

Desiree Potvin

From: Bob Stubbs <bstubbs@marshallsterling.com>
Sent: Thursday, November 30, 2017 10:37 AM
To: Eileen Sutherland
Cc: Desiree Potvin
Subject: Workers Compensation
Attachments: PERMA Workers Comp Quote.pdf

Hello Eileen,

Attached is the PERMA quotation. Please review and advise if you have any questions.

Regarding the two tail claims, PERMA will continue servicing those at a flat annual cost of \$500 per claim.

PERMA does a nice job on the service side. I believe David attended one of their seminars several months ago.

Thanks,

Bob Stubbs
Consultant
Marshall & Sterling Inc.
103 Executive Dr., Suite 101
New Windsor, NY 12553
Cell 845-642-2458

Notice of Confidentiality – Marshall & Sterling: If you have received this transmittal in error, please notify us and delete the original without reproducing it in any fashion as it may contain private or privileged information.



PERMA

Public Employer Risk Management Association, Inc.

9 Cornell Road, Latham, NY 12110

Toll Free in US (888) 737-6269

www.perma.org

Managed by Northeast Association Management, Inc.

Quote Date: 11/28/2017

Member Number:

A 0000872-00

Broker of Record: 2200-1

Town of Woodbury PO Box 1004 Highland Mills, New York 10930	Marshall & Sterling - New Windsor 103 Executive Drive Suite 101 New Windsor, New York 12553
---	--

First Dollar Pricing Indication

Workers' Compensation and Employers Liability

Entity: Town of Woodbury

Coverage Period:

From 1/1/2018 - 1/1/2019

Class Code	Description	Estimated Exposure	Estimated Contribution
7720	Police Department	\$2,475,047	\$51,004
8810	Clerical Office	\$1,487,161	\$2,963
8831	Animal Control Officers	\$99,160	\$1,379
8838	Library	\$362,446	\$1,981
9026	Building Operations, Custodial	\$52,650	\$2,225
9063	Recreation	\$115,000	\$1,314
9102	Parks Maintenance	\$699,550	\$26,309
9410	Municipal Employees	\$173,895	\$12,042
Subtotals:		\$5,464,909	\$99,217

All Volunteers - Secondary Medical Coverage:

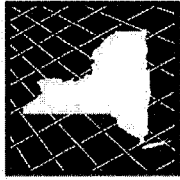
Included

Volunteer Firefighters Benefits Law (VFBL):

No Coverage Elected

Volunteer Ambulance Workers Benefit Law (VAWBL):

No Coverage Elected



P E R M A

Public Employer Risk Management Association, Inc.

9 Cornell Road, Latham, NY 12110

Toll Free in US (888) 737-6269

www.perma.org

Managed by Northeast Association Management, Inc.

Quote Date: 11/28/2017

Member Number:

A 0000872-00

Broker of Record: 2200-1

Town of Woodbury PO Box 1004 Highland Mills, New York 10930	Marshall & Sterling - New Windsor 103 Executive Drive Suite 101 New Windsor, New York 12553
---	--

First Dollar Pricing Indication

Workers' Compensation and Employers Liability

Entity: Town of Woodbury

Coverage Period:

From 1/1/2018 - 1/1/2019

Total Contribution:	\$99,217
New York State Assessment:	\$14,548
Total Estimated Contribution & Assessment:	\$113,765
2% Credit on Total Contribution, if pay in full by 1/1/2018:	(\$1,984)
Total Estimated Coverage Cost due PERMA, if pay in full by 1/1/2018:	\$111,781

Please note that the promulgated Experience Modification Factor for the Town of Woodbury is 0.86.

PERMA Pay Plan

Pay Plan Description
Annual Billing

<i>Description</i>	<i>Due at Inception</i>
Contribution	\$99,217
New York State Assessment	\$14,548
Total	\$113,765

<i>Invoice Schedule</i>	<i>Amount</i>
Post Date	
12/1/2017 Annual Installment	\$113,765
Total	113765.0652590

Desiree Potvin

From: READER, AARON <AREADER@wrightinsurance.com>
Sent: Thursday, November 30, 2017 2:35 PM
To: Eileen Sutherland
Cc: Desiree Potvin; Town Supervisor
Subject: RE: 2018 WC
Attachments: Town of Woodbury.pdf

Eileen,

Good afternoon.

