

2021 BUDGET

Overview, Narrative & Appendices

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Table of Contents

Executive Summary	2
Budget Highlights by Grouping	
Budget Development Policy and Rate Review	
Budget Summary	3
Budget by Grouping	∠
Budget by Line Item	7
What isn't in the Budget	10
Appendix A: Rate Stabilization Analysis/History	11

Page 1 of 11



Executive Summary

The following is a comparative summary of the 2021 proposed budget to the 2020 adopted budget.

	_2	021 Budget	_ 2	020 Budget	Change
Total Operating Revenues	\$	17,665,508	\$	19,168,452	-8%
Total Operating Expenses		15,915,000		16,118,452	-1%
Total Other Income		500,000		450,000	11%
Net Income (Anticipated Surplus)	\$	2,250,508	\$	3,500,000	-36%

Budget Highlights by Grouping

Loss Fund

Our PwC actuaries have determined the loss fund to be \$8,279,000, a 9% decrease over the prior year. The reduction is attributed to lower exposure units, specifically mileage.

Insurance Costs

Insurance costs are presented at \$3,975,000, a 11% increase over the prior year with the increase attributed to the hardening of the property and liability markets.

General Administrative

The general administrative budget is presented at \$3,661,000, a 2% increase over the prior year with the increase attributed to the addition of the Deputy Director position, and a general wage increase for staff. Pursuant to the Board's request in September, this budget reflects a reduction in funding for the Technology Grant.

Total Operating Expenses

Total operating expenses is inclusive of all expenses and is presented at \$15,915,000. The proposed operating budget aligns with target ratios that are established the Audit Committee. Staff anticipate a \$2,250,508 contribution to net position at the end of 2021. This would exceed the actuary surplus of \$2,090,000 by \$160,508.

Ratios	Target	2021 Budget	2020 Budget
Incurred Claims Loss	Less than 50%	47%	51%
Insurance Services	Less than 20%	20%	18%
G&A Expense	Less than 25%	23%	21%
Operating	Less than 95%	90%	84%

Budget Development Policy and Rate Review

The Budget Development Policy establishes a rate stability goal of 5%. This is measured as a year over year comparison of the budget (the total costs from the actuarial report without the equity contribution).

Rates	Avg	2021	2020	2019	2018	2017	2016	2015	2014	2013
With Equity Contribution	6%	3%	7%	9%	7%	10%	5%	5%	4%	2%
Without Equity Contribution	4%	3%	2%	4%	8%	12%	1%	1%	3%	2%

See Appendix A for a more detailed presentation of rates with and without the equity contribution.

2021 Budget: \$15,915,000 Page 2 of 11



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Budget Summary

	Operating Revenues	2021 Budget	2020 Budget	Change
	Member Assessments	\$ 16,631,414	\$ 18,371,799	-9%
	Other Rating Cost Components	896,183	894,858	0%
	Total Assessment	17,527,597	19,266,657	-9%
	Prior Period Assessment Audit	37,911	(98,205)	-139%
	Other Operating Revenues	100,000	-	100%
	Total Operating Revenues	\$ 17,665,508	\$ 19,168,452	-8%
	Operating Expenses			
Loss	Claims & Loss Adjustments	\$ 8,279,000	\$ 9,072,000	-9%
ce	Purchased Insurance - Liability	1,907,000	1,893,000	1%
Insurance	Purchased Insurance - Property	1,563,000	1,179,000	33%
Ins	Other Insurance Products	505,000	497,657	1%
_	Payroll & Benefits	1,806,000	1,508,000	20%
dmi	Contracted Services	581,000	588,000	-1%
General & Admin	Risk & Loss Prevention	375,000	572,000	-34%
neral	Training & Education	123,000	123,000	0%
Ger	Technical & Subscription Services	282,000	282,000	0%
	Administrative	494,000	502,000	-2%
	Prior Period Assessment Audit	-	(98,205)	-100%
	Total Operating Expenses	 15,915,000	16,118,452	-1%
	Total Operating Income (Loss)	\$ 1,750,508	\$ 3,050,000	
	Other Income (Expense)			
	Interest Income	 500,000	 450,000	11%
	Total Other Income (Expense)	500,000	450,000	11%
	Anticipated Change in Net Position	\$ 2,250,508	\$ 3,500,000	-36%

2021 Budget: \$15,915,000 Page 3 of 11



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Operating Expenses, \$15,915,000

Loss Fund, \$8,279,000 Purchased Insurance, \$3,975,000 General & Administrative, \$3,661,000

Budget by Grouping

Loss Fund

Is presented at \$8,279,000, a 9% decrease over the prior year.

