



The American Dairy Association and Dairy Council, Inc., (ADADC), knows the importance of keeping milk cool, especially in schools. For more than 10 years, ADADC has held an annual Milk Temperature Study to ensure that milk, being served to students, is the freshest possible. Since its inception in 1995, ADADC has seen a drop in the average temperature from 40% being above 40°F to less than 10%.

The "Strive for 35°" program gives each registered school a thermometer and a data collection card. Food service directors measure their milk and temperatures three times throughout an average day. Findings are documented on-line and the ADADC assists with improving conditions.

In 2006, more than 420 school districts, representing more than 3,500 schools, participated in the study throughout N.Y., N.J. and northeastern Pa.

Mission:
To provide access to innovative, quality insurance programs for farmers in production agriculture and ag-business, resulting in economic value.

Message from the President: 2007 A Year of Growth

Agri-Services Agency (ASA) is proud of its long tradition of providing quality, competitively priced health and workers' compensation insurance programs to farmers and agribusinesses. We strive each day to bring quality service and innovative products to our members.

ASA's continued success is dependent on our ability to constantly grow the business, while maintaining the financial stability of our programs. By doing both, ASA ensures it can continue to offer the insurance programs our customers have come to depend on – for many years to come. Staff members at ASA have been working on a marketing plan for 2007 that will do just that.

I'm pleased to announce the addition of Kevin O'Keefe to the ASA staff. Kevin joins us as National Sales Director. Kevin's key responsibility is to ensure the continued growth of our business through the development of a national sales distribution system and market-appropriate product portfolios that meet

the diverse needs of our customers. Kevin comes to ASA from Excellus BlueCross BlueShield, where he held both local and national account sales management roles during his 15 years with the company.

Kevin has been working with the ASA team to identify strategic opportunities that will bring growth to our insurance programs. Several key initiatives have been identified and will be implemented over the next twelve months. We're certain the results of these initiatives will ensure ASA's long-term ability to provide quality, competitively-priced insurance products.

We're here to serve you! If you have questions regarding your insurance coverage, or would like a quote, please contact the **Customer Service Center at 1-800-654-8840.**

Max Gannon
President, Agri-Services Agency

Information at your fingertips!

See page 2 for online tools that keep you informed and can help you save money!



Health Savings Account Changes

The US Department of the Treasury recently announced changes to Health Savings Accounts (HSAs) effective January 1, 2007 including:

- Maximum annual contribution for 2007: Single Coverage = \$2,850; Family Coverage = \$5,650
- The annual maximum contribution is no longer the lesser of the maximum contribution OR the deductible of the HSA-compatible health plan. You can now contribute the maximum, even if your health insurance deductible is lower!
- The annual maximum contribution can be made no matter what month of the year you start your Health Savings Account (certain rules apply).

For more information, visit the US Department of the Treasury website at www.treas.gov and click on "Health Savings Accounts."

Important note: *ASA offers HSA-compatible PPO health insurance plans; it does not offer or administer actual health savings accounts. ASA does not offer financial advice. The information listed is not intended to be construed as financial advice. Consult your financial institution or financial advisor for complete details on Health Savings Accounts and how they may benefit your specific financial situation.*

Online Tools to Keep You Informed, Healthy & Save You Money

Health insurance members whose coverage is provided through **Excellus BlueCross BlueShield** have power at their fingertips. Information is just a few clicks away!

Blue On Demand from Excellus BlueCross BlueShield, gives you 24/7 access to the care, knowledge, resources and support you need to save money and live healthier. Experience it now at go.excellusbcs.com/mylife.

Important resources available to you via the internet include the following:

6,000+ Health Topics

Healthwise® is your online health encyclopedia. Learn more about diabetes, heart disease and thousands of other health topics. Find out what tests, medications and specialists you might need.

Save on Prescription Drugs

See if there is a lower cost prescription drug for a medication you are taking or learn other great ways to save money on your medications.

Find a Doctor or Specialist

You'll never have to worry about your insurance coverage regardless of where you live or travel, across the country or around the world. The BlueCard®



Program goes with you. Visit go.excellusbcs.com and click "Find a Doctor" (you can also call 800-810-BLUE to find a participating doctor or hospital).

Health Risk Assessment

Family history, diet, fitness and lifestyle all have an impact on your health both today and in the long term. By understanding how your day-to-day habits affect health, you can begin to take the necessary steps to reduce your risks of developing future chronic conditions such as diabetes and heart disease. Our Health Risk Assessment is the first step. Visit go.excellusbcs.com/mylife and Click on "Living Healthy Programs" to take the first step toward developing a healthier lifestyle. *Your responses to this survey will not be shared with your employer and will in no way impact your health insurance premium.*



INSURANCE ADVISOR

Published quarterly by Agri-Services Agency
P.O. Box 4910, Syracuse, NY 13221-4910

For more information,
call 800.654.8840
or visit www.Agri-ServicesAgency.com

Online Tools Offered by Aetna

Aetna members also have powerful tools at their fingertips. Aetna Navigator™ is a members-only website that offers personal benefits and claims information. It also allows a member to

find a doctor, estimate the cost of care and much more.

Watch for more information in upcoming issues of the *ASA Insurance Advisor*.

Preparing for Your Workers' Compensation Premium Audit

It's that time of year again when the State Workers' Compensation Department requires us to complete an audit on your expiring policy. These audits are completed shortly after your policy expires to ensure timely reporting and processing of your information to the state.

Audits are necessary because the rating of your policy is based on your payroll, which varies depending upon your needs. Often-times, adjustments are made to the initial premium charged which reflects any changes in payroll policy year.

ASA partners with Charles E. Hock Associates, Inc. who, through a Premium Auditor, will contact you to make an appointment to obtain your updated payroll information.

We hope the following information will be helpful as you prepare for your workers' compensation audit.

WHAT IS AN AUDIT?

It is a report of the findings from an examination of your operation, records and books of account to determine the actual insurance exposures for the coverages provided.

HOW IS THE AUDIT CONDUCTED?

Depending on the size of your operation, the audit can be a physical (on-site), telephone or voluntary (mail in) audit.

WHEN IS AN AUDIT NECESSARY?

An audit is necessary after the expiration of a policy which has a variable premium base such as payroll. It is very important to have the audit completed as soon as possible after the expiration of your policy.

WHY IS AN AUDIT NECESSARY?

An audit is necessary to determine the correct exposure or premium base for the insurance coverage afforded. If necessary, an adjustment will be made to the premium

that was estimated when your policy was issued.

WHAT RECORDS WILL BE NEEDED?

The Premium Auditor will examine and audit all of your records that relate to your Workers' Compensation coverage. Records to be reviewed may include one or more of the following: Payroll Books, Cash Disbursement Journal, General Ledgers, Quarterly Payroll Tax returns, Income Tax Returns. Other records may be reviewed as necessary. The auditor will advise what records will be needed for your particular audit when contacting you for an appointment.

REMUNERATION

The basis of premium for your Workers' Compensation coverage is remuneration, which means money (payroll) or substitutes for money, and includes: bonuses; vacation pay; wages; commissions; payment for piece work; profit sharing plans; value of lodging and board; sick pay; holiday pay; overtime; tool allowance; statutory payments; store certificates; other money substitutes.

OVERTIME

In most states (Pa. and Del. excluded), the amount paid in excess of straight time can be deducted if the excess can be verified in your records. If your overtime shown is at time and a half, then one-third of the overtime can be deducted. If overtime is shown at double time, then one-half of the overtime can be deducted. You must maintain detailed records to show overtime pay separately by employee and in summary by classification of work in order to make overtime deductions.

SUBCONTRACTORS

If you hire subcontractors, you need to obtain a certificate of insurance detailing the subcontractors' Workers' Compensation

coverage. The dates of coverage must coincide with your policy dates. If you do not provide proof of coverage, you may be charged for those uninsured subcontractors. It is best to obtain a certificate at the time you hire the subcontractor. Trying to obtain a certificate after the fact can often be difficult, and if not obtained, can lead to an additional premium charge being applied to your premium.

RECORD KEEPING

A number of payroll services are available, as well as a variety of software programs you can purchase to handle your payroll needs. Many businesses develop their own program, while some companies choose a manual record-keeping system. Keep in mind your insurance requirements when setting up payroll systems. Properly doing so can expedite the audit and give you maximum credits that may benefit your audit. Ask your Premium Auditor if there is anything you can do to more effectively expedite the audit and ensure you are getting proper credits.

For agricultural operations, family members may or may not be included in your Worker's Compensation coverage. Rules vary by state, so consult your agent if you have any questions.

If you provide housing to an employee, there will be a monetary value added to the audit depending on the type of housing provided.

If you have any questions regarding your Workers' Compensation coverage, please contact your agent or our **Customer Service Center at 1-800-654-8840**.

The above audit information was provided to ASA by Charles "Chip" Hock of Charles E. Hock Associates. For questions on the audit process, please contact Chip at 1-800-232-2342 ext 205 or by e-mail: chiph@c-hock.com.

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Agri-Services Agency
ASA 

Questions about billing?

Questions about a claim?

Questions about other products?



Call the Service Center
800-654-8840