Thank you for taking my call. We appreciate your longstanding commitment to the Comp Alliance, and we want you to know we are committed to you as well. We hope to continue with you as a member for the future.

As we discussed, there are two tail claims that remain open as well. We charge a reduced fee on those, as you are a member in the Alliance. We can discuss further what the cost would be if you left the Alliance. It is a small item as there are only 2 claims, but I wanted to make sure we discussed, so there were no surprises.

This year, your experience mod dropped from a 1.13 to a .88, as a bad year for claims dropped out of the calculation... this had a larger than anticipated impact on your contribution...combined with a rate reduction from underwriting, I hope you are pleased with the attached renewal. The renewal contribution for this year is \$96,411 and the assessment is estimated at an additional \$14,268.

The full renewal packet will be mailed today, and I would be happy to present our option to your board if that is requested. If you decide to remain with the Alliance, please remember to let us know as soon as possible, as we would like to avoid sending a cancellation to the WCB (it can be rescinded, but it makes it a little messier).

Thank you again, and we look forward to hearing from you.



Aaron Reader
Director of Marketing
Comp Alliance
www.compalliance.org

Wright Public Entity
Tel/Mobile: 315-725-8077
www.wrightinsurance.com

Please remember that insurance coverage cannot be bound, amended or canceled by leaving an electronic or voice mail message. Thank you.

CONFIDENTIALITY NOTICE



Premium by Job Allocation

Town of Woodbury
 January 2018 Ratebook

Class Code	Description	Annual Payroll	Annual Premium
7720	Police Officers & Drivers	\$2,310,659	\$51,206.85
8810	Clerical Office Employees	\$1,407,086	\$1,781.86
8831	Hospitals - Veterinary	\$95,000	\$1,270.71
8838	Public Library or Museum	\$372,727	\$1,799.51
9026	Building Operation - Commercial	\$47,450	\$1,994.17
9063	YMCA - All Employees & Clerical	\$109,357	\$1,194.43
9102	Parks noc - All Employees & Drivers	\$667,550	\$24,937.92
9410	Municipal Township noc	\$176,332	\$12,225.56
			\$96,411.00
	Additional Exposures if Applicable		
	Volunteer Fire Fighters Exposure		\$0
	Volunteer Ambulance Exposure		\$0
	Total Funding Contribution		\$96,411
	This Does Not include the NYS Assessment. You will be invoiced Separately for the estimated assessment:	\$14,268	

Desiree Potvin

From: Bob Stubbs <bstubbs@marshallsterling.com>
Sent: Thursday, November 30, 2017 11:16 AM
To: Eileen Sutherland
Cc: Desiree Potvin
Subject: Workers Compensation
Attachments: Town of Woodbury WC quote 7.1.18 497.pdf; Town of Woodbury WC quote 1.1.18-7.1.18 497.pdf

Eileen,

Attached are the New York State Insurance Fund (NYSIF) safety group quotations. The safety group has a common anniversary date of 7/1, so I've included one quote for the period 1/1/18 – 7/1/18 and another for the period 7/1/18 – 7/1/19.

On page 5 of the quotes, you will notice there is no experience rating credit listed. That's because standard insurance carriers like the NYSIF are not allowed to use an experience credit or debit calculated by a self-insured group (i.e. Comp Alliance and PERMA). It'll be 2-3 years before a new experience mod can be promulgated for use by the NYSIF.

The NYSIF safety group has no means of servicing your two open tail claims though and for that reason alone it is not currently a viable market for Town of Woodbury. Circumstances could change once the tail claims are fully resolved and closed.

I wanted you to have this information purely for comparison purposes. PERMA is certainly the way to go at this point.

