

An Excel version of this survey is available at www.profitplanninggroup.com/survey/nalp18.xls.

- **Complete then send this form to Profit Planning Group** by FAX to 303.444.9245 or by email to surveys@profitplanninggroup.com or mail to 1790 38th Street, Suite 204, Boulder, CO 80301
- **Your data are confidentially managed by Profit Planning Group**
Your data are never released to NALP or any other firm. Reports only present aggregated results.
- **It is better to estimate than leave a blank.**
A blank is **not** a zero. Enter a zero if an answer is zero. Leave blanks only if an estimate can't be provided.
- Send questions to surveys@profitplanninggroup.com.

Report Recipient (reports will be distributed only to this individual)

Name/Title (only one) _____

Company Name _____

Mailing Address _____

City/State/ZIP Code _____

Telephone (_____) _____ Fax (_____) _____

Email Address (only one) _____

Is your company a member of the National Association of Landscape Professionals (NALP)?Yes No

Is your company a member of NALP's Safe Company Program?Yes No

Which category provides the highest percentage of annual company revenue? (check one)

- Design/Build/Installation
- Landscape Management
- Lawn Care
- Interior Plantscaping
- Irrigation/Water Management
- Tree Care

Which customer group provides the highest percentage of annual company revenue? (check one)

- Residential
- Commercial

What percentage of annual revenue is derived from snow service? (report zero for none)..... _____ %

How many licensed cars and trucks does the company operate? (report zero for none)..... _____ #

What is the company's Experience Modification Rate (EMR)? (your insurer can provide this figure)..... _____

The following figures should match those reported on OSHA Form 300A

What was the average number of employees in 2017?..... _____ #

How many total hours did all employees work in 2017?..... _____ hrs

Does your company conduct regular tailgate safety training with crews?Yes No

If yes...

- Do sessions last half an hour or less?Yes No
- Are sessions conducted in all languages?Yes No
- Are visuals used?.....Yes No
- Is training hands-on/interactive?.....Yes No

Loss Ratio (report the last three FULL policy years)

Note! Your insurer should provide this information to you.

	Dollar Claims And Resources Paid (Full Year)	Annual Premium
2017		
Workers' Compensation		
Automobile		
Inland Marine		
General Liability		
Total		

	Dollar Claims And Resources Paid (Full Year)	Annual Premium
2016		
Workers' Compensation		
Automobile		
Inland Marine		
General Liability		
Total		

	Dollar Claims And Resources Paid (Full Year)	Annual Premium
2015		
Workers' Compensation		
Automobile		
Inland Marine		
General Liability		
Total		

Thanks for participating