



**Fund Year 2019  
Annual Report Meeting  
February 6, 2020**

***FutureComp***<sup>®</sup>



## ANNUAL MEETING OF THE MEMBERS

*Thursday ~ February 6, 2020 - 1:30 p.m. – 3:00 p.m.*  
*Hynes Convention Center, Room 204*  
*900 Boylston Street, Boston, MA*

### AGENDA

- **Welcome / Presidents' Address** Deb Torres, President
- Pg 3 Annual Meeting Minutes – February 7, 2019** Deb Torres
  - Vote to Approve
- Pg 7 2020 Board of Trustees** Deb Torres
  - Vote to Accept Board of Trustees
  - 2020 Board Committees
  - 2020 Board of Trustees Meeting Schedule
- Pg 11 Introduction of FutureComp Service Team** Jennifer Monkiewicz, Administrator - *FutureComp*
- Pg 13 2019 Membership Listing** Jennifer Monkiewicz
- Pg 15 2019 Claims Overview** Kathy Camire, Administrator – *FutureComp*
- Pg 18 2019 Safety Committee & Loss Control Update** Deb Williams, Loss Control Consultant – *FutureComp*
  - 2020 Claim & Loss Control Committee Members
  - 2020 Meeting Schedule
  - Introduction to New Large Loss Investigation Requirements
- **Performance Update** Jennifer Monkiewicz
- Pg 25 Guest Speaker** Satch Sanders, Boston Celtics
- **Question and Answer Session** Jennifer Monkiewicz
- Pg 27 Distribution of Dividend Checks** Jennifer Monkiewicz
- **Vote to Adjourn** Deb Torres

**MINUTES**  
**FEBRUARY 7, 2019**



**Annual Meeting**  
**Thursday, February 7, 2019**  
**Hynes Convention Center, Room 204**

The meeting began at 1:30p.m.

**Board Members Present:** Linda Lyons, Wayne Moriarty, Tom McManus, Jason Thacker, Jay Torrasi, Debra Duff-Torres, John Hoell, Dave Perry, John Mahoney

**Board Members Absent:** None

**Members Present:** See sign in sheet

**Other Attendees:** Anne Cunic, NRLA; Jennifer Monkiewicz, Maria Sullivan, Cheryl McCarthy, Jean Cunningham, Dana Emmett, Rob Bolduc, Chris Campbell, Gary Moran, and Kathy St. Laurent of FutureComp. Ellen Dorian, speaker (The Dorian Group)

**Welcome/Introductions:** Linda Lyons, SILBA SIG President, welcomed all attendees to the meeting. Linda conveyed to the group that the 2019 Fund year proved to be challenging, however, that her experience with FutureComp had been very positive.

**Approval of Minutes:** Referring to the Annual Meeting Minutes from February 18, 2018, Linda asked for a motion.

**It was moved by Wayne Moriarty and seconded by Jason Thacker to approve the 2018 Annual minutes as presented in the packet. The motion was approved unanimously by the membership.**

**2019 Board of Trustees** Referring to the listing of the Trustees and Officers for the 2019 Fund Year, Linda asked for a motion to approve.

**It was moved by Deb Torres and seconded by Jay Torrasi to approve the 2019 Board of Trustees as presented in the packet. The motion was approved unanimously by the membership.**

<b>2019 Meeting Schedule</b>	Linda referred to the 2019 meeting schedule in the packet, encouraging Members to be part of the Board of Trustees or the Committees listed. Linda introduced Jennifer Monkiewicz as the FutureComp SILBA Administrator.
<b>Service Team:</b>	Jennifer Monkiewicz introduced all of the FutureComp members of the service team noting claims, loss control, nurse case management and finance.
<b>Membership Listing:</b>	Jennifer noted the listing of Members in the packet, noting that Dartmouth Building Supply was added as a new Member to the SILBA Group as of July 1, 2018.
<b>2018 Claims Overview</b>	Jennifer Monkiewicz presented the claims overview for the 2018 Fund Year noting that the incurred costs for the 2018 Fund Year were much lower than the previous five years of performance. Additionally, that the number of claims that remained open for the Group was decreasing now that many of the older claims had been settled.
<b>2018 Loss Control Overview</b>	<p>Chris Campbell of FutureComp and John Howell, Safety Committee Chairperson presented the 2018 frequency trends noting that most of the accidents were due to slips, falls, strikes from objects and lifting. These areas have proven to be the most common type and the most costly to the SILBA Group.</p> <p>Successes were noted: 43 Members had in-person, in-depth visits including comprehensive loss analysis and prevention collaboration. Materials regarding return-to-work were created, safety workshops were held, Saw Stop Program was reintroduced and an in-depth Safety Checklist program was developed to provide SILBA Members with guidance and requirements with the common goal of claims prevention.</p>
<b>2018 Group Performance</b>	Jennifer Monkiewicz presented overall group performance for the 2018 Year. She noted that of the 216 claims received, 154 had been closed; that potential SILBA Members had been identified and are being pursued along with a print marketing plan. Jennifer also noted that there were 25 SILBA Members who had zero lost dollars in 2018.
<b>Speaker Introduction:</b>	Jennifer Introduced Ellen Dorian as the Guest Speaker. She noted that Ellen was a Leadership Strategist and Head Coach with over 20 years of experience in developing successful business and marketing strategies.

**Dividends:**

Jennifer Monkiewicz announced that the dividends that would be distributed today was \$454,017. She noted that those Members who were unable to attend would be mailed their dividend checks.

**Adjournment:**

***There being no other business, a motion was made by Debra Duff-Torres to adjourn the meeting. The motion was seconded by Jason Thacker and the meeting was adjourned at 2:30 pm.***

Respectfully Submitted,  
Jennifer Monkiewicz  
Administrator

**BOARD OF TRUSTEES**



## **2020 OFFICERS & BOARD of TRUSTEE MEMBERS**

### **OFFICERS**

#### **PRESIDENT**

**Debra D. Torres**                      **Board Term 12/31/20**  
 North Atlantic Corporation  
 1255 Grand Army Highway, SomersetMA02726  
 Tel: (508) 679-6479/ Fax: 508-235-4286  
 Email: dtorres@northatlanticcorp.com

#### **TREASURER**

**Jay Torrisi**                              **Board Term 12/31/22**  
 Jackson Lumber & Millwork Company  
 215 Market Street, Lawrence, MA 01842  
 Tel: (978) 689-1068 / Fax: (978) 423-7061  
 Email: jtorrisi@jacksonlumber.com

#### **CLERK**

**David Perry**                              **Board Term 12/31/20**  
 Concord Lumber Corporation  
 55 White Street, Littleton, MA 01460  
 Tel: (978) 486-9877 / Fax: (978) 952-2408  
 Email: dperry@concordlumbercorp.com

### **BOARD of TRUSTEES**

**John Hoell**                              **Board Term 12/31/21**  
 Shepley Wood Products  
 216 Thornton Drive, HyannisMA02601  
 Tel: (508) 862-6299/ Fax: 508-862-6098  
 Email: jhoell@shepleywood.com

**Tom McManus**                              **Board Term 12/31/21**  
 Cape Cod Lumber  
 225 Groveland Street, AbingtonMA02351  
 Tel: 781-878-0715/ Fax: 781-871-6726  
 Email: tmcmanus@cclco.com

**Linda Lyons**                              **Board Term 12/31/21**  
 Brockway-Smith Company  
 35 Upton Drive, Wilmington, MA 01887  
 Tel: (978) 475-7100 x8347 / Fax: (978) 474-4969  
 Email: llyons@brosco.com

**Wayne Moriarty**                              **Board Term 12/31/22**  
 Atlantic Plywood Corporation  
 8 Roessler Road, WoburnMA01801  
 Tel: (781) 933-1932/ Fax: 978-897-1227  
 Email: wmoriarty@atlanticplywood.com

**John Mahoney**                              **Board Term 12/31/22**  
 Fairview Millwork Inc.  
 100 Pearl Street, BridgewaterMA02324  
 Tel: (508) 697-6128/ Fax: 508-647-6922  
 Email: mahoneyjohn@gmail.com