Thanks,

Bob Stubbs
Consultant
Marshall & Sterling Inc.
103 Executive Dr., Suite 101
New Windsor, NY 12553
Cell 845-642-2458

Notice of Confidentiality – Marshall & Sterling: If you have received this transmittal in error, please notify us and delete the original without reproducing it in any fashion as it may contain private or privileged information.



Group Manager - *Glatfelter Brokerage Services*

Workers' Compensation Insurance Proposal for:

Town of Woodbury

Policy Period: 1/1/2018 - 7/1/2018

Estimated Annual SIF Premium:	\$ 65,478
<i>Includes Statutory NYS Assessment and Terrorism Charges</i>	

Group Manager's Fee:	\$ 7,531
<i>The Group Manager's Fee is billed separately after policy issuance and is subject to adjustment at audit and by endorsements.</i>	

Total Upfront Cost:	\$ 73,009
----------------------------	------------------

Projected Dividend:	\$ (14,128)
<i>Based on Group's 10 yr average of 25%. Dividends are typically paid 8-9 months after the end of the policy term. By law, dividends cannot be guaranteed.</i>	

Total Projected Net Cost:	\$ 58,881
----------------------------------	------------------

Proposal Prepared for:

Bob Stubbs
Marshall & Sterling
103 Executive Dr, Suite 101
New Windsor, NY 12553

New York State Public Entities Safety Group 497 was originally formed July 1, 1981 by a group of municipal officials to obtain reductions in the human and financial costs of worker injuries. The Group is underwritten by the New York State Insurance Fund and is managed by Glatfelter Brokerage Services. The Safety Group 497 Workers' Compensation program is available to cities, towns, villages, counties, volunteer fire districts, libraries, water & sewer authorities and other political sub-divisions.

Glatfelter Brokerage Services - 56 Clifton Country Rd | Suite 205 | Clifton Park, NY 12065
Office: (800) 833-8822 x6983 Fax: (717) 747-7014 E-Mail: JFleury@glatfelters.com

NYSgroup497.com

11/3/2017

NYS Public Entities Safety Group 497 Workers' Compensation Proposal for
Town of Woodbury Effective: 1/1/2018

PROPOSAL NOTES

For the purpose of this quotation, we used the payroll and class code data that was provided.

The common anniversary date of Safety Group 497 is 7/1. Any policy initially written on a date other than 7/1 will be written short term, then renewed annually on the following 7/1 date.

A deposit check is NOT required in order to place coverage.

NYSIF Payment Plans - NYSIF offers 3 options for payment plans: (1) Payment In Full (2) 25% Down + 9 equal monthly payments (3) 12 equal monthly payments. A \$10 policy service charge will be applied to each installment billing.

ALL ORIGINAL APPLICATIONS AND RELATED DOCUMENTS MUST BE FULLY COMPLETED, SIGNED AND RECIVED BY OUR OFFICE A MINIMUM 2 BUSINESS DAYS PRIOR TO THE REQUESTED POLICY EFFECTIVE DATE. THE STATE FUND DOES NOT ISSUE BINDERS AND DOES NOT BACKDATE COVERAGE.

Please keep in mind all policies issued are subject to audit.

ERM-6
NOT APPLICABLE

MUNICIPAL OFFICERS - U 435

Officers of a municipal corporation such as Mayor, Supervisor, Board Member, Treasurer, Clerk, Justice and Assessor are NOT covered under the law. However, a municipal corporation may elect to bring some or all of the excluded officers under coverage of the WCL by filing a U-435 Form (attached). The premium for municipal officers, who are remunerated, no matter how nominal, shall be based on their total remuneration, subject to the minimum (\$35,100) and maximum (\$106,600) payroll limitations which apply to executive officers serving with pay; but shall be classified using the appropriate classification for each position.

The attached U-435 Form may also be used to cover non-paid elected and/or appointed officials. The premium for these individuals shall be based on a "payroll" of \$100 per year per official.

