



Wisconsin Compensation Rating Bureau

262-796-4540 s Fax 262-796-4400 s www.wcrb.org

P.O. Box 3080 s Milwaukee, WI 53201-3080

Located at 20700 Swenson Drive, Suite 100, Waukesha, WI 53186

CIRCULAR LETTER 1143–MARCH 28, 2012

PROCEEDINGS OF THE WISCONSIN GOVERNING BOARD

TO: MEMBERS OF THE BUREAU

In accordance with the requirements of the By-Laws, the Annual Meeting of the Bureau is being called to convene in the premises of the Wisconsin Compensation Rating Bureau, 20700 Swenson Drive, Waukesha, WI 53186 on Friday, May 18, 2012, to commence at 10:30 A.M. The order of business will be as follows:

1. Roll Call
2. Approval of the minutes from the last Annual Meeting.
3. Presentation of the 2011 Annual Report on the operations of the Bureau by the President.
4. The election of companies to fill the vacancies of retiring Committee members on both the Governing Board and the Rating Committee. The member companies whose terms are expiring are as follows:

GOVERNING BOARD

General Casualty Insurance Company
Secura Insurance A Company

RATING COMMITTEE

Employers Mutual Casualty Company
United Wisconsin Insurance Company

The following member companies have expressed interest in filling a vacancy. Copies of company profiles attached.

GOVERNING BOARD	STOCK	NON-STOCK
	General Casualty Company of Wisconsin	Secura Insurance A Company
	Erie Insurance Exchange	West Bend Mutual Insurance Company
	Zurich American Insurance Co.	

RATING COMMITTEE	STOCK	NON-STOCK
	United Wisconsin Insurance Co.	Employers Mutual Casualty Company
	Zurich American Insurance Co.	West Bend Mutual Insurance Company

Note: Proxy form attached. To file electronically – www.wcrb.proxy

5. The election of the Chairperson for the Governing Board and the Rating Committee in accordance with the By-Laws, Article VI, paragraph 4.

The stock companies will elect the Chairperson for the Governing Board. The non-stock companies will elect the Chairperson for the Rating Committee and a Vice-Chair to the Governing Board.

6. The discussion of any other matters of pertinent character as agreed upon by the unanimous consent of all members present.

Bernie Rosauer
President



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WISCONSIN COMPENSATION RATING BUREAU
(PROXY FORM)

KNOW ALL MEN BY THESE PRESENT THAT I _____,

of the _____ *

(Insert Name of Your Company)

do hereby constitute and appoint: _____

(Insert Name of Proxy Company)

as agent for the said company, in my name, place and stead to vote as proxy at the meeting of the Wisconsin Compensation Rating Bureau to be held on the 18th of May, 2012, and/or such other date or dates to which such meeting may be adjourned, hereby giving to agent power and authority to act conclusively for such company on all questions which may duly come before such meeting as fully as I could act if I were personally present.

IN WITNESS WHEREOF, I have hereunto subscribed my name and title and the name of

said company, this _____ day of _____, 2012.

(Signature)

(Title)

(Company)

*Voting by Group

This ballot is being executed on behalf of the following listed subscriber companies which are affiliates of the above company:

NOTE: Please keep one copy for your own records.

**EMPLOYERS MUTUAL
CASUALTY COMPANY**

**Wisconsin Compensation Rating Bureau
Governing Board Nomination**

Company Profile Contents

Company name and address

Employers Mutual Casualty Company
16455 W. Bluemound Rd.
Brookfield, WI 53005-5976

Group name, if applicable

(Note: only one company within a group may serve)

EMC Insurance Companies

Indicate "stock" or "non-stock" member status

non- stock

Indicate if company is "Wisconsin domiciled member company" or "non-domiciled member company"

Non-domiciled but with a full Branch operation here in Brookfield, WI

Criteria for consideration:

- statement about the company's Wisconsin workers compensation book of business

EMC Insurance Companies has a long history of providing Workers Compensation coverage in this state for employers and has a substantial book of business in this line. It is a significant part of our operations in this state and we have a vested interest in helping to keep the system running smoothly for the sake of all stakeholders including employees, employers, agents and carriers.

