



## For This Client, Cutting Costs is the Key to Keeping the Lights On

### **The Challenge:**

An electrical contractor with operations in New Jersey and Pennsylvania was facing an audit of close to \$80,000. Due to a lack of education and limited broker engagement their payroll figures were severely understated generating a significant cost that was not accounted for in their annual budget. The contractor needed support in addressing this unexpected cost and engaged HIG for support.

### **The Strategy:**

The Workers Compensation bureaus for New Jersey and Pennsylvania each have a Construction Credit program that is designed to reduce costs for qualifying policyholders. Prior to engaging HIG the contractor was unaware of these programs and was not receiving the maximum available cost savings. HIG determined that they qualified for these programs and guided the contractor through the application process. Once the application was

submitted HIG was able to expedite the approval process through the state bureaus and had the credit applied retroactively.

In addition, HIG found an alternative insurance carrier that allowed for the contractor to report payrolls on weekly intervals to coincide with their own payroll periods.

### **The Result:**

In less than one week the Construction Credit was approved by the Workers Compensation bureau and a premium credit of 25% was applied to the policy. The premium credit combined with the ability to report weekly payroll figures greatly improved the contractor's annual costs and regular cash-flow. The education and support provided by HIG helped them manage a difficult financial situation and has helped set them up for long term stability.