The loss fund is the largest expenditure grouping and is determined by our actuary based on various rating units to determine Members exposure (or potential) for loss. As noted below, miles and employee counts are estimated to decline in 2021 due in large part to the impacts of COVID-19. Vehicle values are up as several Members purchased battery/electric busses. Property values have been increasing year over year and in 2020 there were new or renovated transit properties which increased the potential exposure to loss.

Rating Units	2021 E	2020 E	Change	2019 A&E		2021/2019
Mileage	90,390,872	107,802,866	-16.2%	104,938,893	Α	-13.9%
Employee Counts	5,598	5,683	-1.5%	5,479	Α	2.2%
Vehicle Values	458,352	415,111	10.4%	360,490	Ε	27.1%
Property Values	741,700	707,670	4.8%	604,385	Ε	22.7%

A = Actual E = Estimate P = Proposed

1st Party Loss Insurance – is when a Member files a claim to cover a loss of the Member. We often talk about these types of loss as they pertain to the Auto Physical Damage and Property coverages which are underwritten by the vehicle and property insured values. For 2021, the estimated cost of 1st party losses is \$861,000, a 27% increase over the prior year due primarily to the increase of values. Represents 10% of the total loss fund for 2021.

3rd Party Loss Insurance – is when another person is injured on or by a Member's actions. We often talk about these types of loss as they pertain to the Auto Liability coverage which is underwritten by miles and the Other than Auto Liability coverage which is underwritten by employee counts. The cost of insuring miles travelled is the most substantial portion of each Member's assessment. For 2021, the estimated cost of 3rd party losses is \$7,418,000, a 12% decrease over the prior year due primarily to reduced miles and employee counts. Represents 90% of total loss fund for 2021.

Loss Type	Coverages		2021 Budget		020 Budget	Change
1st party	Auto Physical Damage	\$	754,000	\$	539,000	40%
1st party	Property		107,000		140,000	-24%
Total 1st Party		\$	861,000	\$	679,000	27%
3rd Party	Auto Liability	\$	6,234,000	\$	7,234,000	-14%
3rd Party	Other than Auto Liability		1,184,000		1,159,000	2%
Total 3rd Party			7,418,000		8,393,000	-12%
Total For All Coverages		\$	8,279,000	\$	9,072,000	-9%

1st Party, 10%

3rd Party, 90%

2021 Budget: \$15,915,000 Page 4 of 11



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Operating Expenses, \$15,915,000

Loss Fund, \$8,279,000 Purchased Insurance, \$3,975,000 General & Administrative, \$3,661,000

Purchased Insurance

On the previous page we spoke to the cost of claims (losses) as a cost group. We will now discuss the cost of purchased insurance which is presented at \$3,975,000, a 11% increase with the cost group summarized below.

Purchased Insurance	20	2021 Budget		2020 Budget	Change
Liability	\$	1,907,000	\$	1,893,000	1%
Property		1,563,000		1,179,000	33%
Other Insurance Products		505,000		497,657	1%
Total Purchased Insurance	\$	3,975,000	\$	3,569,657	11%

48%

Liability – For 2021 WSTIP will provide \$25 million of liability coverage which is accomplished through layers of coverage (see graph below). Purchased liability coverage will cost \$1,907,000, a 1% increase over the prior year which is low primarily due to reduced miles and employee counts. Represents 48% of all purchased insurance for 2021.