- interest in providing industry leadership

EMC has a strong history of providing leadership in many industry settings over the years and I would like to continue that through our continued service to the WCRB's Rating Committee. We have great interest in adding to the discussion of the issues that are deliberated at the Rating Committee meetings.

- interest in serving as the Governing Board and/or Rating Committee chair or vice-chair

If the WCRB and the Rating Committee felt that I could add value through those positions, I would gladly offer to serve in the roles of vice-chair or chair.

- designation of the primary Governing Board and/or Rating Committee member and alternate who will represent the company if elected (include name, title, address, phone number, fax number, and email address)

Primary Representative

David R. Young CPCU, CFA, MBA, ARM, AIAF, AU
Underwriting Manager
16455 W. Bluemound Rd.
Brookfield, WI 53005-5976
262-717-3926 (phone)
888-992-6122 (fax)
Dave.r.young@emcins.com

Alternate Representative

Mike Lester CPA
Premium Audit Manager
16455 W. Bluemound Rd.
Brookfield, WI 53005-5976
262-717-3904 (phone)
888-992-6122 (fax)
Michael.w.lester@emcins.com

- statement about the knowledge of company representatives on workers compensation insurance

I have been heavily involved in the Workers Compensation market throughout my 25 years in the insurance industry as an underwriter, agent, and as an underwriting manager. Most of my career has been spent with insurance carriers that have a majority of their premium in the Workers Compensation line. I have also been involved in several industry organizations over the years including serving on the board of directors of the Minnesota Workers Compensation Insurers Association (MWCIA), the Workers Compensation Reinsurer's Association (WCRA) where I served as vice-chair and chair, and at one point I was on the Investment Sub-committee of the WCRB. I have recently re-joined a WCRB committee, joining the Rating Committee, taking over the position of Jim Pousha who retired from EMC in February of this year. Finally, I have also served in the past on NCCI Appeals boards in both Iowa and South Dakota. I have been

involved with Workers Compensation in my entire career and I have a great interest in helping to maintain a healthy and competitive environment for the Workers Compensation system here in Wisconsin.

- commitment of company representatives to attend all Governing Board and/or Rating Committee meetings or "as appointed" sub-committee meetings for the four year term

I and EMC are committed to attending all Rating Committee meetings as well as any "as appointed" sub-committee meetings for the four year term. EMC is fully supportive of the WCRB and this role and provides sufficient resources for fulfillment of the associated duties.

ERIE INSURANCE EXCHANGE

**Wisconsin Compensation Rating Bureau
Governing Board Nomination**

Company Profile Contents

Company name and address – Erie Insurance Exchange
100 Erie Insurance Place
Erie, PA 16530-0001

Group name, if applicable – Erie Insurance Group
(Note: only one company within a group may serve)

Indicate "stock" or "non-stock" member status - Erie Insurance Exchange ("the Exchange") is a reciprocal insurance exchange, organized under the insurance laws of the Commonwealth of Pennsylvania. The Exchange is an unincorporated (non-stock) association of individuals, partnerships and corporations that agree to insure one another. The Exchange acts by and through its attorney in fact, Erie Indemnity Company ("Indemnity"), a Pennsylvania business corporation (NASDAQ: ERIE). Indemnity performs services relating to the sales, underwriting and issuance of policies on behalf of the Exchange. Indemnity also provides management services to the Exchange.

The Exchange and its subsidiaries and affiliates operate collectively under the name Erie Insurance Group. With a network of independent Agents in 11 states and the District of Columbia, the Erie Insurance Group seeks to insure standard and preferred risks, primarily in private passenger auto, homeowners and small commercial lines, including workers' compensation.