POLICE / PAID FIREFIGHTER COVERAGE

Police Officers and paid Firefighters are excluded from coverage under the WCL. Should the Municipality or Fire District wish to provide coverage for class code 7720 or 7710 under the proposed Workers' Compensation policy, a resolution signed by the Municipal Board, or a letter signed by an appropriate Municipal Official so stating to this fact, must be received with the original application.

STATE FUND GROUP 90 TRANSFER

NOT APPLICABLE

COMMISSION TO YOUR AGENCY - Commissions are calculated as 50% of the Group Manager's Fee for new business, then 25% of the GMF for renewals. Commissions are paid once the GMF is paid in full. Commissions are not subject to audit and/or endorsement adjustment.

New York State Public Entities Safety Group 497

Glatfelter Brokerage Services - Group Manager

56 Clifton Country Rd, Suite 205 ■ Clifton Park, NY 12065

(800) 833-8822 ■ Fax (717) 747-7014 ■ NYSgroup497.com

A Proven Workers' Compensation Dividend History

<u>Year</u>	<u>Dividend</u>
1988-1989	42½ %
1989-1990	35%
1990-1991	25%
1991-1992	27½ %
1992-1993	30%
1993-1994	32½ %
1994-1995	35%
1995-1996	40%
1996-1997	27½ %
1997-1998	35%
1998-1999	27½ %
1999-2000	30%
2000-2001	25%
2001-2002	22½ %
2002-2003	22½ %
2003-2004	30%
2004-2005	30%
2005-2006	30%
2006-2007	25%
2007-2008	30%
2008-2009	25%
2009-2010	30%
2010-2011	25%
2011-2012	20%
2012-2013	20%
2013-2014	22½ %
2014-2015	25%
2015-2016	30%



About

Glatfelter Brokerage Services is located in Clifton Park, NY and is a division of Glatfelter Insurance Group. Glatfelter Insurance Group is one of the largest privately owned insurance brokers in the United States. We have over 500 associates and 4,500 independent brokers serving over 25,000 clients. Glatfelter Brokerage Services specialized in New York Workers' Compensation insurance and currently manages over 550 WC policies comprised primarily of schools and public entities.

Services Provided by Glatfelter Brokerage Services:

- Dedicated staff to handle Workers' Compensation Claims, Underwriting, Safety and Audit support
- Electronic access to policy information to easily assist customers with policy management
- Customer resource and advocate for the New York Workers' Compensation system
- Workers' Compensation Claim filing, analysis and review
- Experience Modification Factor analysis, review and forecasting
- Provide Certificates of Insurance and Loss Runs
- Policy analysis and review to ensure exposures and premiums are accurate
- Safety and Risk Control Resources
 - Library of online materials and videos geared specific to Public Entity safety
 - Availability of on-site Safety assistance by a GBS Associate
 - Newsletters geared specifically to NY Public Entities www.NYSGroup497.com

Contacts

John R. Fleury, CIC, CWCP

Safety Group Manager
(800) 833-8822 x6983
jfleury@glatfelters.com

Jennifer K. Ossenfort, ACSR, AIC

Safety Group Claims & Audit Specialist
(800) 833-8822 x6981
jossenfort@glatfelters.com

Dana E. Dever

Safety Group Marketing & Communications Coordinator
(800) 833-8822 x6982
ddever@glatfelters.com

William L. Raab, CPCU, ARM

Director of Risk Control
(800) 233-1957
wraab@glatfelters.com

NEW YORK STATE PUBLIC ENTITIES SAFETY GROUP 497 WORKERS' COMPENSATION PREMIUM WORKSHEET

Underwritten by New York State Insurance Fund

Annualized Quote: 1/1/2018 - 7/1/2018

1. SIF Manual Rate Premium:		75,182
2. Experience Rating Credit / Debit:	0% of item 1	0
3. SIF Standard Premium:	100% of item 1	75,182
4. Expense Constant:		125
5. SIF Base Premium:		75,307
6. Terrorism Premium:	\$ 0.060 per \$100 of Payroll	1,639
7. Natural Disaster & Catastrophe Prem:	\$ 0.010 per \$100 of Payroll	273
8. Total Terrorism Premium (Terrorism + Disaster):		1,913
9. SIF Base Premium + Total Terrorism Premium:		77,220
10. State Fund Discount:	25% of item 3	(18,796)
11. Estimated Annual SIF Premium + Total Terrorism Premium:		58,424
12. Assessment Charge:	12.1% of item 11 less item 4	7,054
13. Estimated Annual SIF Premium + Total Terrorism & Assessment:		65,478
14. Group Manager's Fee:	10% of item 5	7,531
15. Dividend: **	25.0% of item 11 less item 8	(14,128)
16. TOTAL ESTIMATED COST:		58,881