**Jason Thacker**                              **Board Term 12/31/20**  
 Howe Lumber  
 225 West Main Street, East BrookfieldMA01515  
 Tel: 508-867-3232/ Fax: 508-885-5252  
 Email: jasont@howelumber.com

#### **SPONSORING ASSOCIATION**

**Northeastern Retail Lumber Association**  
**Association Representative – Anne Cunic, Regional Director**





## **2020 BOARD COMMITTEES**

### **UNDERWRITING COMMITTEE**

**Debra D. Torres**

North Atlantic Corporation  
1255 Grand Army Highway, SomersetMA02726  
Tel: (508) 679-6479/ Fax: 508-235-4286  
Email: dtorres@northatlanticcorp.com

### **NOMINATION COMMITTEE**

**David Perry**

Concord Lumber Corporation  
55 White Street, Littleton, MA 01460  
Tel: (978) 486-9877 / Fax: (978) 952-2408  
Email: dperry@concordlumbercorp.com

### **INVESTMENT COMMITTEE**

**Jay Torrisi, Chair**

Jackson Lumber & Millwork Company  
215 Market Street, Lawrence, MA 01842  
Tel: (978) 689-1068 / Fax: (978) 423-7061  
Email: jtorrisi@jacksonlumber.com

**John Mahoney**

Fairview Millwork Inc.  
100 Pearl Street, BridgewaterMA02324  
Tel: (508) 697-6128/ Fax: 508-647-6922  
Email: mahoneytjohn@gmail.com

**Wayne Moriarty**

Atlantic Plywood Corporation  
8 Roessler Road, WoburnMA01801  
Tel: (781) 933-1932/ Fax: 978-897-1227  
Email: wmoriarty@atlanticplywood.com



## Board of Trustees 2020 Meeting Schedule

<u>MEETING DATE</u>	<u>TYPE OF MEETING</u>	<u>TIME/PLACE</u>
Thursday – February 6	Quarterly Trustee Meeting & Annual Member Meeting	11:00 Qtly Luncheon Meeting  1:30 Annual Meeting** Hynes Convention Center Boston, MA
Thursday – May 14	Quarterly Trustee Meeting	12:00 noon* Courtyard Marriott 3 Technology Drive Westborough, MA
Thursday – September 3	Quarterly Trustee Meeting	12:00 noon* Courtyard Marriott 3 Technology Drive Westborough, MA
Thursday – December 10	Quarterly Trustee Meeting	12:00 noon* Rhode Island Convention Center

\* Lunch provided at 11:30

\*\* Light refreshments in the room

**YOUR FUTURECOMP SERVICE TEAM**

# FutureComp®

## SELF-INSURED LUMBER BUSINESSES ASSOCIATION/ SERVICE TEAM LISTING

Jan 2020

<u>ADMINISTRATIVE TEAM</u>	
<b>Jennifer Monkiewicz, Administrator, Senior Vice President</b> Toll Free: 855-874-0123, Ext 16164 Cell: 603-247-4418 Email: <a href="mailto:Jennifer.Monkiewicz@usi.com">Jennifer.Monkiewicz@usi.com</a>	<b>Katherine I. Camire, Administrator Account Executive - FutureComp</b> Tel: 855-874-0123, Ext 16121 Direct: 603-665-6121 Email: <a href="mailto:Kathy.Camire@usi.com">Kathy.Camire@usi.com</a>
<b>Kathleen St. Laurent, Lead Administrative Assistant</b> Toll Free: 855-874-0123, Ext. 54206 Email: <a href="mailto:Kathleen.StLaurent@usi.com">Kathleen.StLaurent@usi.com</a>	
<u>FINANCE &amp; UNDERWRITING TEAM</u>	
<b>Maria Sullivan, Finance Director</b> Tel: 413-750-4257 / Fax: 413-739-9330 Toll Free: 855-874-0123, Ext. 54257 Email: <a href="mailto:Maria.Sullivan@usi.com">Maria.Sullivan@usi.com</a>	<b>Sherry Shevlin, Underwriter</b> Tel: 413-750-4208 / Fax: 413-739-9330 Toll Free: 855-874-0123, Ext. 54208 Email: <a href="mailto:Sherry.Shevlin@usi.com">Sherry.Shevlin@usi.com</a> *
* New dedicated email address for certificate of insurance requests: <a href="mailto:FutureCompCertRequest@usi.com">FutureCompCertRequest@usi.com</a>	
<u>CLAIMS &amp; CASE MANAGEMENT TEAM</u>	
<b>Cheryl McCarthy, Lost-Time Claims Specialist</b> Tel: 781-939-2026 / Fax: 610-537-1905 Toll Free: 855-874-0123, Ext. 12026 Email: <a href="mailto:Cheryl.McCarthy@usi.com">Cheryl.McCarthy@usi.com</a>	<b>Christine Redmond, Medical-Only Claims Adjuster</b> Tel: 401-558-3107 / Fax: 610-537-2387 Toll Free: 855-874-0123, Ext. 33107 Email: <a href="mailto:Christine.Redmond@usi.com">Christine.Redmond@usi.com</a>
<b>Gary Moran, Claims Supervisor</b> Tel: 781-376-2774 / Fax: 781-376-5035 Toll Free: 855-874-0123, Ext. 02274 Email: <a href="mailto:Gary.Moran@usi.com">Gary.Moran@usi.com</a>	<b>Steve Grahn, Vice-President Claims</b> Tel: 413-750-4250 / Fax: 413-739-9330 Toll Free: 855-874-0123, Ext. 54250 Email: <a href="mailto:Steve.Grahn@usi.com">Steve.Grahn@usi.com</a>
<b>Lori Corso, RN, BSN, CCM, Vice President Managed Care</b> Tel: 413-750-4256 / Fax: 413-739-9330 Toll Free: 855-874-0123, Ext. 54256 Email: <a href="mailto:Lori.Corso@usi.com">Lori.Corso@usi.com</a>	<b>Marty MacInnis, RN, BS, CCM - Medical Case Manager</b> Tel: 603-665-6010 Toll Free: 855-874-0123, Ext. 16010 Email: <a href="mailto:Martha.Macinnis@usi.com">Martha.Macinnis@usi.com</a>
<b>Sarah Depergola, VP MIS Systems Reporting</b> Tel: 413-750-4273 / Fax: 413-739-9330 Toll Free: 855-874-0123, Ext. 54273 Email: <a href="mailto:Sarah.Depergola@usi.com">Sarah.Depergola@usi.com</a>	<b>Sonja Cruz, Information Specialist</b> Tel: 413-750-4321 / Fax: 413-739-9330 Toll Free: 855-874-0123, Ext. 54321 Email: <a href="mailto:Sonja.Cruz@usi.com">Sonja.Cruz@usi.com</a>
<u>LOSS CONTROL &amp; SAFETY</u>	
<b>Debra Williams, Senior Loss Control Consultant</b> Toll Free: 855-874-0123, Ext. 55604 Email: <a href="mailto:Debra.Williams@usi.com">Debra.Williams@usi.com</a>	

