

<b>BLEND ESTIMATES Year 2017</b>					Est WNY	Est PA	Est. Boston MA Avg	Actual M/C Avg No Prems	Co-Op Prem
Date	Boston / PPD	Prot	BF	OS					
Jan-17	\$0.38	\$2.18	\$2.53	\$0.25	\$17.12	\$17.44	\$18.19	\$18.72	\$0.24
Feb-17	\$0.21	\$2.18	\$2.48	\$0.26	\$16.91	\$17.23	\$17.98		
Mar-17	(\$0.22)	\$2.41	\$2.40	\$0.25	\$16.77	\$17.09	\$17.84		
Apr-17	(\$0.44)	\$2.54	\$2.30	\$0.25	\$16.65	\$16.97	\$17.72		
May-17	(\$0.60)	\$2.64	\$2.26	\$0.25	\$16.67	\$16.99	\$17.74		
Jun-17	(\$0.57)	\$2.67	\$2.30	\$0.25	\$16.90	\$17.22	\$17.97		
Jul-17	(\$0.41)	\$2.62	\$2.37	\$0.26	\$17.24	\$17.56	\$18.31		
Aug-17	(\$0.21)	\$2.67	\$2.42	\$0.26	\$17.75	\$18.07	\$18.82		
Sep-17	(\$0.42)	\$2.84	\$2.51	\$0.26	\$18.32	\$18.64	\$19.39		
Oct-17	(\$0.21)	\$2.83	\$2.60	\$0.26	\$18.87	\$19.19	\$19.94		
Nov-17	(\$0.19)	\$2.96	\$2.54	\$0.26	\$19.07	\$19.39	\$20.14		
Dec-17	\$0.16	\$2.86	\$2.42	\$0.27	\$18.72	\$19.04	\$19.79		
2017 Avg	(\$0.21)	\$2.617	\$2.427	\$0.257	\$17.58	\$17.90	\$18.65	\$18.72	\$0.24

<b>BLEND ESTIMATES Year 2016</b>					Est WNY	Est PA	Est. Boston MA Avg	Actual M/C Avg No Prems	Co-Op Prem
Date	Boston / PPD	Prot	BF	OS					
Jan 2016	\$0.74	\$1.82	\$2.31	\$0.04	\$14.46	\$14.46	\$15.21	\$15.77	\$0.38
Feb 2016	\$0.42	\$1.74	\$2.38	\$0.05	\$14.22	\$14.22	\$14.97	\$15.62	\$0.33
Mar 2016	\$0.01	\$1.92	\$2.20	\$0.05	\$13.75	\$13.75	\$14.50	\$14.94	\$0.30
Apr 2016	\$0.16	\$1.85	\$2.24	\$0.05	\$13.79	\$13.79	\$14.54	\$14.95	\$0.33
May 2016	\$0.91	\$1.49	\$2.28	\$0.05	\$13.67	\$13.67	\$14.42	\$14.60	\$0.31
Jun 2016	\$0.74	\$1.48	\$2.41	\$0.06	\$13.96	\$13.96	\$14.71	\$14.47	\$0.41
Jul 2016	(\$0.08)	\$1.91	\$2.60	\$0.08	\$15.16	\$15.16	\$15.91	\$15.65	\$0.36
Aug 2016	(\$1.00)	\$2.57	\$2.49	\$0.09	\$15.91	\$15.91	\$16.66	\$16.29	\$0.34
Sep 2016	(\$0.35)	\$2.57	\$2.31	\$0.11	\$16.04	\$16.04	\$16.79	\$16.70	\$0.35
Oct 2016	\$0.35	\$2.30	\$2.05	\$0.14	\$15.17	\$15.17	\$15.92	\$16.44	\$0.34
Nov 2016	(\$1.48)	\$2.81	\$2.10	\$0.18	\$15.28	\$15.28	\$16.03	\$16.91	\$0.38
Dec 2016	(\$0.78)	\$2.69	\$2.34	\$0.21	\$16.68	\$16.68	\$17.43	\$18.33	\$0.34
2016 Avg	(\$0.03)	\$2.096	\$2.308	\$0.091	\$14.84	\$14.84	\$15.59	\$15.89	\$0.35

**PA Est VS M/C Actual Yearly Averages**

	Yr Avg PA	Yr. Avg M/C Avg
2010	\$16.17	\$16.57
2011	\$19.90	\$20.47
2012	\$17.94	\$18.25
2013	\$19.51	\$19.97
2014	\$23.54	\$24.35
2015	\$16.42	\$16.93
2016	\$15.16	\$15.89

**Averages For 2016 Base Est. \$18.38**

**\$18.92**