Combined Layer	Layer	Provider	20)21 Budget	20	20 Budget	Change
25M	5M	Allied	\$	104,000	\$	87,000	20%
20M	5M	Hallmark		174,000		145,000	20%
15M	10M	MunichRe		499,000		435,000	15%
5M	3M	GEM		1,130,000		1,226,000	-8%
2M	2M	WSTIP		-		-	-
Total Purchased Liability			\$	1,907,000	\$	1,893,000	1%

Property,

Property – For 2021 WSTIP will provide a \$250,000 SIR with the remainder of coverage provided by the Alliant Property Insurance Program (APIP) with a limit of \$500 million. Purchased property coverage will cost \$1,563,000, a 33% increase over the prior year due primarily to a hardening market. The costs took affect with the July 1 renewal. Represents 39% of all purchased insurance for 2021.

Other, 13%

Other Insurance Products – is presented at \$505,000, a 1% increase over the prior year. This includes the cost of pollution, underground storage tanks, crime & fidelity, directors & officers, excess cyber and driver record monitoring. These other costs represent 13% of all purchased insurance for 2021.

2021 Budget: \$15,915,000 Page 5 of 11



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Operating Expenses, \$15,915,000

Loss Fund, \$8,279,000 Purchased Insurance, \$3,975,000 General & Administrative, \$3,661,000

General & Administrative

This cost group is presented at \$3,661,000, a 2% increase over the prior year. For greater detail read the narrative below and see the line item budget in the pages that follow.

Payroll & Benefits – is presented at \$1,806,000, a 20% increase over the prior year. The increase is primarily related to the addition of the Deputy Director position but also includes a 3% general wage increase for WSTIP staff, has a budgetary allowance for general leave sellback and budgets for two remaining employees to enroll in WSTIP's health insurance coverage which is partially offset in 2021 as employees pay 10% of the cost of dependent health insurance coverage This category represents 49% of all general & administrative costs for 2021.

Contracted Services – is presented at \$581,000, a 1% decrease over the prior year. The decrease is primarily due to reductions in accounting review services, claims review services and administrative projects. These reductions are partially offset as we budget for the capital funding study and the salary survey. Included in this category are the broker, actuary, general counsel and state risk manager costs. Fees for professional services such as financial audits, claims and property audits, and IT support services. This category represents 16% of all general & administrative costs for 2021.

Risk & Loss Prevention – is presented at \$375,000, a 34% decrease over the prior year. The decrease is due to a change in technology grant funding. This category includes all the grant funding programs, pre-litigation, technical assistance, guest rider program, vanpool driver online refresher, recognition programs like Above & Beyond, Safety Stars and Safe Driver awards. Represents 10% of all general & administrative costs for 2021.

Training & Education – is presented at \$123,000, a 0% increase over the prior year. Includes the external costs for WSTIP to training programs including the trainer's showcase, the claims conference and the Jeffrey S. Ristau Scholarship. Represents 3% of all general & administrative costs for 2021.

Administrative – is presented at \$494,000, a 2% decrease over the prior year. Includes the cost of board travel, meetings, board development. Includes staff travel, professional development and wellness programs. Includes membership dues and subscriptions, office supplies, postage & delivery, printing & graphic services, banking fees and new for 2021 is the purchase of excess cyber coverage for WSTIP. Includes all occupancy expenses: building & office equipment, repairs, maintenance, janitorial services, communications, utilities, leasehold taxes and the copier lease. Represents 13% of all general & administrative costs for 2021.