<u>CODE</u>	<u>Payrolls</u>	<u>SIF Rates</u> Eff. 10/1/2017	<u>Manual</u> <u>Premium</u>	
	Please see attached			PUBLIC ENTITY: <u>Town of Woodbury</u>
				ADDRESS: <u>511 Route 32, PO Box 1004</u>
				CITY: <u>Highland Mills, NY 10930</u>
Policy Issuance Subject to Section 93B of WC Law.				REQUESTED BY: <u>Bob Stubbs</u>
Quotation Effective Until: 1/2/2018				AGENCY: <u>Marshall & Sterling</u>
				ADDRESS: <u>103 Executive Dr, Suite 101</u> <u>New Windsor, NY 12553</u>
				TELEPHONE: <u>(845) 567-1000</u>
Premium and Group Manager's Fee Subject to Audit Adjustment				FAX: _____
** DIVIDENDS ARE NOT GUARANTEED				DATE: <u>November 3, 2017</u>

Glatfelter Brokerage Services - Group Manager

Town of Woodbury

<u>Code</u>	<u>Payrolls</u>	<u>SIF Rates</u> <u>Eff: 10/1/2017</u>	<u>Estimated</u> <u>Premium</u>
7720	2,475,047	3.14	77,716
9410	173,895	10.80	18,781
8838	362,446	0.75	2,718
9063	115,000	1.70	1,955
8810	1,487,161	0.20	2,974
9026	52,650	6.54	3,443
8831	99,160	2.08	2,063
9102	699,550	5.82	40,714

* Construction Employment Territories Differential 0.0%

Total Manual Premium \$ 150,364



Group Manager - *Glatfelter Brokerage Services*

Workers' Compensation Insurance Proposal for:

Town of Woodbury

Policy Period: 7/1/2018 - 7/1/2019

Estimated Annual SIF Premium:	\$ 130,957
<i>Includes Statutory NYS Assessment and Terrorism Charges</i>	

Group Manager's Fee:	\$ 15,061
<i>The Group Manager's Fee is billed separately after policy issuance and is subject to adjustment at audit and by endorsements.</i>	

Total Upfront Cost:	\$ 146,018
----------------------------	-------------------

Projected Dividend:	\$ (28,256)
<i>Based on Group's 10 yr average of 25%. Dividends are typically paid 8-9 months after the end of the policy term. By law, dividends cannot be guaranteed.</i>	

Total Projected Net Cost:	\$ 117,762
----------------------------------	-------------------

Proposal Prepared for:

Bob Stubbs
Marshall & Sterling
103 Executive Dr, Suite 101
New Windsor, NY 12553

New York State Public Entities Safety Group 497 was originally formed July 1, 1981 by a group of municipal officials to obtain reductions in the human and financial costs of worker injuries. The Group is underwritten by the New York State Insurance Fund and is managed by Glatfelter Brokerage Services. The Safety Group 497 Workers' Compensation program is available to cities, towns, villages, counties, volunteer fire districts, libraries, water & sewer authorities and other political sub-divisions.

Glatfelter Brokerage Services - 56 Clifton Country Rd | Suite 205 | Clifton Park, NY 12065
Office: (800) 833-8822 x6983 Fax: (717) 747-7014 E-Mail: JFleury@glatfelters.com

NYSgroup497.com

11/1/2017

NYS Public Entities Safety Group 497 Workers' Compensation Proposal for

Town of Woodbury

Effective: 7/1/2018

PROPOSAL NOTES

For the purpose of this quotation, we used the payroll and class code data that was provided.

