



September 21, 2018

Alabama Trucking Association  
Workers' Compensation Fund Members

Dear Ladies and Gentlemen:

Enclosed you will find a copy of the Summarized Financial Statements of the Alabama Trucking Association Workers' Compensation Fund for the Eight months ended August 31, 2018. These financial statements reflect the Fund currently has accumulated total profits, net of distributions, of \$45,667,498 set aside for future retrospective credits to be refunded to active participating Fund members as directed by State Requirements of the Alabama Department of Labor. Since inception of the Fund, the total amount of retrospective credits previously distributed back to participating members is \$85,772,894.

This report includes the overall operations of the Fund which consists of both our Alabama and Cross Border programs. The claims losses reflected in the Consolidated Statement of Income and Deductions includes loss reserves which are required to pay incurred but not reported (IBNR) losses. These IBNR loss reserves are established at levels recommended by the Fund's independent Actuarial firm (Casualty Actuarial Consultants) and approved by the Board of Trustees. Our Actuaries recently completed their midyear loss reserve analysis update as part of our premium contribution rate study report and have adjusted reserves based on the downward development trend of losses over the most recent three years. This trend is the direct result of aggressive and effective claims handling practices and our loss control and risk management practices within the Fund. The combined overall operating profit for the eight months ended August 31, 2018 is \$11,084,128. The Board of Trustees is very pleased to report the ATA Fund continues to grow stronger and generate greater dividends payable back to our member companies.

In closing, we always wish to take the opportunity to remind you that the best approach to curb increases in your company's operating expenses is to strive to maximize your company's emphasis on your claims reporting and handling procedures along with your loss control and risk management practices. Your efforts in these areas will directly increase the bottom line of your company. Please take advantage of the opportunity to contact our team members. Todd Hager, our Director of Claims, will assist you with any claims related questions you may have. Don Anchors, our Director of Safety and Loss Control, as well as our Loss Control Consultants, Michael Smith, Victor Whatley and Candy Woodruff will evaluate your company to develop a risk analysis plan and implement safety procedures and training that can immediately reduce the losses occurring within your company as we have done for many others in the ATA Fund. We encourage you to contact us and take advantage of these resources at no cost to you and remember to always Work Safe / Work Smart.

We hope this information will assist you in evaluating the strength and quality of our program. Our program is designed to assist you in reducing your losses, increasing your driver retention and increasing your bottom line profits.

Respectfully,

Kimble E. Coaker, CPA  
CEO and Administrator

Enclosures

**BOARD OF TRUSTEES****Scott Smith, Chairman**

Fund Member Trustee  
Vice President, P & S Transportation, Inc.  
P. O. Box 8250  
Ensley, AL 35218  
Term: April 2017 – April 2020  
(205) 296-9588 Fax: (205) 326-8901

**Joe Booker**

Fund Member Trustee  
President, Hornady Transportation, LLC  
P. O. Box 846  
Monroeville, AL 36461  
Term: April 2018 – April 2021  
(251) 575-4811 Fax: (251) 743-5219

**Mike Limbaugh**

Fund Member Trustee  
Owner, White Oak Transportation, Inc.  
P. O. Box 876  
Decatur, AL 35602  
Term: April 2016 – April 2019  
(877) 948-3625 Fax: (256) 432-0445

**Bruce MacDonald**

Fund Member Trustee  
President, Transport Refrigeration Sales & Service  
500 Daniel Payne Drive  
Birmingham, AL 35214  
Term: April 2018 – April 2021  
(205) 328-7278 Fax: (205) 328-6769

**Beau Wicks**

Fund Member Trustee  
President, Southeast Logistics  
P. O. Box 1309  
Tuscaloosa, AL 35403  
Term: April 2016 – April 2019  
(205) 759-1818 Fax: (205) 349-3104

**Terry Kilpatrick**

Ex-Officio Trustee  
President, Billy Barnes Enterprises, Inc  
1626 Hwy 21 South  
Frisco City, AL 36445  
Term: July 2018 – July 2019  
(251) 267-3153 Fax: (251) 267-4117

**Tom McLeod**

Ex-Officio Trustee  
CEO, McLeod Software Corp.  
P. O. Box 43200  
Birmingham, AL 35243  
Term: July 2018 – July 2019  
(205) 823-5100 Fax: (205) 823-0000

