	0	0.0%	-	0.0%	-	0.0%	-	0.0%
Dividends payable to members	148,113	5.7%	17,096	0.5%	514,258	14.1%	429,313	11.8%	527,869	14.9%	368,614	11.4%
Member dividends paid	-	0.0%	0	0.0%	0	0.0%	95,959	2.6%	208,527	5.9%	229,459	7.1%
Net dividends payable to members at December 31, 2018	<u>\$ 148,113</u>	5.7%	<u>\$ 17,096</u>	0.5%	<u>\$ 514,258</u>	14.1%	<u>\$ 333,354</u>	9.2%	<u>\$ 319,342</u>	9.0%	<u>\$ 139,155</u>	4.3%

SELF INSURED LUMBER BUSINESSES ASSOCIATION, INC.

STATEMENT OF MEMBER DIVIDENDS

	<u>2012</u>	%	<u>2011</u>	%	<u>2010</u>	%	<u>2009</u>	%	<u>2008</u>	%	<u>2007</u>	%
Premiums earned	\$ 2,822,598	100.0%	\$ 2,896,554	100.0%	\$ 3,520,174	100.0%	\$ 3,795,175	100.0%	\$ 4,463,913	100.0%	\$ 6,446,406	100.0%
Losses incurred	1,650,454	58.5%	2,344,112	80.9%	3,558,789	101.1%	1,260,836	33.2%	2,285,577	51.2%	3,267,933	50.7%
Underwriting expenses incurred	948,474	33.6%	882,523	30.5%	1,022,420	29.0%	1,083,985	28.6%	1,190,080	26.7%	1,557,561	24.2%
	<u>2,598,928</u>	<u>92.1%</u>	<u>3,226,635</u>	<u>111.4%</u>	<u>4,581,209</u>	<u>130.1%</u>	<u>2,344,820</u>	<u>61.8%</u>	<u>3,475,657</u>	<u>77.9%</u>	<u>4,825,495</u>	<u>74.9%</u>
Net underwriting gain (loss)	223,670	7.9%	(330,081)	(11.4%)	(1,061,035)	(30.1%)	1,450,355	38.2%	988,256	22.1%	1,620,911	25.1%
Net investment income earned	155,417	5.5%	145,289	5.0%	207,020	5.9%	458,785	12.1%	461,126	10.3%	688,366	10.7%
Other income	6,831	0.2%	26,352	0.9%	15,760	0.4%	9,425	0.2%	(20,286)	(0.5%)	(44,086)	(0.7%)
	<u>162,248</u>	<u>5.7%</u>	<u>171,641</u>	<u>5.9%</u>	<u>222,780</u>	<u>6.3%</u>	<u>468,210</u>	<u>12.3%</u>	<u>440,840</u>	<u>9.9%</u>	<u>644,280</u>	<u>10.0%</u>
Net income before dividends to members and income taxes	385,918	13.7%	(158,440)	(5.5%)	(838,255)	(23.8%)	1,918,565	50.6%	1,429,095	32.0%	2,265,191	35.1%
Income tax expense	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Dividends payable to members	385,918	13.7%	(158,440)	(5.5%)	(838,255)	(23.8%)	1,918,565	50.6%	1,429,095	32.0%	2,265,191	35.1%
Member dividends paid	<u>281,889</u>	<u>10.0%</u>	<u>(78,866)</u>	<u>(2.7%)</u>	<u>(825,027)</u>	<u>(23.4%)</u>	<u>1,857,112</u>	<u>48.9%</u>	<u>1,395,598</u>	<u>31.3%</u>	<u>2,171,006</u>	<u>33.7%</u>
Net dividends payable to members at December 31, 2018	<u>\$ 104,029</u>	3.7%	<u>\$ (79,574)</u>	(2.7%)	<u>\$ (13,228)</u>	(0.4%)	<u>\$ 61,453</u>	1.6%	<u>\$ 33,497</u>	0.8%	<u>\$ 103,534</u>	1.6%

SELF INSURED LUMBER BUSINESSES ASSOCIATION, INC.

