



PTHA General Membership Meeting



Topic

Group purchasing program for Workers Compensation, General Liability and Auto

Objective

To provide the Members of the PA Thoroughbred Horsemen's Association a better choice.

- Provide multi-state workers compensation coverage for all participating PTHA members in the program
- Offer premium stability to participating members
- Ensure that the PTHA and participating members achieve control over how claims are managed
- Take advantage of safety programs already established and standardize those practices across the membership
- Could be a potential profit sharing arrangement in future years once established. This will depend upon the program structure / design and claims activity

Steps Needed to Develop a Prospective Program

1 Information Gathering

- Lockton will collect data from the PTHA Trainers. We will be reaching out to you individually to ask for your participation. All information we collect will be kept confidentially with Lockton and will not be shared.

2 Program Design/Scope of Coverage

- When Lockton has compiled enough data, we can then start to build a risk profile for the collective group. Based on our understanding of the exposures, we will design a program that aligns with the PTHA's objectives.

3 Present Program Feasibility to the PTHA

- Lockton will present the results of our analysis along with a feasibility study to the PTHA leadership. Rates and program design will be developed in coordination with the PTHA and presented to the Trainers for review.

The PTHA wants to help you reduce your operational costs. But we need your help too!

Please help the team at Lockton gather this important information. It will cost you nothing and could potentially save you thousands. A team member from Lockton will be contacting you at the number or email address you provide today. This is the information they will be requesting:

- ✔ **Workers compensation loss run data from the past five policy terms**
- ✔ **Payroll data, by class code from the past five years**
- ✔ **General liability loss run data from the past five policy terms**
- ✔ **Auto liability loss runs for the past five policy terms
(Please include number and type of vehicles)**

**We will ask you to scan, fax, email or FedEx / UPS the information to Lockton.
We will notify you immediately upon receipt of the information you have sent.**

Scan / Email

dgriffin@lockton.com

Fax

215-583-9343

Mailing Address

Lockton Companies

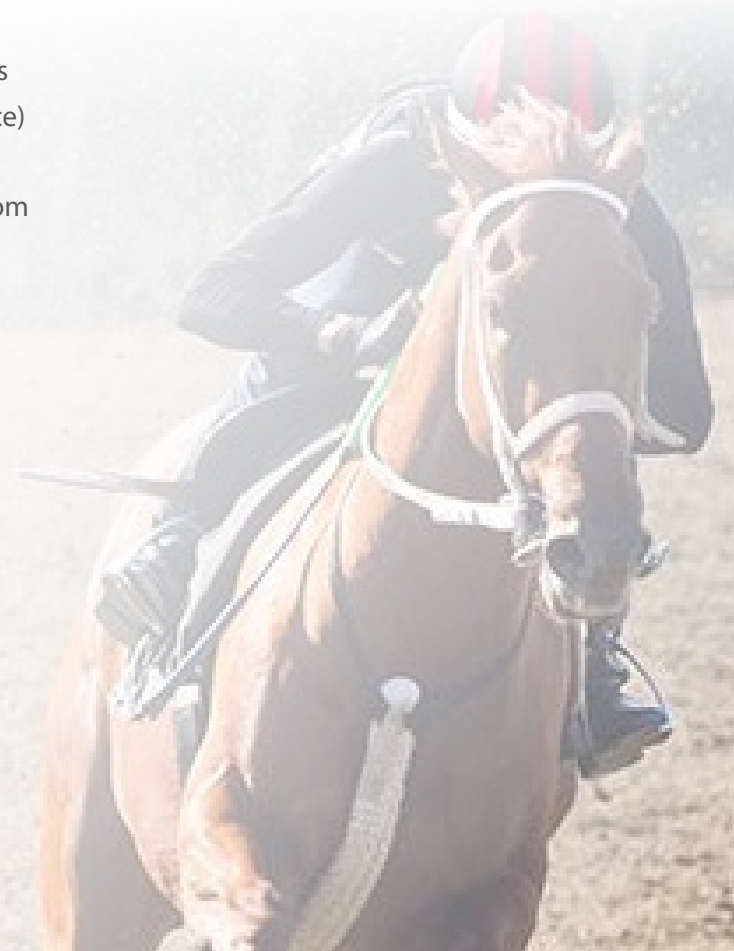
Attention: Dave Griffin
751 Arbor Way, Suite 250
Blue Bell, PA 19422

Questions?

Please contact us any time with questions about this program or the information we are gathering.

Dave Griffin

Lockton Companies
215-583-9243 (office)
215-583-9343 (fax)
dgriffin@lockton.com





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Our partners at Lockton will reach out to each Trainer individually to answer any questions and collect your information.

All information gathered by Lockton will remain confidential and used strictly to develop rates and program design options. Please provide the contact information where we can best reach you.

Trainer / Organization:

Person to contact:

Phone:

Email:

Best time to call:

