

Why

Bob Braun, CPCU

Regional Business Development Manager



The Golden Circle

WHAT

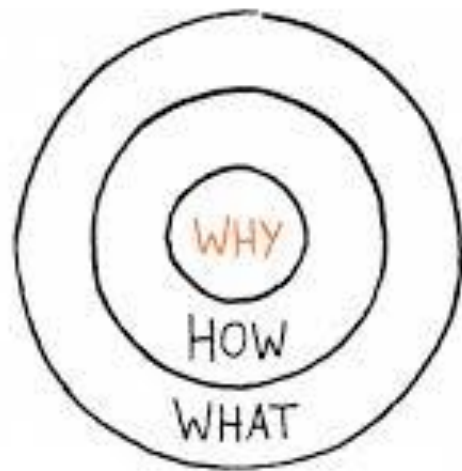
Every organization on the planet knows WHAT they do. These are products they sell or the services

HOW

Some organizations know HOW they do it. These are the things that make them special or set them apart from their competition.

WHY

Very few organizations know WHY they do what they do. WHY is not about making money. That's a result. WHY is a purpose, cause or belief. It's the very reason your organization exists.



Mission

To protect Ohio's workers and employers through the prevention, care and management of workplace injuries and illnesses at fair rates

The Numbers

85,136

672,188

241,812

Vision

**To be a world-class insurance carrier
and the catalyst for a safe, healthy
and prosperous Ohio**

Top 10 Issues Facing Employers

Recruiting talent

Federal/State/Local govt.

Diversity & Inclusion

Benefits/health insurance

Employee leave programs

Cyber security/technology

Employee wellness

Workplace violence

Workplace policies

Drug testing/substance abuse

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Workers' Comp is Changing



Reactive

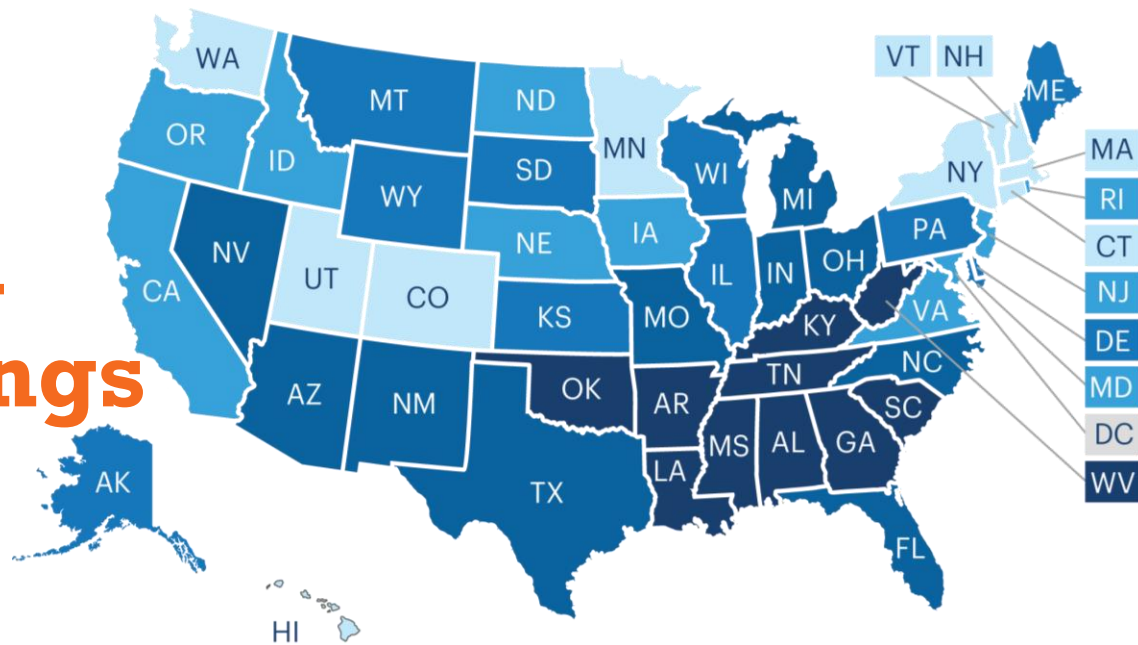


Prevention



Wellness

2018 Health Rankings



Ohio
40th

RANK: 1 to 10 11 to 20 21 to 30 31 to 40 41 to 50 Not Ranked

Health Behaviors Ranking

Behavioral factor	Value	Rank
Obesity	33.8%	40
Excessive drinking	20.2%	37
Physical inactivity	29.6%	38
Smoking	21.1%	43
Drug deaths per 100,000 pop.	30.4	48
High school graduation	83.5%	29

