

# CompTrust AGC Mutual Captive Insurance Company

This member-owned insurance company continues to improve its benefits by offering out-of-state coverage for its participating companies.

By Andrew Lawrence

**I**n the world of commercial construction, insurance is never an afterthought – it's an essential – although sometimes expensive – part of their business. For participants of the CompTrust AGC Mutual Captive Insurance Company, it's a much more positive entity: it's an

investment in their own company that is dedicated to helping its participating firms maximize the safety of their workers, while effectively controlling their workers' compensation insurance costs.

The member-voted conversion in 2008 to a mutual captive insurance company from what was already the longest continuously-active group self insurance fund was yet another giant step forward for an organization that was already on the cutting edge when it came to member services.

So, what prompted the change?

Recent modifications to the insurance code in Georgia opened up the doors for some significant improvements, points out CompTrust AGC Chairman Ted Cooper. "The code now allows captive insurance companies to be covered by the Georgia Insolvency Pool, providing even greater security for our members by removing the possibility of joint and several liability," he explains.

Just as importantly, it opened up the opportunity to offer additional services. Recognizing the changing needs of the commercial construction industry, CompTrust AGC's board of directors sought to provide coverage in all states, explains Cooper.

"Since the beginning, the directors were always looking at new ideas that would provide an enhanced program for the participating firms," he explains. "The out-of-state coverage was a service we wanted to



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*Safety Consultant Josh Conrey performs an on-site inspection at Life College with Young Contracting Company Superintendent Richard Saylors. Companies receive at least two free on-site safety inspections a year, just one of the many member benefits with CompTrust AGC.*

provide, as many of our participants needed that kind of coverage. Effective January 1, 2009, CompTrust AGC can provide our members the opportunity of having one workers' compensation program for all of their needs!"

So far, reports Cooper, everyone has responded very positively to the changes. "As far as the participants are concerned, the changes have been seamless."

## Value-Added Services make all the difference

**W**hile being able to provide coverage in multiple states at competitive pricing through a carrier with A-rated paper, the ancillary services that have made CompTrust AGC a success for 26 years have not changed. In addition to the managed care benefits for work-related injuries, CompTrust AGC MCIC offers a variety of value-

added services to its participants, such as the very proactive safety and loss control services, and OSHA inspection assistance. The overall goal is to create a safer working environment, and therefore less injury-related losses. Consequently, firms also share in the distribution of surplus premiums. Over \$22.2 Million has been returned to CompTrust AGC program participants in the past 12 years in the form of dividends.

Long-time member Ken Swofford of Swofford Construction places safety at the very top of his priority list. "Safety is number one for us," says Swofford, "and we've always been able to count on CompTrust and their staff to help us maintain a safe working environment." CompTrust AGC

has four safety consultants available free of charge to its participants to provide effective injury prevention assistance. Their extensive list of offerings include employee safety training, safety management system development assistance, a safe employee recognition program, substance abuse program development, and OSHA compliance and citation assistance. The participants also receive on-site safety inspections of their jobsites, and companies are provided with written recommendations for improvements, to help participants improve their workplace safety.

"Those reports are invaluable to us," explains Swofford. "It's more eyes looking in, like having an additional staff member. We welcome the opportunity to have them come out to our sites. It's one of the best values we've been able to find in the insurance business!"

"Each participant can benefit from the value added safety services available through CompTrust AGC," explains CompTrust AGC Safety Director Brian Wood. "We get to know our participants. We work to educate the employees on how to work safe. We work with management to develop safety management systems that will prevent injuries to their workers. In turn, they get lower workers' compensation costs and a return on their investment through dividends."

Sponsored by the Georgia Branch, Associated General Contractors of America, all members of the association, contractors and affiliates, are eligible to become members of CompTrust AGC, subject to underwriting guidelines. Established in 1982, the company is managed by a board of directors who are elected by participants in the program. The directors are all Georgia contractors themselves who understand the day-to-day challenges of the construction business, and dedicate themselves to the needs of their participants. It is administered by Affinity Service



Photo by Andrew Lawrence

*Safety Director Brian Wood, CSP, CHST, is one of the certified instructors for the many classes offered free of charge for CompTrust AGC members. While many classes are offered at the AGC Training Center, classes can also be conducted at participants' locations for their convenience.*

Group, a wholly-owned subsidiary of the AGC, who provides the third-party administration through insurance services and coordination of the program administration, safety consulting, reinsurance brokerage and claims management. "Affinity Service Group has a top-notch staff," exclaims Swofford. "That's where all of the value-added services start!"

While it's not often that people sing the praises of their insurance companies, the member-directed CompTrust AGC is certainly not your typical provider. In fact, members tend to think of it more as a part of their own companies.

"I consider CompTrust AGC a strategic partner in our safety program, as well as our workers' compensation program," states Gary Young, president of Young Contracting. "They are always around to give us advice and to help us in any way with safety. As a member of the program, my experience both with CompTrust AGC and Affinity Service Group has been overwhelmingly positive. I feel they've been very instrumental in our overall success!"

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