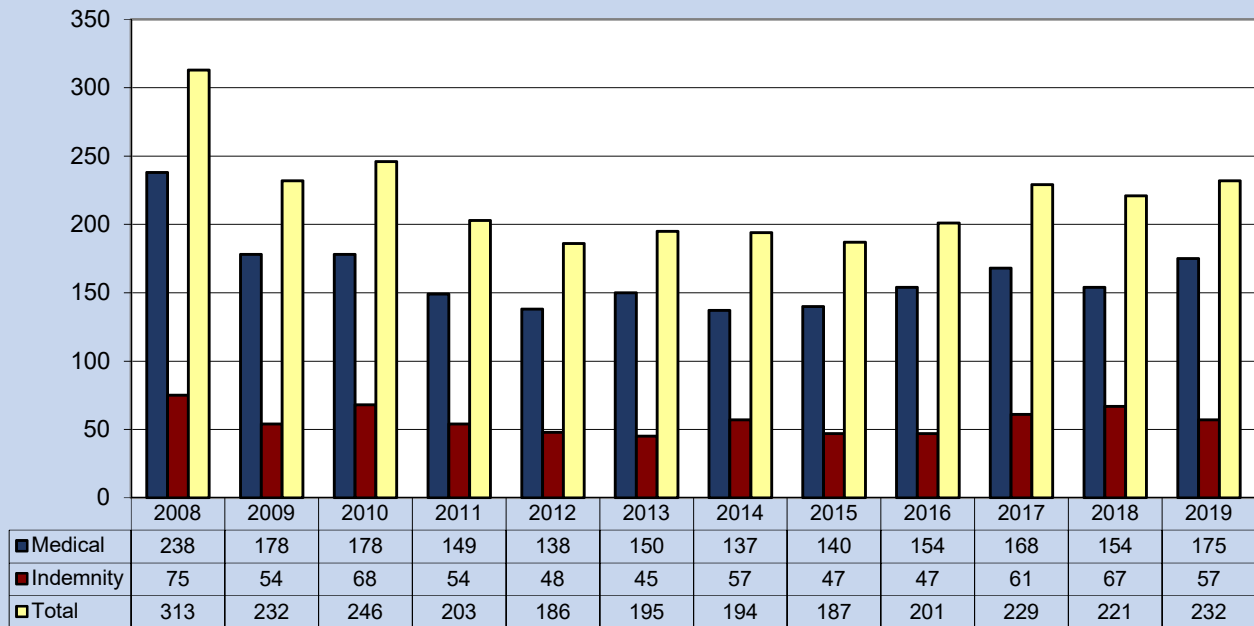
**2019 MEMBERSHIP LISTING**

**SILBA - Self-Insured Lumber Business Association  
2019 Member List**

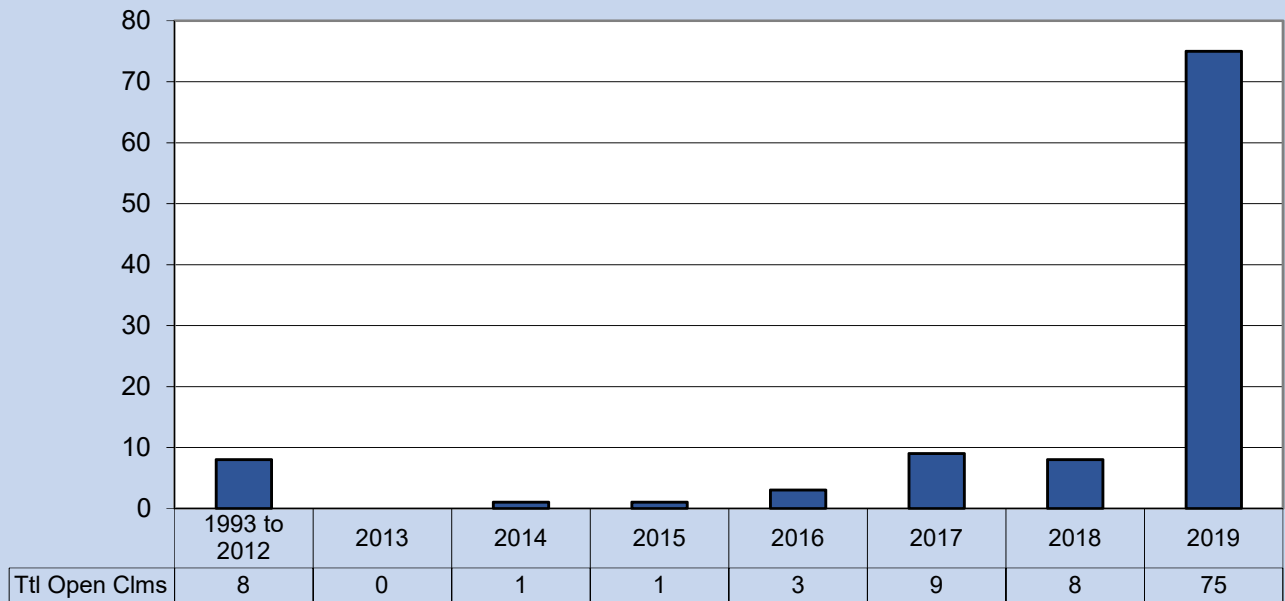
Company Name	Address	City	State	Zip
Anderson & McQuaid Co., Inc.	170 Fawcett Street	Cambridge	MA	02138
Arlington Coal & Lumber Co.	41 Park Avenue	Arlington	MA	02174
Atlantic Plywood Corporation	8 Roessler Road	Woburn	MA	01801
Attleborough-Rehoboth Building	44 Park Street, Rte. 118	Rehoboth	MA	02769
Belletetes, Inc.	245 Central Street	Winchendon	MA	01475
Biss Lumber Company, Inc.	523 Somerset Avenue	Taunton	MA	02730
Braintree Lumber Co., Inc.	110 Hancock Street	Braintree	MA	02184
Brockway-Smith Company	35 Upton Drive	Wilmington	MA	01887
Bucksworth Enterprises, Inc.	63 Myricks Street (Rte. 79)	Berkley	MA	02779-1813
Building Center, Inc of Gloucester	PO Box 180	Gloucester	MA	01930-1080
Burnett & Moynihan, Inc.	43 Foster Street	Revere	MA	02151
Cape Cod Lumber	PO Box 2013	Abington	MA	02351
Chace Building Supply, Inc.	129 Washington Street	Foxboro	MA	02035
Chairtown Lumber Company	63 Coburn Avenue	Gardner	MA	01440
Chelmsford Lumber Company, Inc.	201 Boston Road	Chelmsford	MA	01824
Concord Lumber Corporation	PO BOX 1526	Littleton	MA	01460
Cooperative Reserve Supply Inc	1100 Iron Horse Park	Billerica	MA	01862
Dartmouth Building Supply Inc.	958 Reed Road	North Dartmouth	MA	02747
Denison-Cannon Company Inc.	P O Box 20	N. Billerica	MA	01862
Dettinger Lumber Co., Inc.	24 Warren Terrace	Pittsfield	MA	01201
Devon Lumber Co., Inc.	167 Devon Street	Dorchester	MA	02121
Doherty Lumber Co., Inc. dba DBS Lumber Company	78 Accord Park Drive	Norwell	MA	02061
Dorchester Door and Window	41 Hallet Street	Dorchester	MA	02124
E.C. Cottle, Inc.	256 Lambert's Cove Road	Vineyard Haven	MA	02568
F.D. Sterritt Lumber Co.	110 Arlington Street	Watertown	MA	02412
Fairhaven Lumber Company	120 Alden Road	Fairhaven	MA	02719
Fairview Millwork, Inc.	100 Pearl Street	Bridgewater	MA	02324
Falmouth Lumber, Inc.	670 Teaticket Hwy.	E. Falmouth	MA	02536
Friend Building Center of Burlington, Inc.	4 Adams Street	Burlington	MA	01803
Gilbert & Cole Building Products, Inc.	42 Bessom Street	Marblehead	MA	01945
Hingham Lumber Company, Inc.	165 Chief Justice Cushing Hwy	Cohasset	MA	02025
Howe Lumber Company, Inc.	225 West Main Street	East Brookfield	MA	01515
Island Lumber Company, Inc.	1 Poplis Road	Nantucket	MA	02554
Jackson Lumber & Millwork Company, Inc.	P.O. Box 449	Lawrence	MA	01842
John Foster Lumber Co., Inc. dba Pine Product	829 Webster Street	Marshfield	MA	02050
Johnson Lumber Company	133 Main Street	Salisbury	MA	01952
Keiver Willard Lumber Corp	11-13 Graf Road	Newburyport	MA	01950
Kelly Fradet Lumber Co., Inc.	587 North Main Street	East Longmeadow	MA	01028
Koopman Lumber Co., Inc.	665 Church Street	Whitinsville	MA	01588
Moore Lumber & Hardware, Inc.	22 West Main Street	Ayer	MA	01432
Moynihan-North Reading Lumber / Moynihan Lumber of Beverly, Inc.	164 Chestnut Street	North Reading	MA	01864
Nickerson Lumber Company LLC	465 Route 134	South Dennis	MA	02660
North Atlantic Corporation DBA Horner Millwork	1255 Grand Army Highway	Somerset	MA	02726
Northeast Treaters, Inc.	201 Springfield Road	Belchertown	MA	01007
Plywood Supply and Lumber, Inc.	1380 Main Street	Waltham	MA	02451
Ryan Seamless Gutter Systems	190 University Avenue	Westwood	MA	02090-2307
Shepley Wood Products	216 Thornton Drive	Hyannis	MA	02601
Squier & Company, Inc. / Squire Lumber & Hardware	5 Squier Avenue	Monson	MA	01057-0275
St. Denis Products, Inc. dba Lumber Center	44 Broad Street	Westfield	MA	01085
Sudbury Lumber Co., Inc.	28 Union Avenue	Sudbury	MA	01776
Taylor Lumber & Hardware Co, Inc.	2075 Ocean Street	Marshfield	MA	02050
Warren Trask Company	63 B Bedford Street	Lakeville	MA	02347
Wilmington Builders Supply Co.	334 Main Street	Wilmington	MA	01887
Yankee Pine Corporation	Route 1	Rowley	MA	01969