Indicate if company is "Wisconsin domiciled member company" or "non-domiciled member company" – non-domiciled member company

Criteria for consideration:

- **statement about the company's Wisconsin workers compensation book of business** -
Results from industry statistics as of 2010:
 - Rank 39th in WI
 - DWP – 5.3M
 - Loss Ratio – 64.8%
 - Growth - 38%
 - Underwriting appetite is above average, small markets

- **interest in providing industry leadership** – ERIE Insurance Group continues to grow our Commercial Lines of business and we

are committed to service, to our policyholders and agents, and through involvement with industry groups and boards.

- **interest in serving as the Governing Board and/or Rating Committee chair or vice-chair** – Mark Wiske provides a strong industry background and seeks to serve, as well as to gain additional experience and knowledge, through service in an appropriate role on the board or board committees.
- **designation of the primary Governing Board and/or Rating Committee member and alternate who will represent the company if elected (include name, title, address, phone number, fax number, and email address)**

Primary

Mark Wiske

Wisconsin State Commercial Insurance Manager

ERIE INSURANCE

Cell: 608-512-3443

Fax: 814-461-1315

mark.wiske@erieinsurance.com

Alternate

Donna E. Urben

VP & Workers' Compensation Product Manager

Erie Insurance

100 Erie Insurance Place

Erie, PA 16530-0001

Cell: 724-421-4101

Fax: 724-865-0392

Donna.urben@erieinsurance.com

- **statement about the knowledge of company representatives on workers compensation insurance**

Mark Wiske – employed by ERIE since 8/2010. 31 years in Commercial Underwriting and Marketing and 15 years in Monoline WC Underwriting.

Donna Urben – employed by ERIE 5/2010. 28 years in Commercial Underwriting, Marketing and Claims. 13 years in Monoline WC Underwriting.

- **commitment of company representatives to attend all Governing Board and/or Rating Committee meetings or "as appointed" sub-committee meetings for the four year term Fully Committed**

**GENERAL CASUALTY
COMPANY OF
WISCONSIN**

Wisconsin Compensation Rating Bureau

Governing Board Nomination

Company Profile Contents

Company name and address

General Casualty Company of Wisconsin
One General Drive
Sun Prairie, Wisconsin 53596

Group name, if applicable

QBE North America

Indicate "stock" or "non-stock" member status

Stock

Indicate if company is "Wisconsin domiciled member company" or "non-domiciled member company"

Wisconsin domiciled member company

Criteria for consideration:

- statement about the company's Wisconsin workers compensation book of business

QBE in 2011 wrote \$70M of WC in Wisconsin (Ranked 9th)

- interest in providing industry leadership

Have been a leader in WC for years

- interest in serving as the Governing Board and/or Rating Committee chair or vice-chair

Would like to continue to sit on the Governing Board and Rating Committee (would accept a vice chair)

- designation of the primary Governing Board and/or Rating Committee member and alternate who will represent the company if elected

George Busche, FCAS, MAAA
Vice President & Product Manager
One Pierce Place Suite 650
Itasca, IL 60143
630-250-5545
george.busche@us.qbe.com

Alternate: James Vandenberg
Vice President
One General Drive
Sun Prairie, Wisconsin 53596
608.825.5595
jim.vandenberg@us.qbe.com

- statement about the knowledge of company representatives on workers compensation insurance
Both have experience and leadership in WC for over 20 years.
- commitment of company representatives to attend all Governing Board and/or Rating Committee meetings or "as appointed" sub-committee meetings for the four year term
Will attend all meetings

**SECURA INSURANCE, A
MUTUAL COMPANY**

**Wisconsin Compensation Rating Bureau
Governing Board Nomination**

Company Profile Contents

SECURA Insurance Company
2401 South Memorial Drive
PO Box 819
Appleton, WI 54915

SECURA Insurance, A Mutual Company

Non-stock, Wisconsin domiciled Member Company

SECURA Insurance is seeking re-election to the Wisconsin Compensation Rating Bureau's Governing Board in 2012. SECURA has the experience and knowledge to provide industry leadership, and has proven commitment to the WCRB.