STATEMENT OF MEMBER DIVIDENDS

	<u>2006</u>	<u>%</u>	<u>2005</u>	<u>%</u>	<u>2004</u>	<u>%</u>	<u>2003</u>	<u>%</u>	<u>2002</u>	<u>%</u>	<u>2001</u>	<u>%</u>
Premiums earned	\$ 7,251,757	100.0%	\$ 6,560,810	100.0%	\$ 5,643,965	100.0%	\$ 4,352,857	100.0%	\$ 3,594,751	100.0%	\$ 3,503,610	100.0%
Losses incurred	3,787,122	52.2%	3,436,302	52.4%	2,642,486	46.8%	2,691,234	61.8%	2,543,558	70.8%	2,695,225	76.9%
Underwriting expenses incurred	1,725,006	23.8%	1,663,048	25.3%	1,572,206	27.9%	1,114,159	25.6%	996,883	27.7%	972,652	27.8%
	<u>5,512,128</u>	<u>76.0%</u>	<u>5,099,350</u>	<u>77.7%</u>	<u>4,214,692</u>	<u>74.7%</u>	<u>3,805,393</u>	<u>87.4%</u>	<u>3,540,441</u>	<u>98.5%</u>	<u>3,667,877</u>	<u>104.7%</u>
Net underwriting gain (loss)	1,739,629	24.0%	1,461,460	22.3%	1,429,273	25.3%	547,464	12.6%	54,311	1.5%	(164,267)	(4.7%)
Net investment income earned	712,281	9.8%	566,122	8.6%	482,009	8.5%	407,922	9.4%	284,932	7.9%	345,789	9.9%
Other income	(31,187)	(0.4%)	(2,616)	(0.0%)								
	<u>681,094</u>	<u>9.4%</u>	<u>563,506</u>	<u>8.6%</u>	<u>482,009</u>	<u>8.5%</u>	<u>407,922</u>	<u>9.4%</u>	<u>284,932</u>	<u>7.9%</u>	<u>345,789</u>	<u>9.9%</u>
Net income before dividends to members and income taxes	2,420,723	33.4%	2,024,966	30.9%	1,911,282	33.9%	955,386	21.9%	339,242	9.4%	181,522	5.2%
Income tax expense	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Dividends payable to members	2,420,723	33.4%	2,024,966	30.9%	1,911,282	33.9%	955,386	21.9%	339,242	9.4%	181,522	5.2%
Member dividends paid	<u>2,330,070</u>	<u>32.1%</u>	<u>2,021,177</u>	<u>30.8%</u>	<u>1,909,777</u>	<u>33.8%</u>	<u>955,365</u>	<u>21.9%</u>	<u>337,522</u>	<u>9.4%</u>	<u>181,521</u>	<u>5.2%</u>
Net dividends payable to members at December 31, 2018	<u>\$ 90,653</u>	<u>1.3%</u>	<u>\$ 3,789</u>	<u>0.1%</u>	<u>\$ 1,505</u>	<u>0.0%</u>	<u>\$ 21</u>	<u>0.0%</u>	<u>\$ 1,720</u>	<u>0.0%</u>	<u>\$ 1</u>	<u>0.0%</u>

SELF INSURED LUMBER BUSINESSES ASSOCIATION, INC.

