

# About The R.O.I.I. Program

## How R.O.I.I. Works

The process begins when a company submits their application and enrollment fee. After approval by BIAW and L&I, they become an R.O.I.I. member for the upcoming plan year, beginning July 1 and ending June 30 of the following year.

During the plan year, member companies continue to remit their quarterly premiums directly to the Washington State Department of Labor and Industries. Participation in the R.O.I.I. program neither reduces nor increases a member's industrial insurance rates.

One year following the end of the plan year, L&I calculates the first of three refund adjustments. A second adjustment is calculated one year later, and a third and final adjustment one year after that.

If group premiums exceed losses for the plan year, a refund is distributed to the participants. If losses exceed premiums, members may be assessed additional premiums of up to 40% of their premium for the plan year.

## In Terms of Real Dollars

*Employers in Washington State pay industrial insurance premiums of about \$2 per hour per construction site worker.*

*With an average employee work year of 2,080 hours, that totals \$4,160 per employee.*

*That means, with R.O.I.I.'s average return rate of 25%, participation in our program can save companies an average of \$1,040 per employee annually.*

### **Our Members Average 25% on their L&I Premium Rebates**

PREMIUM	REBATE
\$40,000	\$10,000
36,000	9,000
32,000	8,000
28,000	7,000
24,000	6,000
20,000	5,000
16,000	4,000
12,000	3,000
8,000	2,000
4,000	1,000

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## Acceptance Criteria\*

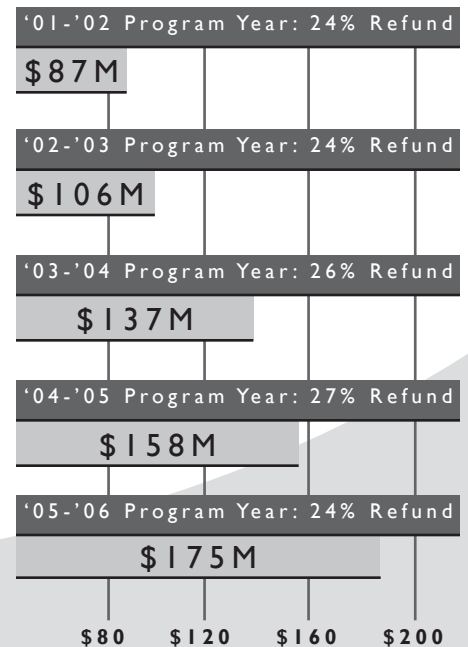
Strict criteria for admission to the program is greatly responsible for BIAW's 25% average refund rate. Members are required to:

- Be a current member of a local building industry association that is affiliated with BIAW.
- Have a positive loss ratio with L&I (premiums have exceeded losses).
- Have a minimum of one full year of history (July through June) reporting industrial insurance hours to L&I.
- Report a majority of hours under at least one of the risk classifications approved for our group. "Primarily construction related" criteria is also considered. (Premiums paid by members during the plan year under all risk classifications are considered for refunds). A Risk Classifications list is attached.
- Have an active industrial insurance account with L&I.
- Be current in all amounts owed to L&I. If under a payment agreement, all payments must be current.
- Must separately enroll all sub-accounts that are substantially the same nature of business. Failure to do so will result in denial by L&I for all related accounts.

\*Acceptance criteria are subject to change

## BIAW's Return On Industrial Insurance Premiums and Refunds

The R.O.I.I. Program's refund rate has averaged 25% over the last 25 years.



