

IDENTIFYING THE ROI OF SAFETY

THE COST OF INJURIES VS SAFETY PROGRAMS

WHAT WE KNOW

THE AVERAGE

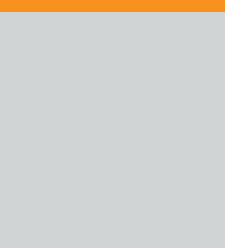
CONTRACTOR HAS



10 EMPLOYEES

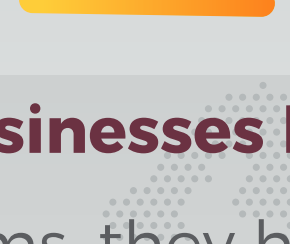


Close-knit relationships with staff



High risks when accidents happen (i.e. loss of resources, diminishing morale, etc.)

WHY INJURIES HAPPEN

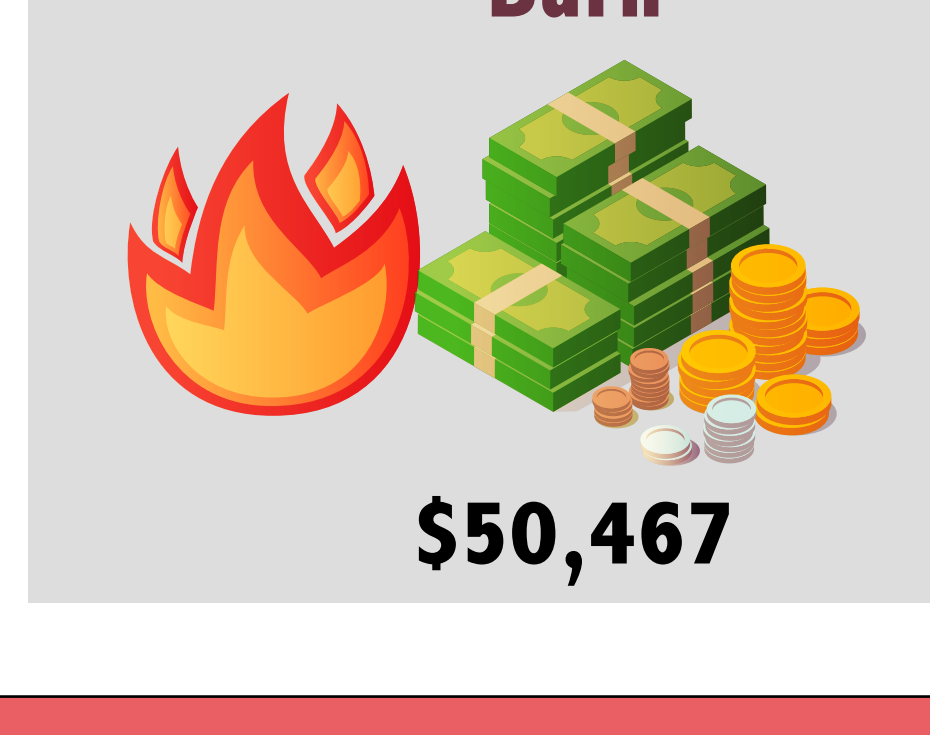
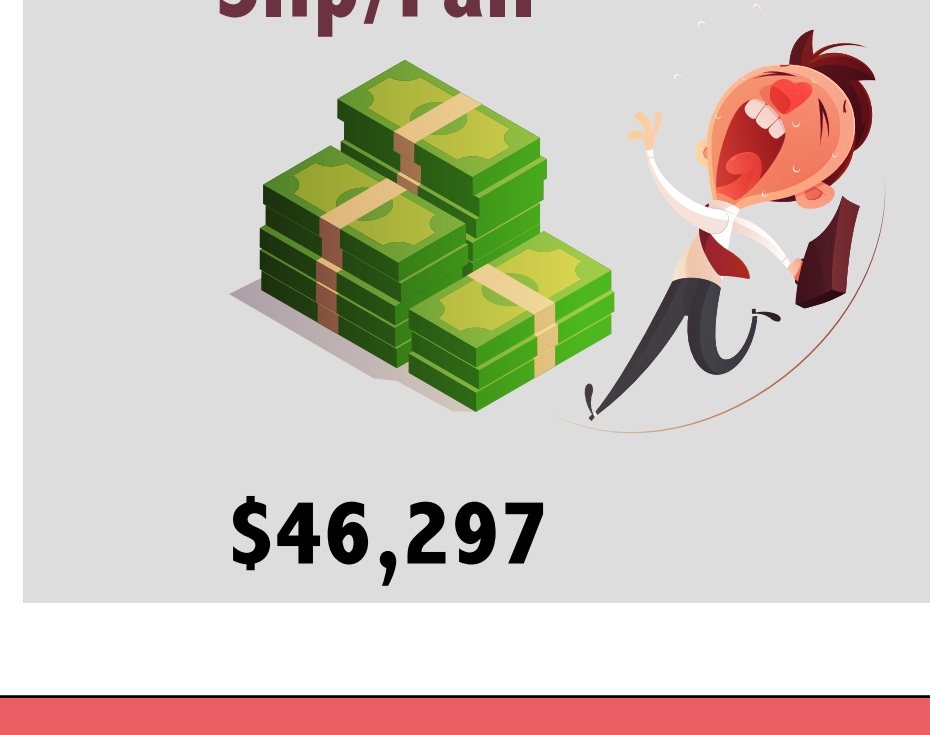


