



Public Employer Risk Management Association, Inc.

9 Cornell Road, Latham, NY 12110

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Managed by Northeast Association Management, Inc.

Multiple Year Contract Option

Workers Compensation and Employers Liability Pricing Indication

Quote Date: November 19th, 2019

Quotation For:

Broker of Record:

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

In addition to the standard, single year offer previously provided, we are pleased to offer the following two-year contract option for the Town of Woodbury:

2 Year Contract Option

Annual Contribution 1/1/2020-1/1/2021:	\$ 78,781
NYS Workers' Compensation Assessment:	\$ <u>12,663</u>
Total Estimated Contribution & Assessment:	\$ 91,444
Total Estimated Contribution, if pay in full	\$ 89,869

Contribution 1/1/2021 - 1/1/2022

Year Two Cost- excluding NYS Workers' Compensation Assessment (see terms and conditions):

- **\$72,478** (If the Loss Ratio in year one is under 10%)
- **\$75,630** (If the Loss Ratio in year one is between 10%-20%)
- **\$76,811** (If the Loss Ratio in year one is between 20%-30%)
- **\$78,781** (If the Loss Ratio in year one is between 30%-40%)
- **\$82,720** (If the Loss Ratio in year one is between 40%-50%)
- **\$88,628** (If the Loss Ratio in year one is greater than 50%)

We would estimate the NYS Workers' Compensation Assessment of **\$12,917 for budgeting purposes for the 1/1/2021-1/1/2022 Year-see Terms and Conditions below. Actual rates for next years' assessment will not be known until 10/1/2020**

Terms and Conditions

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| <ul style="list-style-type: none"> • If the Member seeks to terminate the agreement prior to 1/1/2022 a short-rate penalty will apply to a total contribution of \$167,409. • A payroll audit will be performed, however, this is only to verify that the exposure estimates are accurate for coding and excess insurance purposes – A change in contribution will NOT be processed. • The contribution for Year Two of the contract will depend on the resulting loss experience from 1/1/2020–11/30/2020. For purposes of this calculation, Loss Ratio is defined as incurred losses divided by earned contribution as of 11/30/2020. • In addition to the Year Two contribution indicated above, the member is responsible for the applicable NYS Workers Compensation Board (WCB) Assessments. PERMA is required to collect this on behalf of the WCB and pass through the monies to the WCB when invoiced. WCB additionally may audit the related payrolls quarterly and adjust the billing as needed. |
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This is a quotation only and is not a binder or a guarantee of coverage.

Jordon Ostrander

11/19/2019