

## Frequently Asked Questions

# SAIF Premium Volume Discount Program and AGC

### **Q: What is changing and why?**

**A:** The SAIF AGC plan is changing from a group retrospectively rated plan to a group guaranteed cost product plan with an OGSERP (Oregon Group Supplemental Experience Rating Program) discount and a special premium volume AGC group discount.

The group retro has outlived its lifespan as pure rates for construction have declined by 80.14% over the past 30 years

The new premium volume discount is a better option as it's a guaranteed discount, which provides stability and makes it easier to determine total cost year over year.

### **Q: I already benefit from workers' comp – why does my company have to change?**

**A:** They don't have to change carriers or plans, but they'll have a different policy plan type from SAIF than they have had in the past.

### **Q: When does it go into effect?**

**A:** If you are with SAIF in this program, your current workers' comp policy is effective October 1, 2023, and expires September 30, 2024. The new plan begins on October 1, 2024.

### **Q: What does the transition look like? How will I know what's different? What do I/my company need to do and when?**

**A:** The current plan continues until September 30 and then it will no longer be available. The new plan begins on October 1, 2024.

The discount is predictable, sustainable, and stable and applies as you pay your premiums.

### **Q: Who do I need to contact?**

**A:** Your agent will be able to answer all your questions but feel free to contact SAIF's director of marketing and groups, Lyn Zielinski-Mills at [lynzie@saif.com](mailto:lynzie@saif.com).

### **Q: Am I getting a retro return this year?**

**A:** The AGC retro evaluation for the 2022-2023 plan year will occur on July 1, 2024, and results will be shared the last week of July. Early indicators regarding a retro return are not very positive at this time. The AGC retro evaluation for the current 2023-2024 plan year will occur on July 1, 2025, and results will be shared the last week of July 2025.

### **Q: Will I still get the SAIF dividend?**

**A:** Dividends cannot be guaranteed, but if SAIF's board of directors declares a dividend and you were a SAIF policyholder within the time frame noted on the declaration, you would be eligible for a dividend.

### **Q: Does the upfront discount still happen?**

**A:** Yes, the OGSERP discount, earned each year by the group members based on their safety record (claims/costs), will continue to apply to those who qualify to be in the OGSERP group (previously the group retro). The discount will be applied, along with the premium volume discount, as premiums are paid.



**Q: Will the savings associated with the new plan exceed my AGC dues?**

Current premium volume discount	
\$0 - \$5,000	0.0%
\$5,001 - \$15,000	10.5%
15,000.01 - \$50,000	16.5%
\$50,000.01 and over	18.0%

AGC premium volume discount	
\$0 - \$5,000	1.0%
\$5,001 - \$15,000	12.5%
15,000.01 - \$50,000	18.5%
\$50,000.01 and over	19.0%

**Q: Will all of my money be returned from non-disabling claims reimbursement (NDR)?**

**A:** The NDRs for the 2022-2023 plan year will be returned in July 2024, and those paid for the 2023-2024 plan year will be returned in July 2025. Under the new product, NDRs will not be returned in future years, but continuing to pay them may positively affect your individual experience rating modifier and the group discount.

**Q: How will my agent be informed about this new program?**

**A:** SAIF notified agents on April 4, 2024, and they will have the opportunity to learn more in a June 25, 2024 training.

**Q: Where can I go to find out if this is a good deal for me?**

**A:** Your agent can help determine if the plan is right for you. However, we believe this is still the premier construction industry product in the market and provides additional stability and consistency.

**Q: How do I determine if we're eligible for either the group discount plan (which includes the up-front OGSERP discount and the AGC premium volume discount) or the group services plan (which also includes the AGC premium volume discount)?**

**A:** The eligibility criteria for the group discount plan are not changing and are available at this link: <https://www.saif.com/agent/rate-information/groups-information/associated-general-contractors-agc.html>

The business must have construction principal class.

If you currently participate in the group retro and meet the underwriting eligibility criteria, you'll get an OGSERP quote with the AGC premium volume discount.

If you're in AGC group services (have a SAIF policy but are not participating in the AGC/SAIF OGSERP group because you don't meet the underwriting criteria but still have construction principal class), you will also receive the AGC premium volume discount.

**Q: Is there any pre-work companies can do to prepare?**

**A:** No prep work is needed. If you currently participate in the AGC/SAIF group plans and continue to meet the group eligibility criteria, you will get a renewal quote for the new plan.

**Q: If I'm eligible, how do I sign up?**

**A:** Your agent will present you with a renewal quote, and you would sign the notice of election form indicating your wish to participate.