National Statistics show small businesses have higher injury rates because:

They have smaller teams, they have less data to inform possible risks and they can fail to see risks until it's too late



AVERAGE COST OF AN INJURY:

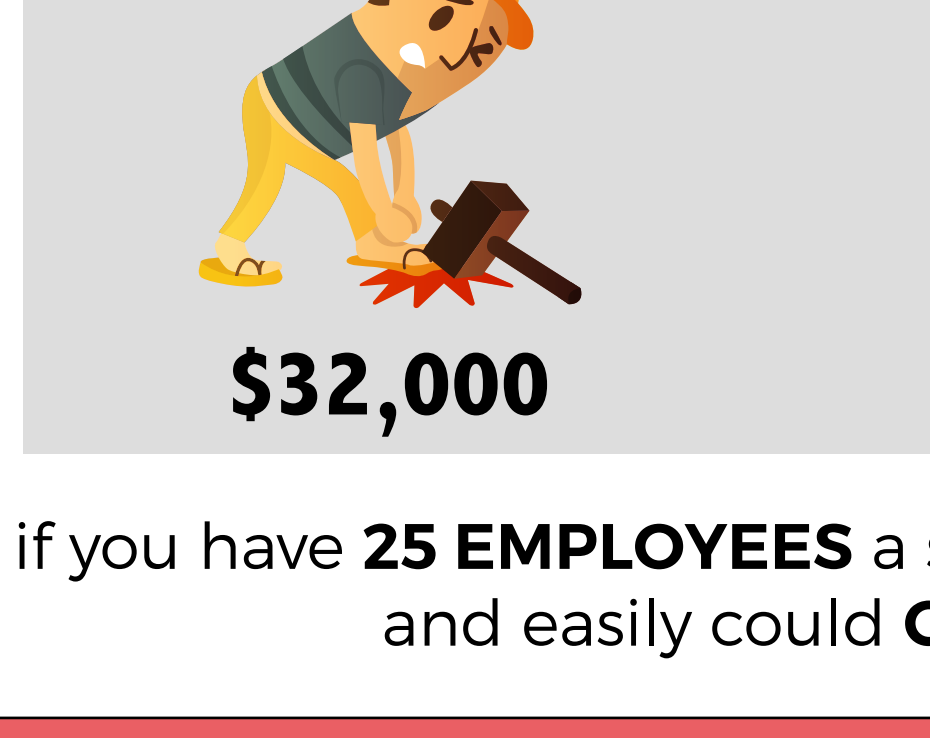


(National Safety Council 2018 Injury Facts)



(2016-2018 National Safety Council safety statistics)