**Phil DeSimone, Vice-Chairman**

Fund Member Trustee  
CEO, Action Resources, Inc.  
204 20<sup>th</sup> Street North  
Birmingham, AL 35203  
Term: April 2018 – April 2021  
(205) 271-4460 Fax: (205) 271-4479

**Susan Kirkpatrick**

Fund Member Trustee  
Exec. Vice President/CFO, Buddy Moore Trucking, Inc.  
P. O. Box 10047  
Birmingham, AL 35202  
Term: April 2017 – April 2020  
(205) 949-3201 Fax: (205) 949-2260

**Drew Linn**

Fund Member Trustee  
President, Southland International Trucks, Inc.  
P. O. Box 578  
Birmingham, AL 35201-0578  
Term: April 2018 – April 2021  
(205) 942-6226 Fax: (205) 942-6311

**Rusty Sprouse**

Fund Member Trustee  
CFO, B & G Supply, Inc.  
P. O. Box 748  
Albertville, AL 35950  
Term: April 2017 – April 2020  
(256) 878-2928 Fax: (256) 878-1527

**Frank Filgo**

Ex-Officio Trustee  
President and CEO, AL Trucking Association  
P. O. Box 2339  
Montgomery, AL 36102-2339  
Term: July 2018 – July 2019  
(334) 834-3983 Fax: (334) 262-6504

**Fenn Church**

Ex-Officio Trustee  
President/CEO, Church Transportation & Logistics, Inc.  
P. O. Box 65  
Birmingham, AL 35201  
Term: July 2018 – July 2019  
(205) 925-1977 Fax: (205) 380-8997



BALANCE SHEET  
August 31, 2018

ASSETS

Assets:		
Cash		\$ 4,262,333.41
Prepaid Expenses and Deposits		1,041,946.12
Accounts Receivable (net of allowance)		26,963,410.54
Certificates of Deposit and Investments		113,339,466.82
Deferred Tax Asset (net of liability)		681,256.13
Building and Fixed Assets (net of depreciation)		<u>1,708,573.76</u>
Total Assets		<u>\$147,996,986.78</u>

LIABILITIES, RESERVES AND MEMBERS' EQUITY

Liabilities:		
Accounts Payable and Escrow	\$ 2,322,342.69	
Unearned Contributions	<u>15,044,878.32</u>	
Total Liabilities		\$ 17,367,221.01
Reserves:		
Reserves for Aggregate Losses	\$ 11,617,863.68	
Actuarial Reserves for Claim Losses	<u>79,312,469.25</u>	
Total Reserves		90,930,332.93
Members' Equity:		
Unrealized Gain/(Loss) on Investments	\$ (5,968,065.31)	
Retrospective Refund to Members	<u>45,667,498.15</u>	
Total Members' Equity		<u>39,699,432.84</u>
Total Liabilities, Reserves and Members' Equity		<u>\$147,996,986.78</u>

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**CONSOLIDATED STATEMENT OF INCOME AND DEDUCTIONS**  
For the Eight Months Ended August 31, 2018

Income:		
Coverage Contributions		\$ 27,644,832.00
Cross Border Premium		9,965,347.58
Investments and Gain/(Loss) on Sale		3,771,197.32
Other		<u>433,048.05</u>
Total Income		\$ 41,814,424.95
Deductions:		
Claim Losses:		
Incurred Losses (net of reinsurance)	<u>\$ 20,645,203.49</u>	
Total Claim Losses		\$ 20,645,203.49
Operating Expenses:		
Administrative	\$ 2,038,648.77	
Cross Border Admin. Fees	2,622,438.81	
Brokerage Expenses	1,818,292.57	
Claims Service Fee	831,038.00	
Excess Loss Insurance	1,465,345.95	
Professional Services	840,216.71	
Royalties	<u>456,445.74</u>	
Total Operating Expenses		<u>10,072,426.55</u>
Total Deductions		<u>\$ 30,717,630.04</u>
Excess Income Before Income Taxes		\$ 11,096,794.91
Provision for Income Taxes (deferred)		<u>12,666.67</u>
Excess Income		\$ 11,084,128.24
Prior Years' Excess Income		<u>120,356,263.89</u>
Excess Income Before Retrospective Refund Distribution		\$131,440,392.13
Retrospective Refund Distributed to Members		<u>85,772,893.98</u>
Excess Income Held for Future Retrospective Refund		<u>\$ 45,667,498.15</u>

