

Workers'-comp firm expands new division

USA-TPA hopes to double client base in coming year

By Kevin Tampone

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CICERO — New York Compensation Managers, Inc. (NYCM), an 11-year-old Cicero company that provides self-insured, workers'-compensation trusts to industry groups, is expanding its division that provides a similar product to individual businesses and governments.

NYCM started the new division USA-TPA, Inc. about a year ago. It now has five clients. Christopher R. Mason, NYCM's chief operating officer, says he expects the company to add five to 10 USA-TPA clients in the next year.

NYCM also will add 10 to 15 employees company-wide in the next year. About half of those will be for USA-TPA. The division currently has 15 people.

The company provides alternatives to traditional workers'-compensation insurance products. For the trust products, groups of businesses in similar industries pay premiums into the trusts. NYCM administers the trusts, which are used to pay claims should they arise, and handles all aspects of processing and administering claims.

With USA-TPA, individual clients cover their own compensation claims and pay the company to do the claims processing and administration.

The option often appeals to municipalities for budgeting purposes, says Mason. Four of USA-TPA's five clients are governments, including Lewis County, Wayne County, Livingston County, and the City of Watertown. The fifth client is a defunct mining company, that still has outstanding workers'-comp claims.

"They know what they're going to pay," Mason says. "It gives them direct control over their workers' compensation claims."



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Christopher Mason, chief operating officer of NYCM, speaking at a ribbon-cutting ceremony. The Cicero-based firm, which provides self-insured, workers'-compensation trusts to industry groups, is expanding the division that provides a similar product to individual businesses and government agencies.

The expanding division was part of the reason the company constructed a \$1 million, 10,000-square-foot addition to its existing 6,200-square-foot office at 6250 South Bay Road in Cicero.

The Chrisssey Architecture Group in Syracuse and Unlimited Tri-D Enterprises in West Monroe designed and built the new addition, which opened last month.

The company will use the old space, currently undergoing renovations, for training and to house USA-TPA. Work on the old offices should be completed in the next few months, according to the company.

Since 2003, NYCM has increased its total work force from 38 to 70. The cramped conditions in the company's old building were another reason for the addition. □

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