COST OF ONE MEDICALLY CONSULTED INJURY



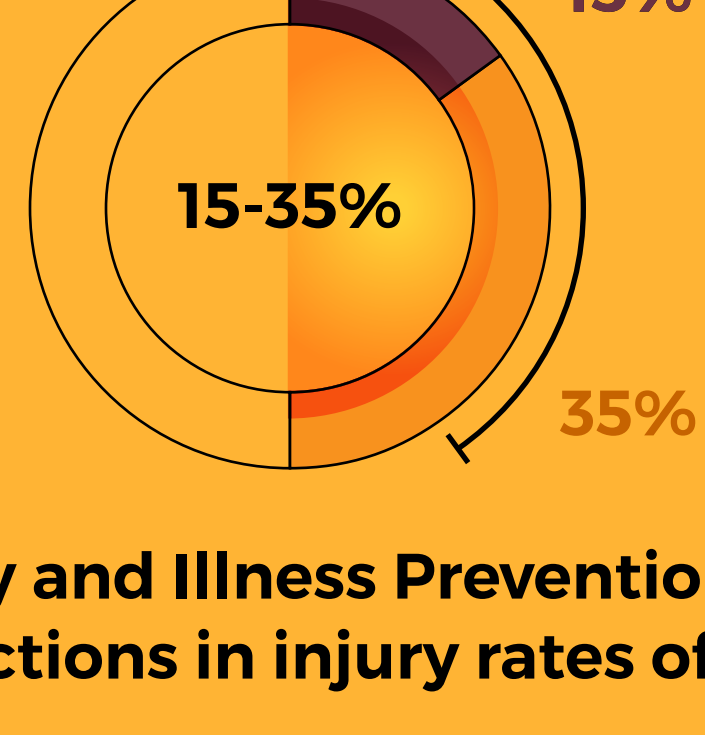
So, if you have **25 EMPLOYEES** a single injury could cost at **LEAST \$25,000**, and easily could **COST 3-4X MORE** than that

(all costs, lost wages, medical, employer costs)

If you want to check out some ways to calculate your likely costs, try the OSHA calculator:

<https://bit.ly/1kfY0is>

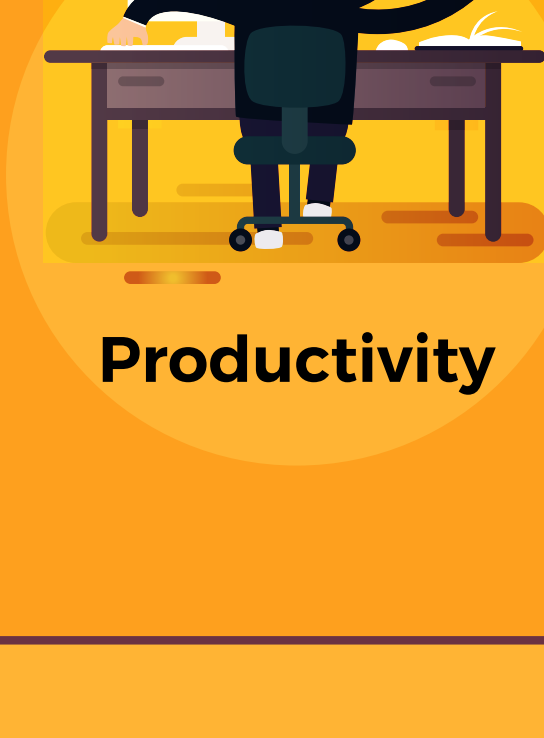
THE ROI OF SAFETY



A strong Injury and Illness Prevention Program yields reductions in injury rates of 15-35%

(Source: American Society of Safety Professionals)

Various studies have shown that companies with strong health and safety programs have **INCREASED**:



Productivity



Quality

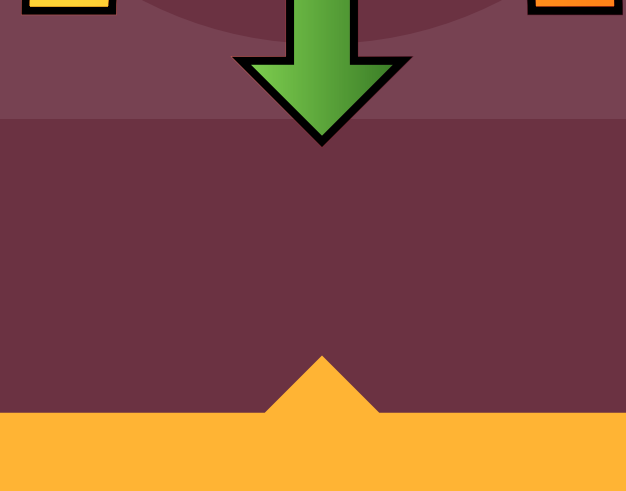


Employee Engagement

THE OSHA VOLUNTARY PROTECTION PLAN

BEST-IN-CLASS APPROACH TO HEALTH AND SAFETY

Shows that VPP sites have an injury rate lower than the **NATIONAL AVERAGE**



Past studies have shown the direct/indirect related injury costs for contractors in utilities, industrial and commercial construction CAN BE AS MUCH AS 6.5% OF PROJECT COSTS.