**2019 CLAIMS OVERVIEW SUMMARY**

**Claim Type History 2008 - 2019**  
\*as of 12/31/19

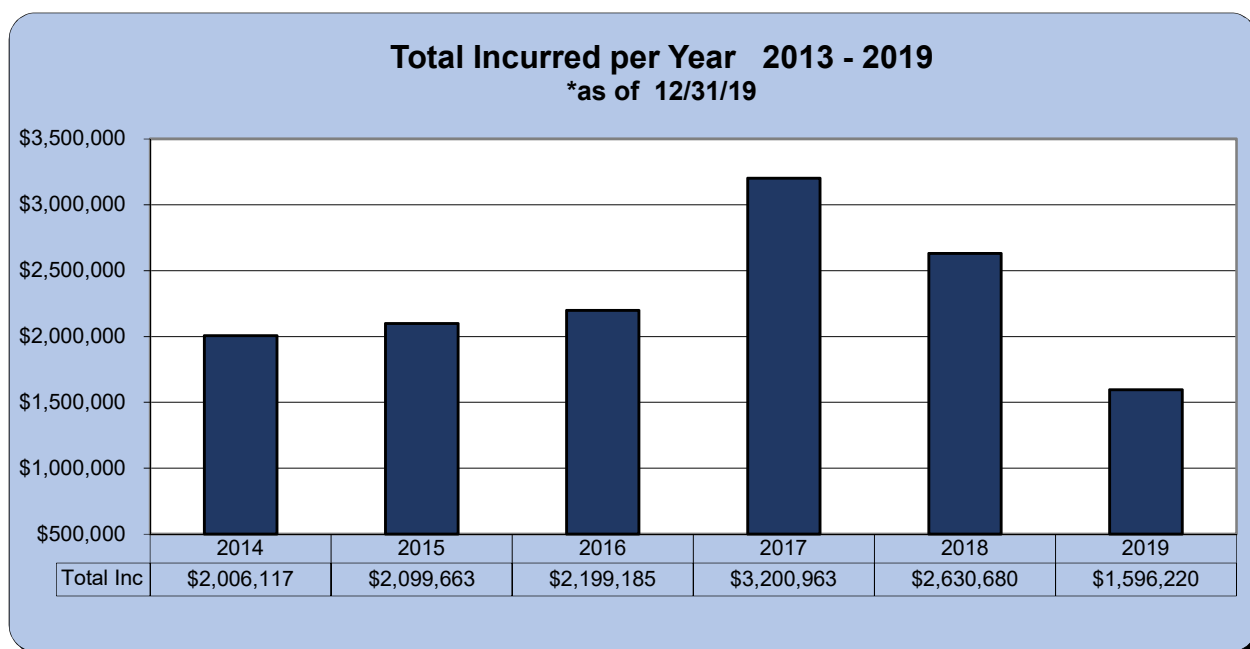
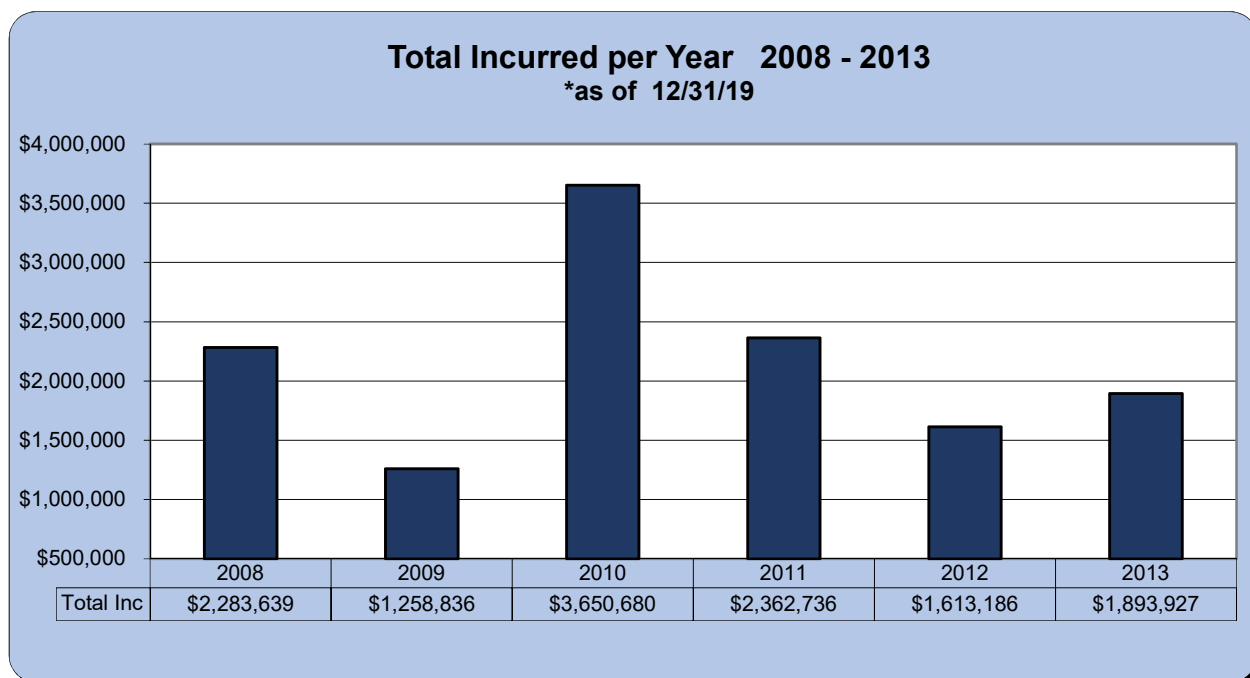


**Total Open Claims by Year**  
\*as of 12/31/19





## SILBA – Claims Overview as of December 31, 2019



A total of 232 claims were reported in 2019, resulting in a total incurred cost of \$1,596,220. Medical only claims reported were up 16% over the total reported in 2018. Lost time claims were down 15% in 2019 compared to 2018.

Total incurred costs were down 8.5% from 2018 as of December 31, 2019. The Group has minimal claims open for the years 1993 to 2012 (8). As of December 31, 2019, 96% of all 2018 claims have been closed.

A total of 2,636 bills were processed in 2019 through our system, resulting in over \$1.3M in savings to the Group. An overall net savings in medical costs of 57%.

