



A SECURE ALTERNATIVE TO TRADITIONAL WORKERS' COMPENSATION INSURANCE

# PEC Workers' Compensation Program

For Inquires related to the PEC Program, please contact:

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Visit Eastern Alliance on the web!  
[www.InovaInsure.com](http://www.InovaInsure.com)

Visit PEC on the web!  
[www.peccaptive.com](http://www.peccaptive.com)

## Program Description

PEC is an unincorporated association established in 2004 as an exclusive, member owned captive program. The Program provides an alternative workers' compensation solution and risk sharing opportunity for independently owned and operated staffing firms that demonstrate exceptional commitment toward controlling their losses. With continued profitable growth as a high priority, PEC is looking for boutique staffing firms that meet the requirements listed below. As the program administrator, McConkey Insurance & Benefits is endorsed by PEC to market the workers' compensation Program.

## Prospective Client Requirements:

**Must have a minimum annual workers' compensation premium of at least \$150,000.**

**In business a minimum** of three years and must have had workers' compensation coverage, or self-insured their workers' compensation exposure, for three consecutive years.

**Located and operating in states in which Eastern Alliance is licensed.**

**Proactive in their risk management philosophy** and willing to partner with our risk management staff.

**Financially stable** (subject to review by Eastern Alliance) with no prior cancellations for non-payment in the past three years.

**Cooperative in efforts to accommodate physician restrictions** and provide modified duty to return injured employees to work as quickly as possible.

**Prior three-year incurred loss ratio** must be less than 45% based on projected premium. Underwriting exceptions may be made on a case-by-case basis depending on the cause of loss and corrective measures taken.

**There is a 3/1 common effective date for this program.**

**Members are required to collateralize the program.** Collateral is calculated based on a percentage of premium and member ownership.

**PEOs are not eligible for the program.**

## BENEFITS

**Stable rates and competitive pricing**—protection from cyclical rate fluctuations associated with the traditional insurance marketplace.

**Proactive claims handling and medical cost management**, high quality loss control and risk management services, including online services — [Safety.BLR.com](http://Safety.BLR.com).

**Quarterly financial statement reporting with monthly loss runs.**

**Unique dividend structure** allows for potential shareholder dividends based on program performance.



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