Payroll & Benefits, 49%

Contracted Services, 16%

> Risk & Loss Prevention, 10%

Training, 3%

Technical Services, 8%

Administrative,

2021 Budget: \$15,915,000 Page 6 of 11



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Budget by Line Item

		[A]				[B]		(A-B) / B
	Г		202	1 Budget		20	20 Budget	Ī
Account Description	A	s Proposed Dec 2020		stments ov 2020	As Proposed Sep 2020		s Adopted Dec 2019	2021 / 2020 % Change
Operating Revenues								
4000 Member Assessments								
4001 Auto Liability - Fixed Route		7,469,182		(73,267)	7,542,449	9	8,224,728	-9%
4002 Auto Liability - Paratransit		1,451,823		(88,645)	1,540,468	3	1,951,025	-26%
4003 Auto Liability - Vanpool		1,884,220		(387,687)	2,271,907	7	2,940,077	-36%
4004 Auto Liability - Admin		639,637		(4,971)	644,608	3	732,488	-13%
4005 General Liability		2,045,199		(44,062)	2,089,26		2,110,477	-3%
4006 Auto Physical Damage		1,728,520		(557)	1,729,077	7	1,220,926	42%
4007 Property		1,412,833		(3,635)	1,416,468	3	1,192,078	19%
Total Member Assessments	\$	16,631,414	\$	(602,824)	\$ 17,234,238	3 \$	18,371,799	-9%
4100 Other Insurance Products		, ,		. , ,			, ,	
4101 UIM - Fixed Route		183,178		(830)	184,008	3	142,046	29%
4102 UIM - Paratransit		49,414		(823)	50,237	7	63,778	-23%
4103 UIM - Vanpool		117,559	_	(25,370)	142,929		179,282	-34%
4104 UIM - Admin		18,015	-	51	17,964		12,075	49%
4105 Pollution		44,165	-	394	43,77		43,654	1%
4106 Underground Storage		30,668	-	_	30,668		32,526	-6%
4107 Crime & Fidelity		17,869	_	(131)	18,000		17,510	2%
4108 Directors & Officers		35,000	_	- (.0.)	35,000		35,000	0%
4109 DRM - Transit Employees		145,970	_	8,604	137,366		146,961	-1%
4110 DRM - Vanpool / Volunteers		175,882	-	(2,506)	178,388		195,576	-10%
4111 Origami Licenses - Additional		22,950	_	(3,500)	26,450		26,450	-13%
4112 Cyber Extra Limits		55,513	_	(0,000)	55,513		20,100	100%
Total Other Insurance Products	\$	-		(24,111)		_	894,858	0%
4050 Prior Period Assessment Audit (PF	,	000,100		(==,111)	Ψ 320,23-		004,000	0 70
4051 PPAA - Auto Liability - Fixed Rou		205,753		-	205,753	3	8,519	2315%
4052 PPAA - Auto Liability - Paratrans		28,819	-	_	28,819		(15,095)	-291%
4053 PPAA - Auto Liability - Vanpool		(215,702)	_	-	(215,702		(69,086)	212%
4054 PPAA - Auto Liability - Admin		(6,476)	_	-	(6,476	_	(50,959)	-87%
4055 PPAA - General Liability		19,993	_	_	19,993		29,363	-32%
4056 PPAA - UIM - Fixed Route		1,135	_	_	1,135		3,036	-63%
4057 PPAA - UIM - Paratransit		1,012	_	_	1,012		(49)	
4058 PPAA - UIM - Vanpool		(14,150)	_	-	(14,150		(4,307)	229%
4059 PPAA - UIM - Admin		292	_	_	292		(664)	-144%
4060 PPAA - DRM - Transit Employees		9,447		_	9,447		561	1584%
4061 PPAA - DRM - Vanpool / Volunte		7,788		_	7,788		476	1536%
Total Prior Period Audit Adjustmen					\$ 37,91	_		-139%
4200 Other Operating Revenue - Cust		37,311	Ψ	_	Ψ 37,31	•	(30,203)	-13370
		24.000		24.000				1000/
4205 Training Revenue - Grant Fund		34,000	-	34,000			-	100%
4210 Training Revenue - Fee Funder	3	24,000	-	24,000			-	100%
4220 Rental/Lease Income		18,000	-	18,000			-	100%
4225 DRM - ILA Customers		24,000	_	24,000		-	-	100%
Total 4100 Other Insurance Produ		100,000		100,000	* 000 00.		-	100%
Total Operating Revenues				75,889	\$ 920,294	_		11%
Total Operating Revenues	*	17,665,508	Ф	(526,935)	\$ 18,192,443	, ,	19,168,452	-8%
Expenses								
5000 Claims & Loss Adjustments	4-4 D1	004.000			004.65		070 000	077
5001.01 Establishing Claims Reserve	-	861,000	-	- (000 000)	861,000		679,000	27%
5001.03 Establishing Claims Reserve	-	7,418,000		(292,000) (292,000)	7,710,000 \$ 8,571,00 0	_	8,393,000 9,072,000	-12% -9%
Total Claims & Loss Adjustments	\$	8,279,000						

