

WORKERS COMPENSATION CLAIMS

A bar chart comparing the percentage of claims for Residential General Contractors (dark grey bars) and Non-residential General Contractors (yellow bars) across different age groups. The y-axis represents the 'Percent of Claims' from 0.0% to 30.0% in 5.0% increments. The x-axis represents 'Claimants' Age' with categories: Under 25, 25-34, 35-44, 45-54, 55-64, and 65+.

Claimants' Age	Residential General Contractors	Non-residential General Contractors
Under 25	12.5%	13.5%
25-34	25.0%	15.5%
35-44	22.5%	22.0%
45-54	17.5%	22.5%
55-64	17.5%	21.5%
65+	3.5%	3.5%

Percent of Annual Workers Compensation Claims

Number of Starts ('000)

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

■ Residential General Contractors
■ Non-residential General Contractors
■ Housing Starts (in Thousands, Seasonally Adjusted Annual rate)

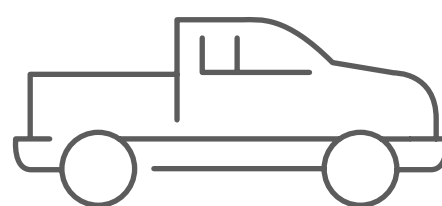
Month	Residential General Contractors (%)	Non-residential General Contractors (%)	Housing Starts ('000)
Jan	7.0	7.0	1,750
Feb	7.5	9.0	1,850
Mar	10.5	10.5	1,750
Apr	11.5	6.5	1,850
May	9.0	8.0	1,500
Jun	12.0	10.5	1,500
Jul	11.5	6.5	1,350
Aug	7.5	10.0	1,450
Sep	7.5	8.5	1,400
Oct	5.5	10.5	1,350
Nov	5.5	5.0	1,300
Dec	3.0	7.0	1,250

BUILDERS RISK CLAIMS



The number of **Builders Risk** policies we issued in 2022 with coverage limits of \$2.5 million and over **jumped 23%**.

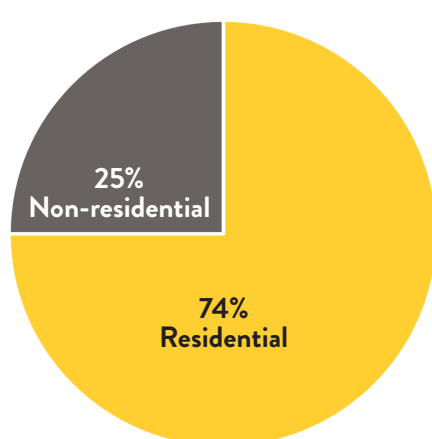
AUTO CLAIMS



In 2022, our general contractor commercial **automobile claims exceeded general liability claims by 3x to 5x**, with the most severe claims related to job site travel, especially in heavy-duty vehicles, and improper vehicle use.

COMPLETED OPERATIONS CLAIMS

Selective received **3x more Completed Operations** claims from residential general contractors than non-residential general contractors from 2020 to 2022.



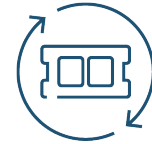
INDUSTRY OUTLOOK



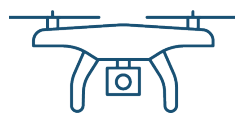
GENERAL CONTRACTING

When **construction markets slow**, general contractors try to minimize their operational risk by seeking **new growth opportunities**, such as vertical or horizontal expansion, taking on new categories of skilled workers, or forming alliances with subcontractors.

General contractors will try to work around uncertainties in construction timelines by **using alternative and/or recycled building materials**.



SUPPLY CHAIN RISKS



TECHNOLOGY

Contractors will **increase their use of technology** in every aspect of their operations, from the job site to the back office.

As general contractors turn more to building condominiums and mass developments, their **construction defect risks will grow**. Non-residential contractors must expand their skill sets to take advantage of the **boom in specialty structures**.



CONSTRUCTION TRENDS

Visit www.selective.com/contractors to download the full report and see the complete industry outlook with business and safety recommendations.