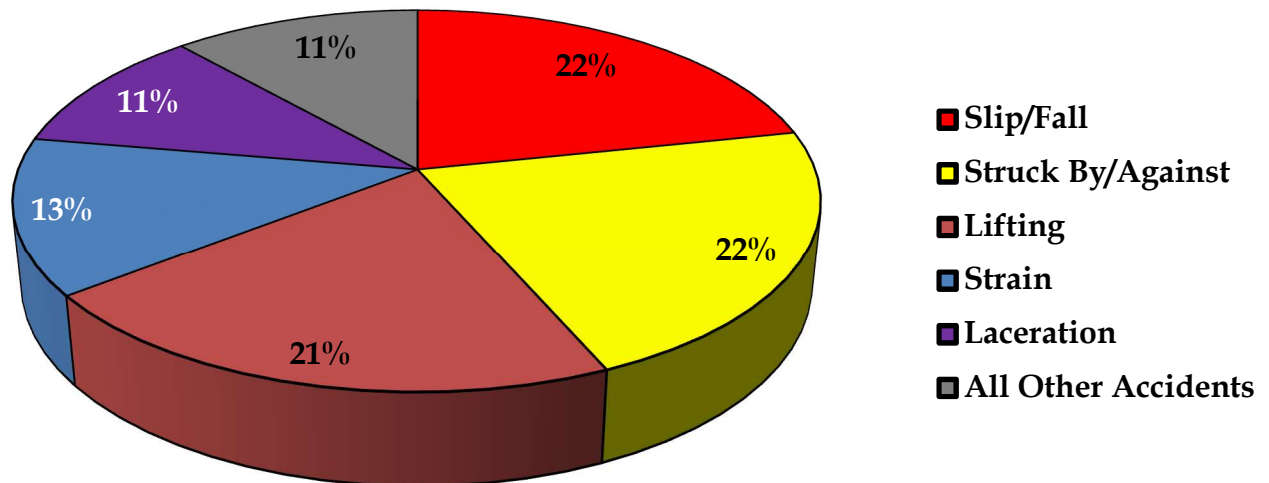
**2019 SAFETY COMMITTEE & LOSS CONTROL UPDATE**



## 2019 Safety Committee &amp; Loss Control Updates

## SILBA Loss Program Overview

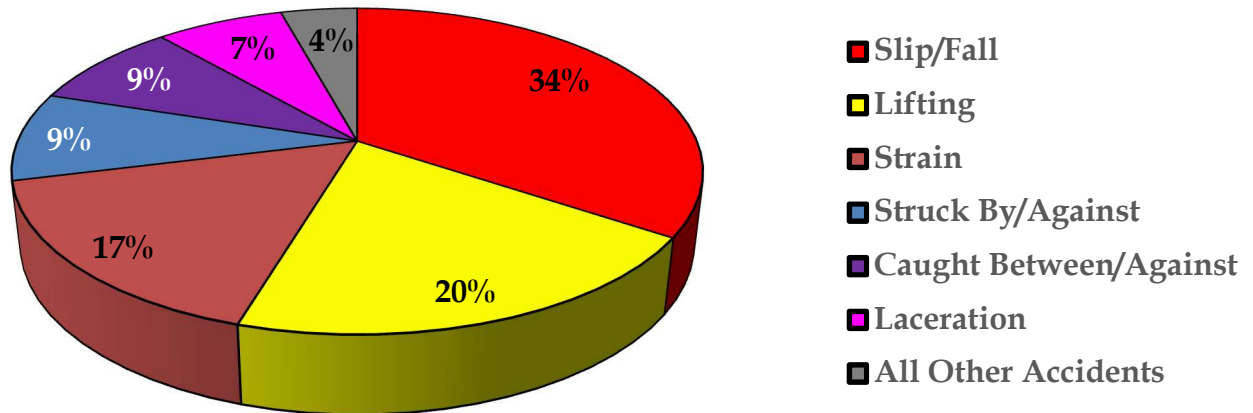
### SILBA Accident Frequency By Type January 1, 2015 thru December 31, 2019



Accident Type	2015	2016	2017	2018	2019*	Totals
Slip/Fall	51	39	55	44	34	223
Struck By/Against	36	48	62	57	20	223
Lifting	36	43	48	57	32	216
Strain	25	25	42	24	20	136
Laceration	19	22	28	30	11	110
Eye Injuries	13	13	9	8	2	45
Auto Related	3	6	4	6	2	21
Caught Between/Against	1	0	2	9	6	18
Other	0	2	3	4	3	12
Animal/Insect	1	0	1	4	0	6
Ergonomic	1	1	2	0	0	4
Exposure To	0	1	2	1	0	4
Assault	0	1	1	0	1	3
Heat/Cold	0	1	0	2	0	3
Stress	1	0	0	2	0	3
<b>Totals</b>	<b>187</b>	<b>202</b>	<b>259</b>	<b>248</b>	<b>131</b>	<b>1027</b>



### SILBA Accident Severity By Type January 1, 2015 thru December 31, 2019



Accident Type	2015	2016	2017	2018	2019*	Totals
Slip/Fall	\$1,055,882	\$1,153,177	\$640,397	\$372,041	\$182,658	\$3,404,155
Lifting	\$570,308	\$454,437	\$595,623	\$190,927	\$209,648	\$2,020,943
Strain	\$285,641	\$194,896	\$667,452	\$399,785	\$84,463	\$1,632,237
Struck By/Against	\$75,591	\$157,416	\$454,761	\$140,775	\$43,395	\$871,938
Caught Between/Against	\$229	\$0	\$26,367	\$824,714	\$7,752	\$859,062
Laceration	\$80,134	\$9,654	\$368,057	\$220,501	\$32,182	\$710,528
Assault	\$0	\$507	\$121,256	\$0	\$71,638	\$193,401
Auto Related	\$15,082	\$138,169	\$9,462	\$375	\$132	\$163,220
Ergonomic	\$8,739	\$6,250	\$14,886	\$0	\$0	\$29,875
Eye	\$5,275	\$4,457	\$1,982	\$2,036	\$355	\$14,105
Other	\$0	\$1,488	\$7,536	\$3,708	\$226	\$12,958
Animal/Insect	\$0	\$0	\$194	\$4,756	\$0	\$4,950
Stress	\$1,876	\$0	\$0	\$116	\$0	\$1,992
Exposure To	\$0	\$1,200	\$169	\$374	\$0	\$1,743
Heat/Cold	\$0	\$0	\$0	\$1,559	\$0	\$1,559
<b>Totals</b>	<b>\$2,098,757</b>	<b>\$2,121,651</b>	<b>\$2,908,142</b>	<b>\$2,161,667</b>	<b>\$632,449</b>	<b>\$9,922,666</b>



## CLCC Current Acton Plan & 2020 Planning Consideration

### Current Action Plans:

- Continue initial risk assessments for individual member - minimum 3 a month
- Continue to build relationships with individual members while understanding Association trending while developing accident specific training.

### 2020 Planning:

- Increase participation at Safety Workshops and trainings
- Identify individual training needs for members
- Large Loss Investigation review at the CLCC meetings

### Accomplishments:

- Very actively visiting members to conduct initial assessments (visited just about 1/2 the members at least once since late July)
- Working with some of our bigger members to learn more about driver safety.
- Participated in and conducted training for individual members.



## 2020 CLAIMS & LOSS CONTROL COMMITTEE

MEMBER COMPANY	COMMITTEE MEMBER
ATLANTIC PLYWOOD CORPORATION	BRUCE CHAPIN
BROCKWAY-SMITH COMPANY	LINDA LYONS**{B}
BROCKWAY-SMITH COMPANY	JACOB TRACY
BROCKWAY -SMITH COMPANY	KIM SULDA
BROCKWAY-SMITH COMPANY	DAN CHRISTOPHER
BUILDING CENTER OF GLOUCESTER	RYAN WOUNDY
CAPE COD LUMBER	FRANK ATKINSON
CONCORD LUMBER CORPORATION	LEAH SMITH
CONCORD LUMBER CORPORATION	ANDY SHARR
DB&S LUMBER COMPANY	TIFFANY WESSLING
HINGHAM LUMBER	NANCY ROACH
HOWE LUMBER	JASON THACKER**{B}
HOWE LUMBER	<b>ADAM ROBBINS, SAFETY CO-CHAIR</b>
KEIVER-WILLARD LUMBER COMPANY	TOM SLATER
KOOPMAN LUMBER COMPANY	SHEILA TODD
MOYNIHAN LUMBER COMPANY	MICHAEL McNEIL
MOYNIHAN LUMBER COMPANY	MIKE RYGIEL
NORTH ATLANTIC CORPORATION	DEBRA D TORRES**{B}
NORTH ATLANTIC CORPORATION	BARBARA LAFERRIERE
SHEPLEY WOOD PRODUCTS	<b>JOHN HOWELL, SAFETY CHAIR</b>

