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**Sent:** Wednesday, January 16, 2013 11:41 AM  
**To:** BWC BWC - Do Not Reply  
**Subject:** BWC eNews - January 2013 - Preview



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## BWC eNews - January 2013

### Get to know your regional business development manager

BWC Administrator/CEO Steve Buehrer recently announced the appointment of four business development managers. The four managers will serve as his ambassadors across the state and work with employers that could substantially benefit from BWC's safety and claims management services.

"We are pleased to have these managers to help employers create safer work environments and effectively assist workers when they are injured, which are both key to lowering workers' compensation premiums and freeing up funds for employers to energize company growth and job creation," said Buehrer. "They are seasoned professionals who will bridge a gap between BWC and employers that we must fill if we are to accomplish our prevention and care mission."

The managers will work with BWC staff to educate employers about programs and increase participation in them. One example is Destination: Excellence, a program that lets businesses choose from up to seven money-saving options focused primarily on creating safer work places and transitioning injured workers back onto the job. They will also establish relationships with employers in their regions to ensure their workers' compensation needs are being met.

Click on their names to learn more about our new business development managers.

- [James Blazer](#) – Southeast Ohio
- [Mark Clendenin](#) – Northeast Ohio
- [Erin Rosiello](#) – Southwest Ohio
- [James Wyse](#) – Northwest Ohio

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## Save the date for the 2013 Safety Congress & Expo

The 2013 Ohio Safety Congress & Expo (OSC13), a free, three-day occupational safety, health and workers' compensation conference, will run April 9 to 11 at the Greater Columbus Convention Center. Registration will be open Jan. 22 at [ohiobwc.com](http://ohiobwc.com).

OSC13 will feature more than 200 exhibitors offering safety services, industrial supplies, and safety equipment and gear, in addition to 170 workshops and educational sessions.

Consider attending OSC13 if you work in any of the fields below.

- Company owners, presidents and chief executive officers
- Safety, health and risk managers
- Human resource directors
- Safety officers and consultants
- Loss prevention and control managers
- Workers' comp managers and directors
- Health-care and wellness personnel
- Paralegals and attorneys
- Small business owners
- Ergonomists
- Industrial hygienists

Remember to catch congress updates on Twitter [@ohiobwc](https://twitter.com/ohiobwc) #OSC13.

## Ohio recognized nationally for reductions in workers' compensation rates

Ohio workers' compensation rates have dropped from 17th to 28th in the most recent Oregon Premium Rate Ranking Study, a biennial review of workers' compensation rates that is used as a national benchmark. In addition, rate-setting actions taken by BWC over the past two years has resulted in the lowest collectible rates for private employers in 24 years.

"By working diligently with employers, workers and other stakeholders, Ohio is continuing to reduce rates and becoming a better place to do business," said Administrator/CEO Steve Buehrer. "While we'll continue to search for ways to provide more effective and efficient service, our improvement as measured in the Oregon study is a clear indicator that we're headed in the right direction."

The Oregon Premium Rate Ranking Study compares each state's base rates for a selection of 50 widely used classification codes assigned to occupations to indicate their degree of risk. Ohio's base-rate index in the 2012 study of \$1.84 per \$100 of payroll fell slightly below the national median of \$1.88. Ohio's base-rate index was \$3.32 in 2008.

While the study examines base rates, BWC projects the average amount per \$100 of

payroll that it will collect from private employers during 2012/2013 will be \$1.74. This is the lowest rate in 24 years. The collectible rate represents the amount BWC collects after applying an employer's individual experience modifications and all discounts for participation in various programs.

Read more about the Oregon Study [here](#).

## PERRP annual recordkeeping deadline Feb. 1

Attention all public employers: The Public Employment Risk Reduction Program (PERRP) annual recordkeeping deadline is Feb. 1. You can submit the Summary of Work-Related Injuries and Illnesses (300AP) by mail or online. Access the form, and view submission options at [ohiobwc.com](http://ohiobwc.com).

PERRP offers a number of services that help public employers identify and reduce workplace hazards through effective safety and health programs. These free services include:

- Compliance assistance visits;
- Safety training;
- Site-specific evaluations;
- Presentations;
- Written program review;
- Industrial hygiene surveys.

Contact your local [PERRP representative](#) to find out if you're taking full advantage of all the opportunities available.

*Please take a moment to [forward this email](#) to other managers in your organization and to your colleagues who may find it of value.*

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