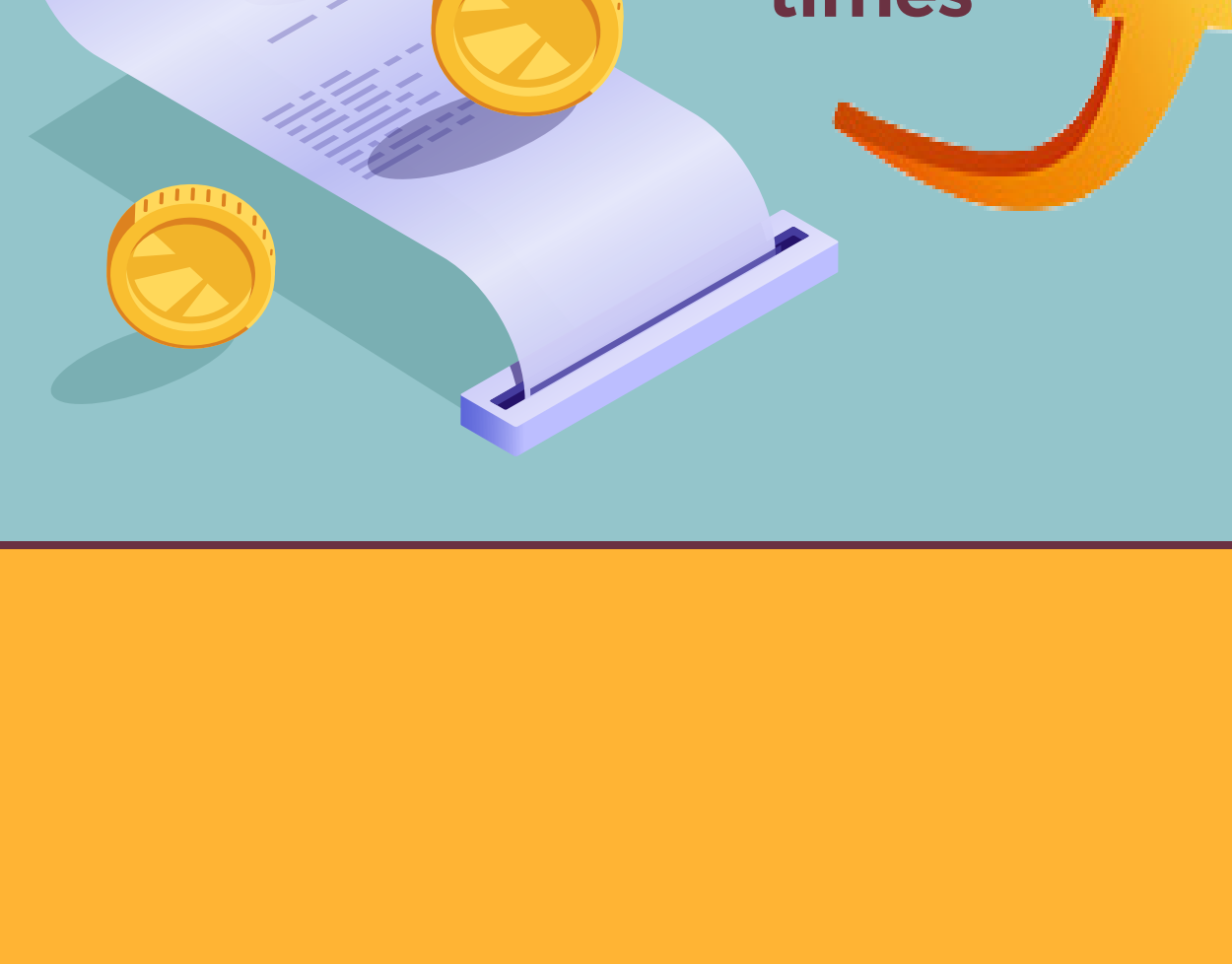
EMR RATES VARY NATIONALLY FROM 0.5 to 2.0

For any contractor, that can mean:



Imagine the difference this can make when you are bidding for a project!

And these are direct costs. As we saw earlier, the indirect costs of an accident can be up to 4-6 times higher than direct costs.



SAFETY PAYS

- ☒ You win more work
- ☒ You have lower costs
- ☒ Your business is better
- ☒ Your employees are happier, and SAFER
- ☒ You win!

Sources

<http://bit.ly/2VSWIW8>
<http://bit.ly/2XUKYi4>
<http://bit.ly/2HuTGxJ>
<http://bit.ly/2UxuN8v>
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