*\*\*Also a Board of Trustee Member*

## **SILBA 2020 Meeting Dates & Workshops**

### **Claim and Loss Control Meetings - 2020**

- *January 23, 2020* - 9:00 am – noon, Marriott Courtyard, Westborough MA
- *April 30, 2020* - Noon – 2:00 pm, Westford Regency, Westford MA
- *August 20, 2020* - 9:00 am – noon, Doubletree, Westborough MA
- *November 19, 2020* - Noon – 2:00 pm, Doubletree, Westborough MA

### **SILBA Safety Workshops - 2020**

#### **April 30<sup>th</sup> - 9am to 12 noon,**

Westford Regency, 219 Littleton Rd Westford MA

#### **Topics:**

- **Construction Site Safety** - Taylor Daigle Plumb House Const. Safety Director
  - 60-minute presentation that will outline the importance of safety on a construction site along with the expectation of guest entering and delivering to the site. Along with the expectation of the Contractors working on the site.
- **Distracted Driver** - Bruce Lawler - Construction Risk Management Inc
  - 30-minute presentation on what it means to be a distracted driver and the risk associated with this behavior
- **Drive Cam** - John Howell from Shepley Wood Products
  - 5-minute overview of their newest commitment to preventing distractive driving and the use of dash cameras

#### **November 19<sup>th</sup> - 9am to 12 noon,**

The Double Tree Hilton Hotel, 5400 Computer Drive Westborough MA

#### **Topic:**

- **Work-Place Violence Preparedness** - Bruce Lawler - Construction Risk Management Inc
  - 90-minute presentation on what do in an active shooter or workplace violence situation. This presentation will cover workplace violence awareness, bullying in the workplace, workplace violence warning signs, 7 steps to an emergency lock-down, elements needed to shelter in place are just a few of the topics being covered,



December 12, 2019

**RE: New Large Loss Investigation Requirements**

Dear Self-Insured Lumber Businesses Association Members,

SILBA is always looking for new ways to improve safety and communication with and between Members. Our strength, as a group, has always been the ability to learn from other Members' experiences.

At a recent Claims & Loss Control Committee (CLCC) meeting, the group discussed sharing large, significant, or repeated losses that have occurred during the quarter prior to the CLCC meeting. The Committee, as well as the Trustees, feel that inviting Members with a substantial loss to the CLCC meeting to discuss the claim would be beneficial. Talking points would include reviewing the details of the loss, discussing ways to avoid future similar losses, training and counseling of employees regarding the loss, discussing return to work strategies and light duty opportunities. This new process would be similar to a "Lessons from Losses" or "Best Practices" session and would give others the opportunity to see what the affected Member did to rectify the situation.

Effective January 1, 2020, FutureComp Loss Control will work with the Claims Team and review activity in the prior period. Significant claims will be selected and the impacted Company will be required to participate in the next scheduled CLCC Meeting. Advanced notice will be given to the Members who will be discussed and the Member will supply FutureComp with the name of the company representative who will attend the meeting.

The purpose of implementing this new requirement is not to single out or embarrass a particular Member, but to increase participation in the overall management of the Association and attempt to learn from these events that have the most adverse effect on the Association.

We started this process informally at the August 2019 CLCC meeting and the entire Committee, along with the Board thought it was an extremely valuable process.

Moving forward, Deb Williams, SILBA's dedicated Loss Control Consultant, will make any Members aware of potential incidents to be covered as soon as they are brought to her attention or at the conclusion of each quarter.

We have included the accident investigation form that was developed and adopted by many Members of the Association. It would be helpful for all Members to use this form so that the information will be consistent. We also encourage Members to get Deb Williams involved in either the initial investigation or follow up when there is potential severity involved as she will be able to assist you with the CLCC preparation and actual discussions.

We simply view this as good method to get all Members of the Association involved in the overall performance of SILBA as we all have a collected interest in preventing and managing workplace incidents before and after they occur.

Debra D Torres,  
President

SILBA Board of Trustees

John Howell,  
Co-Chair

CLC Committee

Adam Robbins,  
Co-Chair

CLC Committee

Debra L. Williams,  
Loss Control Consultant  
*FutureComp*



**GUEST SPEAKER – SATCH SANDERS**

## Guest Speaker - Satch Sanders



Tom 'Satch' Sanders had a steady and successful NBA playing career. He was the Green and White's top pick (the 8th pick overall) in the 1960 NBA Draft, from New York University. He played in 916 career games (6th-most in Celtics history) in his 13 seasons - all with the Celtics. (He also served as Head Coach of the team in parts of the 1977-78 and 1978-79 seasons). The Celtics won eight championship titles during his career. He may have averaged only 9.6 points per game for his career, but with a ton of heart, a minimum of fanfare and a maximum of efficiency - Tom 'Satch' Sanders got the job done. His #16 is proudly displayed in the upper right-hand corner of one of the Boston Celtics retired number banners, right next to the #1 that is retired for the franchise's original owner Walter Brown. His number retirement ceremony was in January 1973.

A 6-6 center at NYU (where he was inducted into the school's Hall of Fame), 'Satch' lived the NBA life as a forward. He could score and often would be on the receiving end of a fast-break lay-up or crisp pass from Bob Cousy or K.C. Jones that he would put in for an easy two points. But it was on the defensive end where Mr. Sanders made the headlines.

Who you going to call stop Willis Reed, Jerry Lucas, Dave DeBusschere or an Elgin Baylor? It was long before 'ghost busters'. It was 'Satch'.

Quite often 'Satch' was shorter or lighter (he weighed only 210 pounds) than most of the foes he had to deal with night-in and night-out. Did he complain? **Never**. Did he always come through for his team? **Always**. As further evident of the fact that he played in over 450 consecutive games! Durable, smart and the ultimate team player... that was Tom 'Satch' Sanders.

'Satch' has served as the NBA's Vice-President and Director of Player Programs. Based in New York City, his birthplace, 'Satch' designed programs to help both veteran and rookie players take advantage of their unique status as professional athletes and to assist them in coping with the special pressures they face. Player Programs is responsible for facilitating the following: post-career counseling; educational and employment opportunities; the NBA/PA (Players Association) Anti-Drug and Alcohol Programs; advice on dealing with celebrity status and media attention and a nonprofit foundation that benefits former players.