The common anniversary date of Safety Group 497 is 7/1. Any policy initially written on a date other than 7/1 will be written short term, then renewed annually on the following 7/1 date.

A deposit check is NOT required in order to place coverage.

NYSIF Payment Plans - NYSIF offers 3 options for payment plans: **(1)** Payment In Full **(2)** 25% Down + 9 equal monthly payments **(3)** 12 equal monthly payments. A \$10 policy service charge will be applied to each installment billing.

ALL ORIGINAL APPLICATIONS AND RELATED DOCUMENTS MUST BE FULLY COMPLETED, SIGNED AND RECIVED BY OUR OFFICE A MINIMUM 2 BUSINESS DAYS PRIOR TO THE REQUESTED POLICY EFFECTIVE DATE. THE STATE FUND DOES NOT ISSUE BINDERS AND DOES NOT BACKDATE COVERAGE.

Please keep in mind all policies issued are subject to audit.

ERM-6

NOT APPLICABLE

MUNICIPAL OFFICERS - U 435

Officers of a municipal corporation such as Mayor, Supervisor, Board Member, Treasurer, Clerk, Justice and Assessor are NOT covered under the law. However, a municipal corporation may elect to bring some or all of the excluded officers under coverage of the WCL by filing a U-435 Form (attached). The premium for municipal officers, who are remunerated, no matter how nominal, shall be based on their total remuneration, subject to the minimum (\$35,100) and maximum (\$106,600) payroll limitations which apply to executive officers serving with pay; but shall be classified using the appropriate classification for each position.

The attached U-435 Form may also be used to cover non-paid elected and/or appointed officials. The premium for these individuals shall be based on a "payroll" of \$100 per year per official.

POLICE / PAID FIREFIGHTER COVERAGE

Police Officers and paid Firefighters are excluded from coverage under the WCL. Should the Municipality or Fire District wish to provide coverage for class code 7720 or 7710 under the proposed Workers' Compensation policy, a resolution signed by the Municipal Board, or a letter signed by an appropriate Municipal Official so stating to this fact, must be received with the original application.

STATE FUND GROUP 90 TRANSFER

NOT APPLICABLE

COMMISSION TO YOUR AGENCY - Commissions are calculated as 50% of the Group Manager's Fee for new business, then 25% of the GMF for renewals. Commissions are paid once the GMF is paid in full. Commissions are not subject to audit and/or endorsement adjustment.

New York State Public Entities Safety Group 497

Glatfelter Brokerage Services - Group Manager

56 Clifton Country Rd, Suite 205 ▪ Clifton Park, NY 12065

(800) 833-8822 ▪ Fax (717) 747-7014 ▪ NYSgroup497.com

A Proven Workers' Compensation Dividend History

<u>Year</u>	<u>Dividend</u>
1988-1989	42½ %
1989-1990	35%
1990-1991	25%
1991-1992	27½ %
1992-1993	30%
1993-1994	32½ %
1994-1995	35%
1995-1996	40%
1996-1997	27½ %
1997-1998	35%
1998-1999	27½ %
1999-2000	30%
2000-2001	25%
2001-2002	22½ %
2002-2003	22½ %
2003-2004	30%
2004-2005	30%
2005-2006	30%
2006-2007	25%
2007-2008	30%
2008-2009	25%
2009-2010	30%
2010-2011	25%
2011-2012	20%
2012-2013	20%
2013-2014	22½ %
2014-2015	25%
2015-2016	30%



About

Glatfelter Brokerage Services is located in Clifton Park, NY and is a division of Glatfelter Insurance Group. Glatfelter Insurance Group is one of the largest privately owned insurance brokers in the United States. We have over 500 associates and 4,500 independent brokers serving over 25,000 clients. Glatfelter Brokerage Services specialized in New York Workers' Compensation insurance and currently manages over 550 WC policies comprised primarily of schools and public entities.