Ohio
47th

Health Outcomes Ranking

Health outcome	Value	Rank
Cancer deaths per 100,000 pop.	210.3	41
Cardiovascular deaths per 100,000 pop.	286.5	39
Diabetes	11.3%	36

Ohio
40th

Smoking

**Average
workers'
comp cost
per employee**

*Center for Health Promotion

\$2,189

\$176

Obesity

Obese workers file twice as many claims as those who are not obese. They miss 13 more days of work per injury.

*Duke University

Comorbidities & Injury Risk



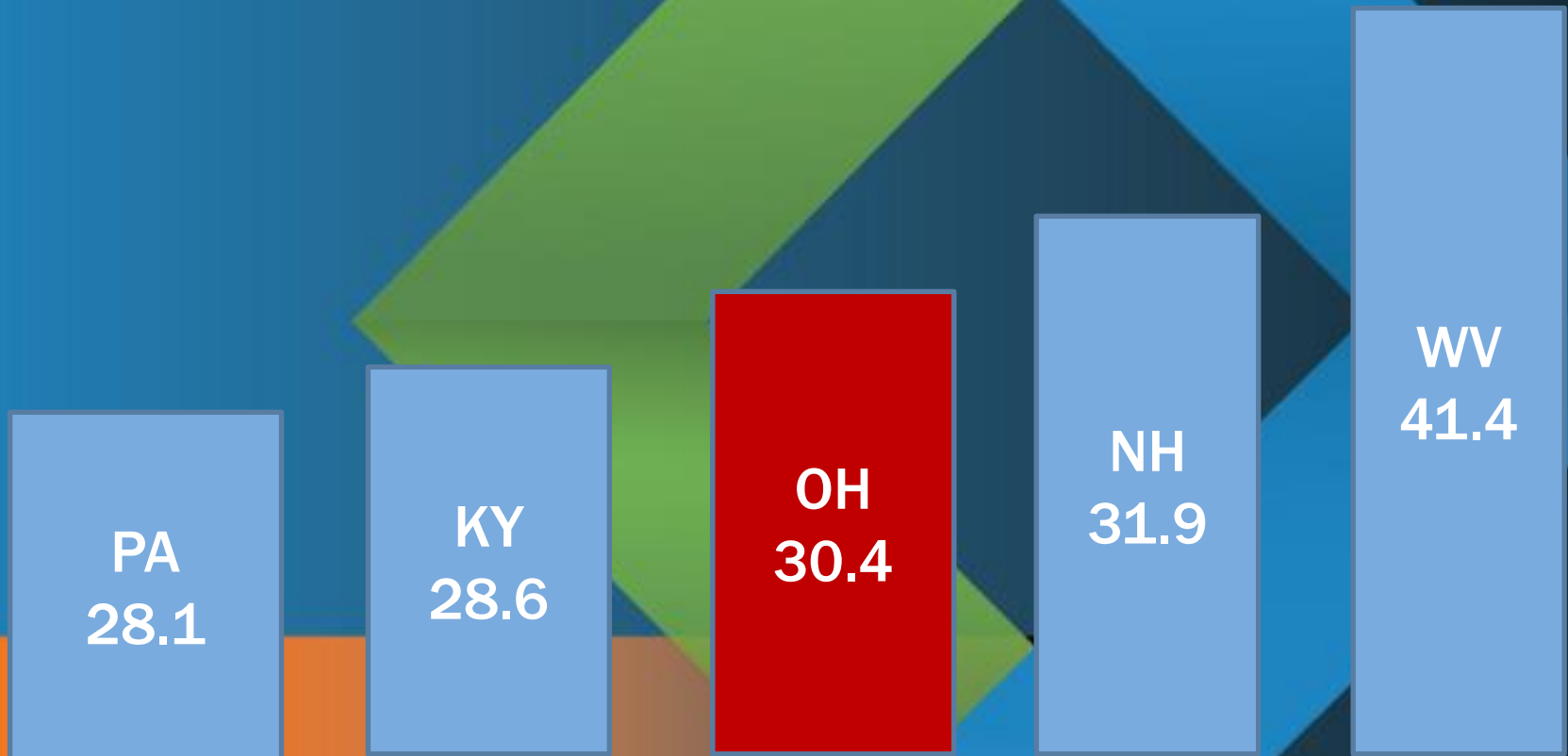
Asthma
+14%

Diabetes
+17%

Heart
Disease
+23%

Depression
+25%

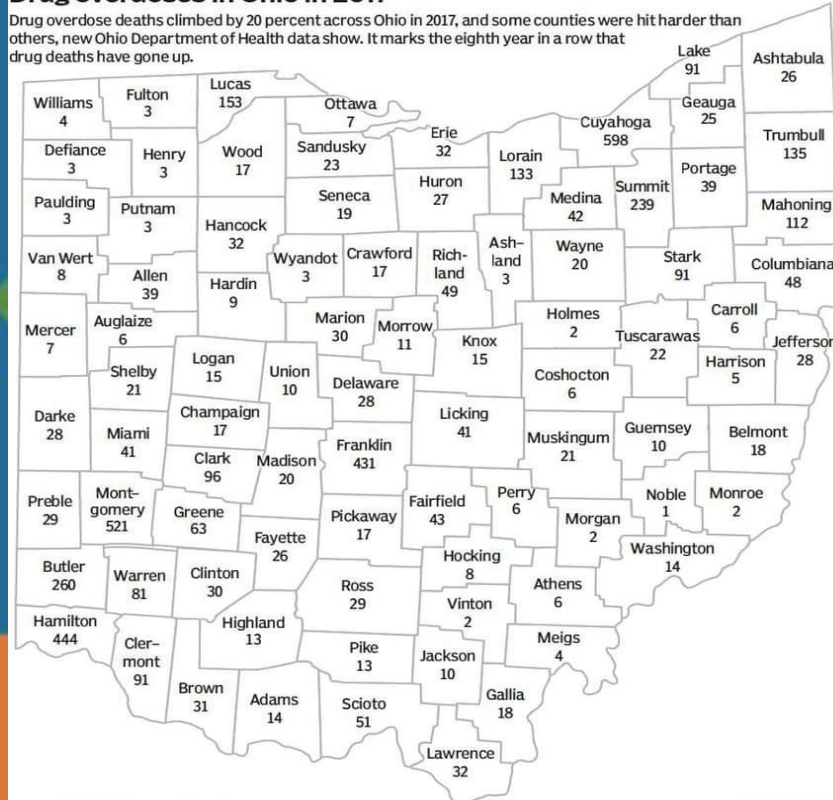
Overdose Fatality Rates (per 100K)



Overdose Fatalities

Drug overdoses in Ohio in 2017

Drug overdose deaths climbed by 20 percent across Ohio in 2017, and some counties were hit harder than others, new Ohio Department of Health data show. It marks the eighth year in a row that drug deaths have gone up.



Workers' Comp is Changing

Reactive



Prevention



Wellness



Eligibility

Under 150
employees

12
Targeted
Industries

No
existing
wellness
program

Targeted Industries



Agriculture
Automotive
repair/service
Construction
Firefighters
Health care
Manufacturing

Police & public safety
Public employers
Restaurant & food
service
Transportation &
trucking
Trash collection
Wholesale & retail

Providing a Second Chance

Substance Use Recovery and Workplace Safety Program

Providing a Second Chance

- Pilot program – 3 counties
- Partnership with county ADAMHS Boards
- \$5M funded

Providing a Second Chance

- Reimburse for drug testing
- Manager & supervisor training
- Success forums

Providing a Second Chance

- **Montgomery County: \$139,000**
- **Scioto County: \$50,000**
- **Ross County: \$26,000**

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Prevention



Wellness



Looking for reminders, updates, tips and breaking news on workers' compensation

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