STATEMENT OF MEMBER DIVIDENDS

	<u>2000</u>	<u>%</u>	<u>1999</u>	<u>%</u>	<u>1998</u>	<u>%</u>	<u>1997</u>	<u>%</u>	<u>1996</u>	<u>%</u>	<u>1995</u>	<u>%</u>
Premiums earned	\$ 3,422,227	100.0%	\$ 3,328,802	100.0%	\$ 3,395,047	100.0%	\$ 3,164,559	100.0%	\$ 3,327,256	100.0%	\$ 3,232,641	100.0%
Losses incurred	2,309,006	67.5%	1,208,609	36.3%	1,575,860	46.4%	1,425,376	45.0%	1,100,592	33.1%	1,258,465	38.9%
Underwriting expenses incurred	1,030,371	30.1%	956,418	28.7%	963,414	28.4%	930,636	29.4%	997,755	30.0%	987,403	30.5%
	<u>3,339,377</u>	<u>97.6%</u>	<u>2,165,027</u>	<u>65.0%</u>	<u>2,539,274</u>	<u>74.8%</u>	<u>2,356,012</u>	<u>74.4%</u>	<u>2,098,347</u>	<u>63.1%</u>	<u>2,245,868</u>	<u>69.5%</u>
Net underwriting gain (loss)	82,850	2.4%	1,163,775	35.0%	855,773	25.2%	808,547	25.6%	1,228,909	36.9%	986,773	30.5%
Net investment income earned	265,166	7.7%	553,902	16.6%	428,409	12.6%	473,655	15.0%	597,551	18.0%	638,014	19.7%
Other income	<u>265,166</u>	<u>7.7%</u>	<u>553,902</u>	<u>16.6%</u>	<u>428,409</u>	<u>12.6%</u>	<u>473,655</u>	<u>15.0%</u>	<u>597,551</u>	<u>18.0%</u>	<u>638,014</u>	<u>19.7%</u>
Net income before dividends to members and income taxes	348,016	10.2%	1,717,677	51.6%	1,284,183	37.8%	1,282,202	40.5%	1,826,460	54.9%	1,624,787	50.3%
Income tax expense	<u>11,725</u>	<u>0.3%</u>	<u>-</u>	<u>0.0%</u>	<u>-</u>	<u>0.0%</u>	<u>-</u>	<u>0.0%</u>	<u>-</u>	<u>0.0%</u>	<u>-</u>	<u>0.0%</u>
Dividends payable to members	336,291	9.8%	1,717,677	51.6%	1,284,183	37.8%	1,282,202	40.5%	1,826,460	54.9%	1,624,787	50.3%
Member dividends paid	<u>336,198</u>	<u>9.4%</u>	<u>1,717,672</u>	<u>49.0%</u>	<u>1,284,463</u>	<u>37.5%</u>	<u>1,282,189</u>	<u>38.5%</u>	<u>1,826,452</u>	<u>53.8%</u>	<u>1,624,774</u>	<u>51.3%</u>
Net dividends payable to members at December 31, 2018	<u>\$ 93</u>	<u>0.0%</u>	<u>\$ 5</u>	<u>0.0%</u>	<u>\$ (280)</u>	<u>(0.0%)</u>	<u>\$ 13</u>	<u>0.0%</u>	<u>\$ 8</u>	<u>0.0%</u>	<u>\$ 13</u>	<u>0.0%</u>

SELF INSURED LUMBER BUSINESSES ASSOCIATION, INC.

STATEMENT OF MEMBER DIVIDENDS

	<u>1994</u>	%	<u>1993</u>	%	<u>1992</u>	%	<u>Fund Years</u>	%
Premiums earned	\$ 3,688,323	100.0%	\$ 3,107,629	100.0%	\$ 1,132,215	100.0%	\$ 103,326,015	100.0%
Losses incurred	585,156	15.9%	842,954	27.1%	346,708	30.6%	56,171,999	54.4%
Underwriting expenses incurred	1,218,258	33.0%	1,183,902	38.1%	548,560	48.5%	29,370,992	28.4%
	<u>1,803,414</u>	48.9%	<u>2,026,856</u>	65.2%	<u>895,268</u>	79.1%	<u>85,542,991</u>	82.8%
Net underwriting gain (loss)	1,884,909	51.1%	1,080,773	34.8%	236,947	20.9%	17,783,024	17.2%
Net investment income earned	761,250	20.6%	320,442	10.3%	126,250	11.2%	9,566,217	9.3%
Other income							(14,888)	
	<u>761,250</u>	20.6%	<u>320,442</u>	10.3%	<u>126,250</u>	11.2%	<u>9,551,329</u>	9.2%
Net income before dividends to members and income taxes	2,646,159	71.7%	1,401,215	45.1%	363,197	32.1%	27,334,354	26.5%
Income tax expense	-	0.0%	-	0.0%	-	0.0%	11,725	0.0%
Dividends payable to members	2,646,159	71.7%	1,401,215	45.1%	363,197	32.1%	27,322,629	26.4%
Member dividends paid	<u>2,646,146</u>	79.5%	<u>1,401,233</u>	43.3%	<u>363,208</u>	9.8%	<u>25,553,424</u>	24.7%
Net dividends payable to members at December 31, 2018	<u>\$ 13</u>	0.0%	<u>\$ (18)</u>	(0.0%)	<u>\$ (11)</u>	(0.0%)	<u>\$ 1,778,554</u>	1.7%