2021 Budget: \$15,915,000 Page 7 of 11



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W3IIF		[A]			[B]	(A-B) / B	
		F 4	2021 Budget		2020 Budget	. ` ,	
	As	Proposed		As Proposed	As Adopted	2021 / 2020	
Account Description		ec 2020	Nov 2020	Sep 2020	Dec 2019	% Change	
5100 Purchased Insurance - Liability				·			
5101 Reinsurance - GEMRe		1,130,000	369	1,129,631	1,226,000	-8%	
5102 Reinsurance - MunichRe		499,000	500	498,500	435,000	15%	
5103 Excess - \$5M excess of \$15M		174,000	-	174,000	145,000	20%	
5104 Excess - \$5M excess of \$20M		104,000	(400)	104,400	87,000	20%	
Total Purchased Insurance - Liability	\$	1,907,000	\$ 469	\$ 1,906,531	\$ 1,893,000	1%	
5200 Purchased Insurance - Property							
5201 Excess - Auto Physical Damage		344,000	-	344,000	260,000	32%	
5202 Excess - Property		1,188,000	348	1,188,000	895,000	33%	
5203 Excess - Cyber		31,000	-	31,000	24,000	29%	
Total Purchased Insurance - Property	\$	1,563,000	\$ 348	\$ 1,563,000	\$ 1,179,000	33%	
5300 Other Insurance Products							
5301 Pollution		44,000	229	43,771	43,634	1%	
5302 Underground Storage Tanks		31,000	332	30,668	32,526	-5%	
5303 Crime & Fidelity		18,000	_	18,000	17,510	3%	
5304 Directors & Officers		35,000	-	35,000	35,000	0%	
5305 Driver Record Monitoring		322,000	148	321,852	342,537	-6%	
5306 Driver Record Monitoring - (Recovered)		(24,000)	_	(24,000)	-	0%	
5307 Origami Licenses - Additional		23,000	50	22,950	26,450	-13%	
5308 Excess Cyber (Optional)		56,000	487	55,513		100%	
Total Other Insurance Products	\$	505,000	_	\$ 503,754	\$ 497,657	1%	
6000 Payroll & Benefits		000,000	,,,,,,,,	000,704	4 101,001	1	
6001 Salaries & Wages		1,322,000	38,000	1,284,000	1,089,000	21%	
6002 Employee Benefits		214,000	500	213,500	190,000	12%	
6003 Pension & 401(a) Withholdings		240,000	7,000	233,000	203,000	15%	
6004 Payroll Taxes		30,000	500	29,500	26,000	13%	
Total Payroll & Benefits	\$	1,806,000		\$ 1,760,000	\$ 1,508,000	20%	
6100 Contracted Services		1,000,000	Ψ 40,000	1,700,000	Ψ 1,000,000	2070	
6101 Insurance Broker		115,000	_	115,000	115,000	0%	
6102 Actuary		121,000	_	121,000	121,000	0%	
6103 General Counsel		100,000	_	100,000	100,000	0%	
6104 State Risk Manager		12,000	_	12,000	12,000	0%	
6105 Audits - Financial/Accountability		15,000	<u>-</u>	15,000	15,000	0%	
6106 Audits - Claims/Property/AGRiP		15,000	-	15,000	15,000	0%	
6107 IT Support Services		80,000	-	80,000	80,000	0%	
6108 Accounting Review Services		10,000	-	10,000	35,000	-71%	
6109 Claims Review Services		5,000		5,000	20,000	-71%	
			-			-75%	
6110 Administrative Projects		30,000	-	30,000	50,000		
6111 IT Projects		20,000	-	20,000	25,000	-20%	
6112 Capital Funding Study		55,000	-	55,000	-	100%	
6113 Salary Survey		3,000	-	3,000	-	100%	
Total Contracted Services	\$	581,000	\$ -	\$ 581,000	\$ 588,000	-1%	
7000 Risk & Loss Prevention							
7001 Grants - Risk Management		62,500	-	62,500	65,000	-4%	
7002 Grants - Netw ork Security		50,000	- (475,000)	50,000	52,000	-4%	
7003 Grants - Technology Risk Reduction		75,000	(175,000)		250,000	0%	
7004 Pre-Litigation Fund		75,000	-	75,000	75,000	0%	
7005 Tech Assistance for Members		40,000	-	40,000	40,000	0%	
7006 Guest Rider Program		10,000	-	10,000	15,000	-33%	
7007 Vanpool Driver Online Refresher		5,000	-	5,000	5,000	0%	