**DIVIDEND DISTRIBUTION SUMMARY**

## SELF INSURED LUMBER BUSINESSES ASSOCIATION, INC.

## STATEMENT OF MEMBER DIVIDENDS as of 9/30/19

	<u>2019</u>	%	<u>2018</u>		<u>2017</u>		<u>2016</u>		<u>2015</u>	%	<u>2014</u>	%	<u>2013</u>	%
<b>Premiums earned</b>	<b>\$ 3,261,732</b>	<b>100.0%</b>	<b>\$ 4,177,501</b>	<b>100.0%</b>	<b>\$ 4,021,401</b>	<b>110.0%</b>	<b>\$ 3,655,936</b>	<b>100.0%</b>	<b>\$ 3,634,275</b>	<b>100.0%</b>	<b>\$ 3,540,237</b>	<b>100.0%</b>	<b>\$ 3,236,656</b>	<b>100.0%</b>
Losses incurred	1,806,306	55.4%	2,850,057	68.2%	3,092,501	76.9%	2,242,085	61.3%	2,197,940	60.5%	2,068,788	58.4%	1,947,221	60.2%
Underwriting expenses incurred	818,933	25.1%	1,282,133	30.7%	1,134,929	28.2%	1,043,953	28.6%	1,030,436	28.4%	1,001,614	28.3%	942,837	29.1%
	<u>2,625,239</u>	<u>80.5%</u>	<u>4,132,190</u>	<u>98.9%</u>	<u>4,227,431</u>	<u>105.1%</u>	<u>3,286,039</u>	<u>89.9%</u>	<u>3,228,376</u>	<u>88.8%</u>	<u>3,070,402</u>	<u>86.7%</u>	<u>2,890,058</u>	<u>89.3%</u>
Net underwriting gain (loss)	636,493	19.5%	45,311	1.1%	(206,029)	(5.1%)	369,897	10.1%	405,899	11.2%	469,835	13.3%	346,597	10.7%
Net investment income earned	20,965	0.6%	53,740	1.3%	71,774	1.8%	107,647	2.9%	106,566	2.9%	134,675	3.8%	133,583	4.1%
Other income	-	0.0%	5,037	0.1%	88,837	2.2%	18,820	0.5%	(13,250)	(0.4%)	(31,959)	(0.9%)	(37,837)	(1.2%)
	<u>20,965</u>	<u>0.6%</u>	<u>58,777</u>	<u>1.4%</u>	<u>160,611</u>	<u>4.0%</u>	<u>126,467</u>	<u>3.5%</u>	<u>93,316</u>	<u>2.6%</u>	<u>102,716</u>	<u>2.9%</u>	<u>95,746</u>	<u>3.0%</u>
Net income before dividends to members and income taxes	657,458	20.2%	104,088	2.5%	(45,418)	(1.1%)	496,364	13.6%	499,215	13.7%	572,551	16.2%	442,344	13.7%
Income tax expense	-	0.0%	0	0.0%	0	0.0%	0	0.0%	-	0.0%	-	0.0%	-	0.0%
<b>Dividends payable to members</b>	<b>657,458</b>	<b>20.2%</b>	<b>104,088</b>	<b>2.5%</b>	<b>(45,418)</b>	<b>(1.1%)</b>	<b>496,364</b>	<b>13.6%</b>	<b>499,215</b>	<b>13.7%</b>	<b>572,551</b>	<b>16.2%</b>	<b>442,344</b>	<b>13.7%</b>
Member dividends paid	-	0.0%	(4,984)	(0.1%)	(23,786)	(0.6%)	(55,086)	(1.5%)	164,489	4.5%	324,467	9.2%	343,294	10.6%
Net dividends payable to members at September 30, 2019	<u>\$ 657,458</u>	<u>20.2%</u>	<u>\$ 109,072</u>	<u>2.6%</u>	<u>\$ (21,632)</u>	<u>(0.5%)</u>	<u>\$ 551,450</u>	<u>15.1%</u>	<u>\$ 334,726</u>	<u>9.2%</u>	<u>\$ 248,084</u>	<u>7.0%</u>	<u>\$ 99,050</u>	<u>3.1%</u>

## SELF INSURED LUMBER BUSINESSES ASSOCIATION, INC.

## STATEMENT OF MEMBER DIVIDENDS as of 9/30/19

	<u>2012</u>	%	<u>2011</u>	%	<u>2010</u>	%	<u>2009</u>	%	<u>2008</u>	%	<u>2007</u>	%
<b>Premiums earned</b>	<b>\$ 2,822,598</b>	<b>100.0%</b>	<b>\$ 2,896,554</b>	<b>100.0%</b>	<b>\$ 3,520,174</b>	<b>100.0%</b>	<b>\$ 3,795,175</b>	<b>100.0%</b>	<b>\$ 4,463,913</b>	<b>100.0%</b>	<b>\$ 6,446,406</b>	<b>100.0%</b>
Losses incurred	1,635,421	57.9%	2,378,811	82.1%	3,567,258	101.3%	1,258,836	33.2%	2,283,577	51.2%	3,276,576	50.8%
Underwriting expenses incurred	948,474	33.6%	882,523	30.5%	1,022,420	29.0%	1,083,985	28.6%	1,190,080	26.7%	1,557,561	24.2%
	<u>2,583,894</u>	<u>91.5%</u>	<u>3,261,335</u>	<u>112.6%</u>	<u>4,589,678</u>	<u>130.4%</u>	<u>2,342,820</u>	<u>61.7%</u>	<u>3,473,657</u>	<u>77.8%</u>	<u>4,834,137</u>	<u>75.0%</u>
Net underwriting gain (loss)	238,704	8.5%	(364,781)	(12.6%)	(1,069,504)	(30.4%)	1,452,355	38.3%	990,256	22.2%	1,612,269	25.0%
Net investment income earned	157,760	5.6%	146,737	5.1%	207,222	5.9%	459,466	12.1%	462,181	10.4%	691,863	10.7%
Other income	6,831	0.2%	26,352	0.9%	15,760	0.4%	9,425	0.2%	(20,286)	(0.5%)	(44,086)	(0.7%)
	<u>164,591</u>	<u>5.8%</u>	<u>173,089</u>	<u>6.0%</u>	<u>222,982</u>	<u>6.3%</u>	<u>468,891</u>	<u>12.4%</u>	<u>441,895</u>	<u>9.9%</u>	<u>647,777</u>	<u>10.0%</u>
Net income before dividends to members and income taxes	403,295	14.3%	(191,692)	(6.6%)	(846,521)	(24.0%)	1,921,246	50.6%	1,432,150	32.1%	2,260,046	35.1%
Income tax expense	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
<b>Dividends payable to members</b>	<b>403,295</b>	<b>14.3%</b>	<b>(191,692)</b>	<b>(6.6%)</b>	<b>(846,521)</b>	<b>(24.0%)</b>	<b>1,921,246</b>	<b>50.6%</b>	<b>1,432,150</b>	<b>32.1%</b>	<b>2,260,046</b>	<b>35.1%</b>
Member dividends paid	<u>353,073</u>	<u>12.5%</u>	<u>(137,784)</u>	<u>(4.8%)</u>	<u>(782,499)</u>	<u>(22.2%)</u>	<u>1,861,623</u>	<u>49.1%</u>	<u>1,404,691</u>	<u>31.5%</u>	<u>2,198,278</u>	<u>34.1%</u>
Net dividends payable to members at September 30, 2019	<u>\$ 50,222</u>	1.8%	<u>\$ (53,908)</u>	(1.9%)	<u>\$ (64,022)</u>	(1.8%)	<u>\$ 59,623</u>	1.6%	<u>\$ 27,459</u>	0.6%	<u>\$ 71,117</u>	1.1%

**SELF INSURED LUMBER BUSINESSES ASSOCIATION, INC.**

**STATEMENT OF MEMBER DIVIDENDS as of 9/30/19**

	<u>2006</u>	%	<u>2005</u>	%	<u>2004</u>	%	<u>2003</u>	%	<u>2002</u>	%	<u>2001</u>	%
<b>Premiums earned</b>	<b>\$7,251,757</b>	<b>100.0%</b>	<b>\$6,560,810</b>	<b>100.0%</b>	<b>\$5,643,965</b>	<b>100.0%</b>	<b>\$4,352,857</b>	<b>100.0%</b>	<b>\$3,594,751</b>	<b>100.0%</b>	<b>\$3,503,610</b>	<b>100.0%</b>
Losses incurred	3,793,476	52.3%	3,420,521	52.1%	2,648,698	46.9%	2,691,234	61.8%	2,543,558	70.8%	2,695,225	76.9%
Underwriting expenses incurred	1,725,006	23.8%	1,663,048	25.3%	1,572,206	27.9%	1,114,159	25.6%	996,883	27.7%	972,652	27.8%
	<u>5,518,482</u>	<u>76.1%</u>	<u>5,083,569</u>	<u>77.5%</u>	<u>4,220,904</u>	<u>74.8%</u>	<u>3,805,393</u>	<u>87.4%</u>	<u>3,540,441</u>	<u>98.5%</u>	<u>3,667,877</u>	<u>104.7%</u>
Net underwriting gain (loss)	1,733,275	23.9%	1,477,241	22.5%	1,423,061	25.2%	547,464	12.6%	54,311	1.5%	(164,267)	(4.7%)
Net investment income earned	714,941	9.9%	566,661	8.6%	482,032	8.5%	407,922	9.4%	284,959	7.9%	345,785	9.9%
Other income	(31,187)	(0.4%)	(2,616)	(0.0%)								
	<u>683,754</u>	<u>9.4%</u>	<u>564,045</u>	<u>8.6%</u>	<u>482,032</u>	<u>8.5%</u>	<u>407,922</u>	<u>9.4%</u>	<u>284,959</u>	<u>7.9%</u>	<u>345,785</u>	<u>9.9%</u>
Net income before dividends to members and income taxes	2,417,029	33.3%	2,041,286	31.1%	1,905,093	33.8%	955,386	21.9%	339,269	9.4%	181,519	5.2%
Income tax expense	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
<b>Dividends payable to members</b>	<b>2,417,029</b>	<b>33.3%</b>	<b>2,041,286</b>	<b>31.1%</b>	<b>1,905,093</b>	<b>33.8%</b>	<b>955,386</b>	<b>21.9%</b>	<b>339,269</b>	<b>9.4%</b>	<b>181,519</b>	<b>5.2%</b>
Member dividends paid	<u>2,362,374</u>	<u>32.6%</u>	<u>2,023,626</u>	<u>30.8%</u>	<u>1,909,870</u>	<u>33.8%</u>	<u>955,376</u>	<u>21.9%</u>	<u>339,007</u>	<u>9.4%</u>	<u>181,760</u>	<u>5.2%</u>
Net dividends payable to members at September 30, 2019	<u>\$ 54,655</u>	0.8%	<u>\$ 17,660</u>	0.3%	<u>\$ (4,777)</u>	(0.1%)	<u>\$ 10</u>	0.0%	<u>\$ 262</u>	0.0%	<u>\$ (241)</u>	(0.0%)

