



MADSIF - MUCH MORE THAN STICKER PRICE

TRUE COST OF MADSIF's PROGRAM

USING \$75,000 Annual Premium and \$10,000 in Claims Costs

	\$ 75,000	Annual Premium - example
---	\$ 3,750	5% Discount for Adherence to Safety Program
---	\$ 21,000	Dividends - Based on 28% average
---	\$ 10,490	MIOSHA-Required Training
	\$ 37,760	Premium - Discounts Applied
	\$ 10,000	Claims Cost - example
---	\$ 2,300	Savings 23%
	\$ 7,700	Claims Cost - Discounts Applied

SAMPLE DIVIDEND RETURN PERFORMANCE - MADSIF MEMBER

MEMBER Sample #1

Year	Premium	Distributed	% Distributed
1997	\$ 102,354	\$ 15,353	15.00%
1998	\$ 95,833	\$ 28,165	29.39%
1999	\$ 112,353	\$ 33,526	29.84%
2000	\$ 136,118	\$ 35,295	25.93%
2001	\$ 160,814	\$ 64,326	40.00%
2002	\$ 137,636	\$ 56,431	41.00%
2003	\$ 117,784	\$ 30,624	26.00%
2009	\$ 98,346	\$ 20,653	21.00%
2010	\$ 106,002	\$ 46,641	44.00%
2011	\$ 96,069	\$ 21,135	22.00%
2012	\$ 111,034	\$ 29,979	27.00%
2013	\$ 97,940	\$ 42,114	43.00%
2014	\$ 98,739	\$ 22,710	23.00%
2015	\$ 91,205	\$ 32,159	35.26%
2016	\$ 108,379	\$ 22,760	21.00%
2017	\$ 52,672	\$ 10,534	20.00%
2018	\$ 81,437	\$ 23,617	29.00%
2019	\$ 92,185	\$ 19,359	21.00%
Averages	\$ 105,383	\$ 30,854	28.52%

Average
←---Return

SAMPLE SAFETY PROGRAM SAVINGS - MADSIF MEMBER

\$ 1,000	Fork Lift Training - (5 employees @ \$200 each)
\$ 1,500	Evacuation Maps per location (assuming 3 per location/\$100 each)
\$ 4,000	Fit Testing (5 Employees @ \$800 each)
\$ 590	Right To Know Training (10 Employees @ \$59 each)
\$ 2,500	Hazardous Material Ground Shipper Training - (10 Employees @ \$250 each)
\$ 900	12 warning signs for each location. \$12/sign/location
\$ 10,490	SUBTOTAL - A partial list

SAMPLE CLAIMS MANAGEMENT SAVINGS

23% Claims Savings - Dealer trustees direct claims team to keep costs to a minimum
 PPO Network Savings
 Adherence to Michigan Physician Fee Schedule
 Medical Case Management steers claimants where they need to go, sooner.
Fewer lost days with better treatment

MADSIF
 250 Monroe Avenue NW, Suite 400
 Grand Rapids, MI 49503
 +1 866.919.9578