2021 Budget: \$15,915,000 Page 8 of 11



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		[A]			[B]	(A-B) / B
			2021 Budget		2020 Budget	
Account Description	As	Proposed	Adjustments	As Proposed	As Adopted	2021 / 2020
Account Description	1	Dec 2020	Nov 2020	Sep 2020	Dec 2019	% Change
7008 Recognition Programs		20,000	-	20,000	20,000	0%
7009 Sponsorships		15,000	-	15,000	15,000	0%
7010 Collision Avoidance Technology		7,500	-	7,500	20,000	-63%
7011 Loss Prevention - Other		15,000	-	15,000	15,000	0%
Total Risk & Loss Prevention	\$	375,000	\$ (175,000)	\$ 550,000	\$ 572,000	-34%
7100 Training & Education						
7101 Training Events		87,000	-	87,000	95,000	-8%
7102 Trainers Show case		8,000	-	8,000		100%
7103 Claims Conference		8,000	-	8,000	8,000	0%
7104 Ristau Scholarship		20,000	-	20,000	20,000	0%
Total Training & Education	\$	123,000	\$ -	\$ 123,000	\$ 123,000	0%
7200 Technical & Subscription Services						
7201 Origami - Risk Mgmt Info System		140,000	-	140,000	140,000	0%
7202 Hardw are & Netw ork Components/	/Support	50,000	-	50,000	50,000	0%
7203 Softw are & Licenses		68,000	-	68,000	68,000	0%
7204 MSDS Online		12,000	-	12,000	12,000	0%
7205 MRSC Library (shared cost with W	STA)	12,000	-	12,000	12,000	0%
Total Technical & Subscription Service	es \$	282,000	\$ -	\$ 282,000	\$ 282,000	0%
7300 Administrative						
7301 Board - Travel & Lodging		115,000	-	115,000	115,000	0%
7302 Board - Governance Development		15,000	-	15,000	15,000	0%
7303 Board - Meetings		80,000	-	80,000	80,000	0%
7304 Board - Expenses - Other		10,000	-	10,000	10,000	0%
7401 Staff - Travel & Lodging		85,000	-	85,000	85,000	0%
7402 Staff - Professional Development		30,000	-	30,000	30,000	0%
7403 Staff - Wellness Programs		3,000	-	3,000	3,000	0%
7501 Admin - Dues & Subscriptions		15,000	-	15,000	15,000	0%
7502 Admin - Office Supplies		17,000	_	17,000	17,000	0%
7503 Admin - Postage & Delivery		4,000	_	4,000	4,000	0%
7504 Admin - Printing & Graphic Services	s	15,000	-	15,000	15,000	0%
7505 Admin - Bank Charges & Fees		8,000	-	8,000	18,000	-56%
7506 Admin - Miscellaneous		1,000	-	1,000	2,000	-50%
7507 Admin - Extra Cyber		3,000	_	3,000		100%
7601 Occupancy - Building & Office Equi	ipment	20,000	_	20,000	20,000	0%
7602 Occupancy - Repairs, Maint & Janit		25,000	_	25,000	25,000	0%
7603 Occupancy - Communications	orial 5765	26,440	-	26,440	25,000	6%
7604 Occupancy - Communications - (Re	ecovered)	(1,440)	-	(1,440)	20,000	100%
7605 Occupancy - Utilities	soovered)	14,000	_	14,000	14,000	0%
7607 Occupancy - Rental/Leasehold Tax	res	3,000	-	3,000	3,000	0%
7608 Occupancy - Equipment Lease (co		6,000	-	6,000	6,000	0%
Total Administrative	\$	494,000		\$ 494,000	\$ 502,000	-2%
Prior Period Assessment Audit Exp -		-34,000	- -	Ψ 454,000	(98,205)	-100%
Total Operating Expenses		15,915,000		\$ 16,334,285	\$ 16,118,452	-1%
Net Operating Income	2	1,750,508	(107,998)	1,858,158	3,050,000	-43%
9000 Interest Income		500,000	(107,330)	500,000	450,000	11%
Net Income (Anticipated Budget Surplus	s) \$	2,250,508	\$ (107,998)		\$ 3,500,000	-36%
Target Surplus (from Exhibit 8-1)	\$	2,090,000	(11,110)	\$ 2,300,000	\$ 3,500,000	-40%
Surplus above target surplus	\$	160,508		\$ 58,158	\$ -	.570
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2021 Budget: \$15,915,000 Page 9 of 11