## SELF INSURED LUMBER BUSINESSES ASSOCIATION, INC.

## STATEMENT OF MEMBER DIVIDENDS as of 9/30/19

	<u>2000</u>	%	<u>1999</u>	%	<u>1998</u>	%	<u>1997</u>	%	<u>1996</u>	%	<u>1995</u>	%
<b>Premiums earned</b>	<b>\$ 3,422,227</b>	<b>100.0%</b>	<b>\$ 3,328,802</b>	<b>100.0%</b>	<b>\$ 3,395,047</b>	<b>100.0%</b>	<b>\$ 3,164,559</b>	<b>100.0%</b>	<b>\$ 3,327,256</b>	<b>100.0%</b>	<b>\$ 3,232,641</b>	<b>100.0%</b>
Losses incurred	2,309,006	67.5%	1,208,609	36.3%	1,575,860	46.4%	1,425,376	45.0%	1,100,592	33.1%	1,258,465	38.9%
Underwriting expenses incurred	1,030,371	30.1%	956,418	28.7%	963,414	28.4%	930,636	29.4%	997,755	30.0%	987,403	30.5%
	<u>3,339,377</u>	<u>97.6%</u>	<u>2,165,027</u>	<u>65.0%</u>	<u>2,539,274</u>	<u>74.8%</u>	<u>2,356,012</u>	<u>74.4%</u>	<u>2,098,347</u>	<u>63.1%</u>	<u>2,245,868</u>	<u>69.5%</u>
Net underwriting gain (loss)	82,850	2.4%	1,163,775	35.0%	855,773	25.2%	808,547	25.6%	1,228,909	36.9%	986,773	30.5%
Net investment income earned	265,169	7.7%	553,902	16.6%	428,402	12.6%	473,655	15.0%	597,551	18.0%	638,014	19.7%
Other income	<u>265,169</u>	<u>7.7%</u>	<u>553,902</u>	<u>16.6%</u>	<u>428,402</u>	<u>12.6%</u>	<u>473,655</u>	<u>15.0%</u>	<u>597,551</u>	<u>18.0%</u>	<u>638,014</u>	<u>19.7%</u>
Net income before dividends to members and income taxes	348,019	10.2%	1,717,677	51.6%	1,284,176	37.8%	1,282,202	40.5%	1,826,460	54.9%	1,624,787	50.3%
Income tax expense	<u>11,725</u>	<u>0.3%</u>	<u>-</u>	<u>0.0%</u>	<u>-</u>	<u>0.0%</u>	<u>-</u>	<u>0.0%</u>	<u>-</u>	<u>0.0%</u>	<u>-</u>	<u>0.0%</u>
<b>Dividends payable to members</b>	<b>336,294</b>	<b>9.8%</b>	<b>1,717,677</b>	<b>51.6%</b>	<b>1,284,176</b>	<b>37.8%</b>	<b>1,282,202</b>	<b>40.5%</b>	<b>1,826,460</b>	<b>54.9%</b>	<b>1,624,787</b>	<b>50.3%</b>
Member dividends paid	<u>336,208</u>	<u>9.4%</u>	<u>1,717,674</u>	<u>49.0%</u>	<u>1,284,438</u>	<u>37.5%</u>	<u>1,282,189</u>	<u>38.5%</u>	<u>1,826,453</u>	<u>53.8%</u>	<u>1,624,774</u>	<u>51.3%</u>
Net dividends payable to members at September 30, 2019	<u>\$ 86</u>	<u>0.0%</u>	<u>\$ 3</u>	<u>0.0%</u>	<u>\$ (262)</u>	<u>(0.0%)</u>	<u>\$ 13</u>	<u>0.0%</u>	<u>\$ 7</u>	<u>0.0%</u>	<u>\$ 13</u>	<u>0.0%</u>

**SELF INSURED LUMBER BUSINESSES ASSOCIATION, INC.**

**STATEMENT OF MEMBER DIVIDENDS as of 9/30/19**

	<u>1994</u>	<u>%</u>	<u>1993</u>	<u>%</u>	<u>1992</u>	<u>%</u>	<u>Fund Years</u>	<u>%</u>
<b>Premiums earned</b>	<b>\$ 3,688,323</b>	<b>100.0%</b>	<b>\$ 3,107,629</b>	<b>100.0%</b>	<b>\$ 1,132,215</b>	<b>100.0%</b>	<b>\$ 108,179,007</b>	<b>100.0%</b>
Losses incurred	585,156	15.9%	842,954	27.1%	346,708	30.6%	59,050,814	54.6%
Underwriting expenses incurred	<u>1,218,258</u>	<u>33.0%</u>	<u>1,183,902</u>	<u>38.1%</u>	<u>548,560</u>	<u>48.5%</u>	<u>30,800,551</u>	<u>28.5%</u>
	<u>1,803,414</u>	<u>48.9%</u>	<u>2,026,856</u>	<u>65.2%</u>	<u>895,268</u>	<u>79.1%</u>	<u>89,851,366</u>	<u>83.1%</u>
Net underwriting gain (loss)	1,884,909	51.1%	1,080,773	34.8%	236,947	20.9%	18,327,641	16.9%
Net investment income earned	761,250	20.6%	320,442	10.3%	126,250	11.2%	9,721,115	9.0%
Other income							<u>(10,159)</u>	
	<u>761,250</u>	<u>20.6%</u>	<u>320,442</u>	<u>10.3%</u>	<u>126,250</u>	<u>11.2%</u>	<u>9,710,956</u>	<u>9.0%</u>
Net income before dividends to members and income taxes	2,646,159	71.7%	1,401,215	45.1%	363,197	32.1%	28,038,597	25.9%
Income tax expense	<u>-</u>	<u>0.0%</u>	<u>-</u>	<u>0.0%</u>	<u>-</u>	<u>0.0%</u>	<u>11,725</u>	<u>0.0%</u>
<b>Dividends payable to members</b>	<b>2,646,159</b>	<b>71.7%</b>	<b>1,401,215</b>	<b>45.1%</b>	<b>363,197</b>	<b>32.1%</b>	<b>28,026,872</b>	<b>25.9%</b>
Member dividends paid	<u>2,646,148</u>	<u>79.5%</u>	<u>1,401,228</u>	<u>43.3%</u>	<u>363,208</u>	<u>9.8%</u>	<u>25,900,109</u>	<u>23.9%</u>
Net dividends payable to members at September 30, 2019	<u>\$ 11</u>	<u>0.0%</u>	<u>\$ (13)</u>	<u>(0.0%)</u>	<u>\$ (11)</u>	<u>(0.0%)</u>	<u>\$ 2,136,657</u>	<u>2.0%</u>