GROUP PREMIUMS IN MILLIONS OF DOLLARS

# Accepted Risk Classifications

<p>0101 Excavation &amp; Grading N.O.C.</p> <p>0103 Drilling &amp; Geophysical Exploration N.O.C.</p> <p>0104 Dredging N.O.C.</p> <p>0105 Fence Erection N.O.C.</p> <p>0107 Undergrd.Utility Line Const. &amp; Pipelaying N.O.C.</p> <p>0108 Sewer &amp; Septic System Constructifon</p> <p>0112 Sand &amp; Gravel Production including Dealers</p> <p>0201 Bridge, Bulkhead &amp; Tunnel Construction</p> <p>0202 Pile Driving with Water Hazard</p> <p>0210 Asphalt Paving - Streets &amp; Roads</p> <p>0212 Asphalt Paving N.O.C.</p> <p>0214 Concrete Work - Streets &amp; Roads</p> <p>0217 Concrete Work - Foundations &amp; Sidewalks</p> <p>0219 Guardrails, Street Signs &amp; Traffic Lights Inst.</p> <p>0301 Landscape Construction &amp; Renovation</p> <p>0302 Masonry Construction</p> <p>0303 Plastering, Stuccoing &amp; Lathing: Buildings</p> <p>0306 Plumbing</p> <p>0307 HVAC Systems - Installation, Svc. &amp; Repair</p> <p>0308 Lawn Care Maintenance</p> <p>0403 Sign Erection</p> <p>0502 Floor Covering Installation</p> <p>0504 Painting: Building &amp; Structures - Ext. Work</p> <p>0506 Building Moving/Wrecking</p> <p>0507 Roof Work - Construction &amp; Repair</p>	<p>0508 Struct. Steel Erec. - Towers, Tanks &amp; Cranes</p> <p>0509 Overhead Power &amp; Transmission Line Const.</p> <p>0510 Wood Frame Building Construction</p> <p>0511 Glass Installation: Buildings</p> <p>0512 Insulation Inst. &amp; Asbestos Abatement Work</p> <p>0513 Interior Finish Carpentry</p> <p>0514 Garage Door Installation</p> <p>0516 Carpentry N.O.C.</p> <p>0517 Factory Built Home Set-up by Cont./Mfg.</p> <p>0518 Non Wood Frame Building Construction</p> <p>0519 Sheet Metal Siding, Gutter &amp; Downspout Inst.</p> <p>0521 Painting: Buildings - Interior Work</p> <p>0524 Drywall Installation (Discounted)</p> <p>0526 Drywall Taping (Discounted)</p> <p>0527 Drywall Prime/Texture (Discounted)</p> <p>0528 Drywall Stocking (Discounted)</p> <p>0529 Drywall Scraping (Discounted)</p> <p>0530 Drywall Installation</p> <p>0531 Drywall Taping</p> <p>0532 Drywall Prime/Texture</p> <p>0533 Drywall Stocking</p> <p>0534 Drywall Scraping</p> <p>0540 Wallboard Installation - Discounted Rate</p> <p>0541 Wallboard Taping - Discounted Rate</p> <p>0550 Wallboard Installation - Undiscounted Rate</p>	<p>0551 Wallboard Taping - Undiscounted Rate</p> <p>0601 Electrical Wiring: Buildings &amp; Structures</p> <p>0602 Elevator Installation, Service &amp; Repair</p> <p>0603 Machinery Installation, Service &amp; Repair</p> <p>0606 Vending Machine Inst., Service &amp; Repair</p> <p>0608 Telephone &amp; Electrical Alarm System Inst.</p> <p>0701 Dam Construction</p> <p>0901 Shipbuilding or Repair N.O.C.</p> <p>1303 Tele. Co. - All Other Employees N.O.C.</p> <p>1305 TV Cable Co. - All Other Employees N.O.C.</p> <p>1507 Waterworks Operations, Repair &amp; Main't.</p> <p>1702 Underground Mines</p> <p>1703 Surface Mines</p> <p>1704 Quarries</p> <p>2009 Lumber Yards &amp; Building Material Dealers</p> <p>2907 Cabinet &amp; Countertop Manufacturing - Wood</p> <p>2908 Factory Built Housing Manufacturing</p> <p>3101 Redi-mix Concrete Dealers</p> <p>3105 Concrete Products Manufacturing</p> <p>3415 Factory Built Housing Dealers</p> <p>3506 Mobile Crane &amp; Hoisting Services</p> <p>4900 Const. Project or Site Superintendent/Mgr.</p> <p>4901 Consulting Engineers &amp; Architectural Svcs.</p> <p>4910 Property &amp; Building Management Services</p> <p>5208 Iron Works - Shop</p>
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## Sub Classifications:

<p>0607-16 TV Antenna or Satelite Dish: Inst., Removal, Svc. and/or Repair</p> <p>0607-17A Safe, Vault, Mail Boxes or Safe Deposit Boxes: Inst., Removal, Svc. and/or Repair</p> <p>0607-17B Lock Sets and/or Dead Bolt Locks: New Installation</p> <p>0607-18 Window Door Blinds, Curtains, Shades &amp; Drapes: Installation</p> <p>0607-19 Advertising or Merchandise Display: Set-up or Removal within Buildings by Non-store Employees</p>	<p>1108-03 Flat Glass Merchants - No Tempering</p> <p>1108-05 Combined Auto &amp; Flat Glass Merchants - No Tempering</p> <p>1501-09 Military Base Maintenance N.O.C.</p> <p>2903-08 Wood Door, Jamb, Window, Sash, Stair, Molding &amp; Misc. Woodwork: Mfg., Prehanging or Assembly</p> <p>2903-21 Wood Truss: Manufacturing</p> <p>2903-28 Wood Boat: Mfg., Repair or Refinish</p> <p>3402-40 Welding or Cutting N.O.C.</p> <p>4903-06 Marine Appraising</p>	<p>4903-07 Boiler Inspecting N.O.C.</p> <p>4903-08 Elevator Inspecting</p> <p>4903-10 Inspection of Buildings</p> <p>5206-79 Permanent Yard or Shop Operations; Construction or Erection Contractor</p> <p>6601-04 Security Guards at Construction Sites</p>
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# About The R.O.I.I. Program

## Enrollment

Applications are accepted from February 1st through April 30th for each plan year beginning July 1st.

Each R.O.I.I. plan year is independent, so members must reapply for participation each year.

Quarterly enrollment allows companies to participate in R.O.I.I. for the remaining quarters of a plan year already underway, and requires the same acceptance criteria as annual enrollment.

## Enrollment Fees

The annual up front enrollment fee is \$150 or 1.5% of your annual L&I premium, whichever is greater.

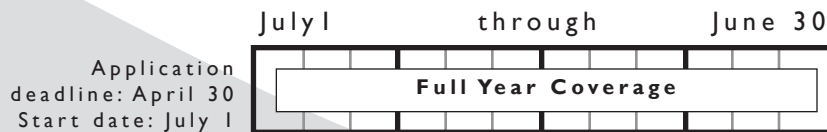
The fee is refundable if, for any reason, your application is rejected.

Quarterly enrollment fees are pro-rated, with a \$150 minimum.

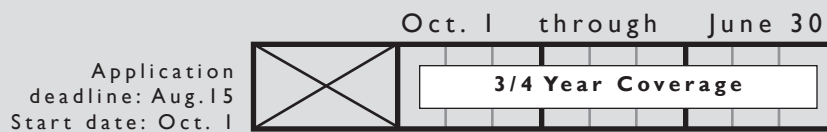
## Quarterly Enrollment Timeline

R.O.I.I. Plan Year Divided in Quarters

### R.O.I.I. Plan Year



### Three-Quarter Year Coverage



### Half-Year Coverage