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What isn't in the Budget

Non-Cash Expenditures – are excluded from the budget as we aren't seeking authority to spend or appropriate funds. Examples of non-cash expenditures not in the budget:

- Depreciation Expense
- Deferred Outflows/Inflows of Resources Related to Pensions
- Other Postemployment Benefit (OPEB) Liability
- Incurred But Not Reported (IBNR) Loss Reserves
- Unallocated Loss Adjustment Expenses (ULAE)

Building Reserve Fund - \$25,000 is set aside each year for capital improvements to the Olympia office.

2021 Budget: \$15,915,000 Page 10 of 11

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Appendix A: Rate Stabilization Analysis/History

Washington State Transit Insurance Pool Rate Stabilization Analysis Prepared for Board Mtg on Dec 04, 2020

		2021	2020	2019	2018	2017	2016	2015	2014	2013
		As of Jun 2020**	As of Jun 2019		As of Jun 2017					
Cost with UIM Adjustment	[A]	17,288,000	18,852,000	17,117,001	15,291,427	14,227,165	12,808,095	11,876,810	11,376,020	10,898,048
Backout Equity Contribution	F -3	(2,090,000)	(3,500,000)			(1,675,000)				(530, 137)
Cost less Equity	[B]	15,198,000	15,352,000	14,617,001	13,691,427	12,552,165	11,144,095	10,797,592	10,730,199	10,367,911
Estimated Mileage Exposure	[C]	90,390,872	107,802,866	104,760,600	101,912,482	101,347,675	100,341,488	97,742,393	98,160,526	97,994,186
Value based on segments		16,777,841								
With Equity										
Current Year (CY) Rate	[A] / [C] = [D]	0.1913	0.1749	0.1634	0.1500	0.1404	0.1276	0.1215	0.1159	0.1112
Prior Year (PY) Rate	[E]	0.1856	0.1634	0.1500	0.1404	0.1276	0.1215	0.1159	0.1112	0.1093
Rate Change over PY	[D] / [E] - 1	3%	7%	9%	7%	10%	5%	5%	4%	2%
Average of periods shows	1	6%								
With and Family										
Without Equity Current Year (CY) Rate	[B] / [C] = [F]	0.1681	0.1424	0.1395	0.1343	0.1239	0.1111	0.1105	0.1093	0.1058
Prior Year (PY) Rate	[G]	0.1625	0.1395	0.1343	0.1343	0.1233	0.1105	0.1103	0.1058	0.1030
Rate Change over PY	[F] / [G] - 1	3%								
Average of periods shown 4%										

^{**} The actuary model of Exhibit 8-1 introduced a modified methodology for calculating the change of rate, this was due to a reduction in rating units.

2021 Budget: \$15,915,000 Page 11 of 11