SECURA has \$34.5 million of Workers' Compensation premium in Wisconsin based on Table E of the Wisconsin Insurance Report Business of 2010. This equates to 2.3 percent market share. SECURA insures thousands of commercial risks in Wisconsin primarily in the Contracting, Manufacturing, Goods and Services industries. The company partners with independent agencies, including approximately 125 of the finest insurance agencies that operate in Wisconsin.

A SECURA representative has served on WCRB's Governing Board since 1999. Steve Miller, SECURA's Director-Commercial Lines Underwriting, has been a representative since 2008. He was the Chairman of the Governing Board in 2011 and was involved in the hiring process of the current WCRB President, Bernie Rosauer, in 2010. Steve's dedication to the group shows through his participation in all Governing Board and Rating Committee meetings during his term. His 25 years of experience in the Wisconsin insurance marketplace includes working at SECURA, as well as USF&G and Kemper. A SECURA employee since 1998, Steve has been the Director of Commercial Lines Underwriting in Wisconsin since 2004. Steve's responsibilities in his current role at SECURA include the overall profitability and execution of Workers' Compensation strategies.

The following is the contact information for Steve Miller:

Steve Miller
Director- Commercial Lines Underwriting
SECURA Insurance Company
2401 South Memorial Drive
PO Box 819
Appleton, WI 54912-0819

E-mail: steve_miller@secura.net
Phone: 800-558-3405, Ext. 4697
Direct: 920-830-4697

Alternate: Colleen Martenson, Workers Compensation Project Manager
Colleen_martenson@secura.net; Ext. 4759; Direct: 920-830-4759

**UNITED WISCONSIN
INSURANCE COMPANY**



P.O. Box 3026
Milwaukee, WI 53201-3026
800-258-2667
www.unitedheartland.biz

United Wisconsin Insurance Company would like to be considered for re-election to the Rate Committee.

The primary member of the Rating Committee would be:

Pat Williams
Senior Corporate Underwriting Consultant
c/o United Heartland
15200 W. Small Road
New Berlin, WI 53151
Phone: 262-787-7938
Fax: 262-787-7939
Email: patrick.williams@unitedheartland.biz

The alternate member of the Rating Committee would be:

Mary Miller
Director of Corporate Underwriting
c/o United Heartland
15200 W. Small Road
New Berlin, WI 53151
Phone: 262-787-7602
Fax: 262-787-7607
Email: mary.miller@unitedheartland.biz

Here are a few details about our company:

United Wisconsin Insurance Company (UWIC)

Trade Name: United Heartland – part of Accident Fund Holdings, Inc. (AFHI)

Stock Company

UWIC is located in New Berlin, Wisconsin. The parent company, AFHI, is located in Lansing, Michigan.

AFHI is the third leading writer of workers' compensation in the state of Wisconsin, and the ninth leading carrier in the United States.

UWIC has served continuously on the Rating Committee since 2000. We are also a member of the Governing Board and currently sit as chair of that group. Workers' compensation is the sole line of coverage we write and Wisconsin continues to be our largest premium state. We are,

(262) 787-7700 • (800) 258-2667 • Claim Fax: (262) 787-7701
patrick.williams@unitedheartland.biz • Direct (262) 787-7938 • Personal Fax (262) 787-7939

United Heartland is the marketing name of United Wisconsin Insurance Company and is underwritten by the insurance companies of Accident Fund Holdings, Inc.



P.O. Box 3026
Milwaukee, WI 53201-3026
800-258-2667
www.unitedheartland.biz

therefore, extremely dedicated to serving the needs of the workers' compensation insurance industry in Wisconsin and helping to preserve its solid foundation.