Services Provided by Glatfelter Brokerage Services:

- Dedicated staff to handle Workers' Compensation Claims, Underwriting, Safety and Audit support
- Electronic access to policy information to easily assist customers with policy management
- Customer resource and advocate for the New York Workers' Compensation system
- Workers' Compensation Claim filing, analysis and review
- Experience Modification Factor analysis, review and forecasting
- Provide Certificates of Insurance and Loss Runs
- Policy analysis and review to ensure exposures and premiums are accurate
- Safety and Risk Control Resources
 - Library of online materials and videos geared specific to Public Entity safety
 - Availability of on-site Safety assistance by a GBS Associate
 - Newsletters geared specifically to NY Public Entities www.NYSGroup497.com

Contacts

John R. Fleury, CIC, CWCP

Safety Group Manager
(800) 833-8822 x6983
jfleury@glatfelters.com

Jennifer K. Ossenfort, ACSR, AIC

Safety Group Claims & Audit Specialist
(800) 833-8822 x6981
jossenfort@glatfelters.com

Dana E. Dever

Safety Group Marketing & Communications Coordinator
(800) 833-8822 x6982
ddever@glatfelters.com

William L. Raab, CPCU, ARM

Director of Risk Control
(800) 233-1957
wraab@glatfelters.com

NEW YORK STATE PUBLIC ENTITIES SAFETY GROUP 497 WORKERS' COMPENSATION PREMIUM WORKSHEET

Underwritten by New York State Insurance Fund

Annualized Quote: 7/1/2018 - 7/1/2019

1. SIF Manual Rate Premium:		150,364
2. Experience Rating Credit / Debit:	0% of item 1	0
3. SIF Standard Premium:	100% of item 1	150,364
4. Expense Constant:		250
5. SIF Base Premium:		150,614
6. Terrorism Premium:	\$ 0.060 per \$100 of Payroll	3,279
7. Natural Disaster & Catastrophe Prem:	\$ 0.010 per \$100 of Payroll	546
8. Total Terrorism Premium (Terrorism + Disaster):		3,825
9. SIF Base Premium + Total Terrorism Premium:		154,439
10. State Fund Discount:	25% of item 3	(37,591)
11. Estimated Annual SIF Premium + Total Terrorism Premium:		116,848
12. Assessment Charge:	12.1% of item 11 less item 4	14,108
13. Estimated Annual SIF Premium + Total Terrorism & Assessment:		130,957
14. Group Manager's Fee:	10% of item 5	15,061
15. Dividend: **	25.0% of item 11 less item 8	(28,256)
16. TOTAL ESTIMATED COST:		117,762

<u>CODE</u>	<u>Payrolls</u>	<u>SIF Rates</u> Eff. 10/1/2017	<u>Manual</u> <u>Premium</u>
-------------	-----------------	------------------------------------	---------------------------------

Please see attached

Policy Issuance Subject to Section 93B of WC Law.

Quotation Effective Until: 12/31/2017

Premium and Group Manager's Fee Subject to Audit Adjustment

**** DIVIDENDS ARE NOT GUARANTEED**

PUBLIC ENTITY:	Town of Woodbury
ADDRESS:	511 Route 32, PO Box 1004
CITY:	Highland Mills, NY 10930
REQUESTED BY:	Bob Stubbs
AGENCY:	Marshall & Sterling
ADDRESS:	103 Executive Dr, Suite 101
	New Windsor, NY 12553
TELEPHONE:	(845) 567-1000
FAX:	
DATE:	November 1, 2017

Glatfelter Brokerage Services - Group Manager

Town of Woodbury

<u>Code</u>	<u>Payrolls</u>	<u>SIF Rates Eff: 10/1/2017</u>	<u>Estimated Premium</u>
7720	2,475,047	3.14	77,716
9410	173,895	10.80	18,781
8838	362,446	0.75	2,718
9063	115,000	1.70	1,955
8810	1,487,161	0.20	2,974
9026	52,650	6.54	3,443
8831	99,160	2.08	2,063
9102	699,550	5.82	40,714

* Construction Employment Territories Differential 0.0%

Total Manual Premium \$ 150,364