UWIC representatives have held positions of leadership on both the Rating Committee and the Governing Board. We currently sit as chair of the Governing Board and would be pleased to do so as chair of the Rating Committee, should that position become available.

Pat Williams would be UWIC's primary representative on the Rate Committee. Pat has extensive workers' compensation experience, including Wisconsin and national accounts. Prior to joining United Heartland in 2009, Pat spent over 30 years in various underwriting positions with both CNA and Wausau Insurance companies.

Mary Miller would be the secondary representative. Mary recently joined United Heartland as Director of Corporate Underwriting. She has extensive experience in workers compensation underwriting and management. Prior to joining United Heartland, Mary spent over 25 years in various underwriting leadership positions with companies, including Home Group Special Risk, Northbrook Insurance, Fireman's Fund, and Zurich in North America.

UWIC looks forward to the opportunity to continue as a member of the Rating Committee. We have attended the committee meetings as a member since 2000 and have had at least one representative at each meeting. We clearly understand the time commitments involved that comes with the position and will continue to attend all meetings of the main committee and any "sub-committees" to which we may be appointed.

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patrick.williams@unitedheartland.biz • Direct (262) 787-7938 • Personal Fax (262) 787-7939

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**WEST BEND MUTUAL
INSURANCE COMPANY**

Wisconsin compensation Rating Bureau

Governing Board Nomination

Company Profile

Company: West Bend Mutual Insurance Company

Member Status: Non-stock

Domiciled: West Bend, Wisconsin

West Bend Mutual Insurance Company (WBMI) is the 6th largest writer of workers compensation insurance in the state and has maintained this position for sometime. Of the top six writers in the state, Sentry Insurance and arguably - United Wisconsin - are the only Wisconsin domiciled carriers to write more business in the state than WBMI. West Bend is also an assigned risk pool carrier.

WBMI is poised to stay at this premium ranking or to increase it as Argent- the monoline workers compensation division – is an integral part of the WBMI growth strategy for 2012 – 2016.

In addition to assigned risk duties, the book of WC insurance underwritten by West Bend is extremely diverse among the three separate divisions actively writing this coverage – NSI, Commercial Lines and Argent. Each division serves a different consumer in that NSI specializes in small program business, commercial lines is active in the small to medium markets while Argent caters to medium and large accounts. Virtually all classes of business in Wisconsin are entertained by one or more divisions.

As part of a new corporate direction, WBMI will be taking a more active role in a number of committees within the state. As such, being a member of a committee – or serving as a chair or vice-chair falls within this new direction. As a result, WBMI is interested in serving the WCRB in any capacity.

The primary and alternate member that will represent WBMI will be:

Paul Hingtgen, Vice President, Argent Division

N16 W23217 Stone Ridge Dr., suite 200

Waukesha, WI 53188

262 309 6642

phingtgen@wbmi.com

The alternate would be:

James Keal, AVP Operations, Argent division

N16 W23217 Stone Ridge Dr., suite 200

Waukesha, WI 53188

262 309 6641

jkeal@wbmi.com

Backgrounds:

Paul Hingtgen has been involved in monoline WC operations for the past 22 years in Wisconsin. As a co-founder of United Heartland, he headed up the loss control operations and added the responsibility for underwriting operations in 1999 until starting the Argent division of WBMI in January 2010. At the time of leaving United Heartland, he was SVP Field Operations. Paul Hingtgen has previously served the WCRB in years past by attending both rating and governing board meetings as United Wisconsin's representative.

Jim Keal has worked in the finance areas of Secura, Acuity, United Heartland and Accident Fund Insurance Companies. He was the VP of Finance in the later three companies. This experience, in addition to an evolving operational role at Argent, would provide a uniquely different source input into either the rating committee or governing board.

West Bend will be assuming a much higher profile at all WCRB meetings – including executive management from Argent, staff members from Argent and representation from the commercial lines area within the WBMI home office.

**ZURICH AMERICAN
INSURANCE COMPANY**

**Wisconsin Compensation Rating Bureau
Governing Board Nomination**

Company Profile Contents

Company name and address
**Zurich American Insurance Company
1400 American Lane
Schaumburg, IL 60196-1056**

Group name, if applicable
(Note: only one company within a group may serve)
Zurich Financial Services Group

Indicate "stock" or "non-stock" member status
Stock

Indicate if company is "Wisconsin domiciled member company" or "non-domiciled member company"
Non-domiciled member company

Criteria for consideration:

- statement about the company's Wisconsin workers compensation book of business **Zurich is the eighth largest workers compensation carrier in Wisconsin with \$72m in premium and a 4.9% market share. We write in all premium sizes and most classification codes – including complex segments such as temporary workers, PEOs and OCIPs. Our broad background will enable us to provide expert commentary on a variety of workers compensation issues. Zurich maintains an Underwriting and Staff Legal office in Waukesha WI.**
- interest in providing industry leadership **As a large carrier with an A+ rating, Zurich is widely recognized in the industry. We serve in leadership roles on various Boards, including Governing Boards of Rating Bureaus and Rating Committees. We believe we will effectively provide industry leadership, especially in complex market segments while serving on the Wisconsin Compensation Rating Bureau.**
- interest in serving as the Governing Board and/or Rating Committee chair or vice-chair **After Zurich has been on the Board and/or Rating Committee for at least one year, we would welcome the opportunity to serve as the chair or vice-chair.**
- designation of the primary Governing Board and/or Rating

Committee member and alternate who will represent the company if elected (include name, title, address, phone number, fax number, and email address)

Primary for Governing Board and/or Rating Committee

Steve Zrebiec, CPCU, ARM
Sr. Product Manager – Workers Compensation
Zurich North America
1400 American Lane
Schaumburg, IL 60196-1056
Steve.Zrebiec@zurichna.com
(847) 605-3230 (work)
(847) 605-6556 (fax)

Alternate for Governing Board

Jeff Jensen
Vice President, Product and Portfolio Management – WC
Zurich North America
1400 American Lane
Schaumburg, IL 60196-1056
Jeff.Jensen@zurichna.com
(847) 413-5141 (work)
(847) 605-6556 (fax)

Alternate for Rating Committee

Brian Falk
Casualty Underwriter
Zurich North America
20935 Swenson Dr.
Waukesha, WI 53186
Brian.Falk@zurichna.com
(262) 798-2285
(866) 743-0039

- statement about the knowledge of company representatives on workers compensation insurance **Steve Zrebiec is a Senior Product Manager for workers compensation with 31 years of industry experience – almost all of which dealt exclusively with workers compensation. Steve worked for over five years with the largest workers compensation rating bureau (NCCI) and 25 years with insurance carriers. He is viewed as an expert on workers compensation underwriting issues. In 2008, he was one of only eight employees at Zurich North America to win the "Gold Award" presented by the Zurich North America CEO. Steve currently represents Zurich on the Pennsylvania Compensation Rating Bureau's Classification and Rating Committee. Jeff Jensen is a Vice President for Workers Compensation with 20 years of industry experience – most of**

which dealt exclusively with workers compensation. Jeff currently serves on the CA WIRB Governing Committee, WCRI Board, NCRB, and the AIA Workers Compensation Committee. Brian Falk is a casualty underwriter with 35 years of experience, the past 25 years in the Wisconsin marketplace. Brian is experienced writing both guaranteed cost and loss sensitive workers compensation business and has served on the Associated General Contractors (AGC) of Wisconsin Board of Directors. He remains active with the AGC of Wisconsin, the AGC of Milwaukee, and the Construction Financial Management Association.

- commitment of company representatives to attend all Governing Board and/or Rating Committee meetings or "as appointed" subcommittee meetings for the four year term **Zurich will attend and actively participate in all required meetings, including all “as appointed” subcommittee meetings during the four year term.**