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Department of Administration

DATE: July 5, 2000

TO: Senator Leonard Price, Chair, Government Operations Budget Division
Representative Philip Krinkie, Chair, State Government Finance CommitteeFROM: David Fisher SUBJECT: **Internal Service Fund Rates for F.Y. 2001**

A summary of internal service fund rates for FY 2001 is provided in the attached information, as required by Minnesota statute. Attachments include:

- A summary of percentage rate increases for all Department of Administration internal service funds
- Six year rate comparisons for each of the twelve internal service funds

Detailed information, including complete rate packages and customer notification transmittals, has also been provided to Kevin Lundeen and Helen Roberts.

As you know, internal service funds are generated from charges made by the Department of Administration to other agencies, based on pre-approved rates, to cover the cost of services rendered those agencies. We provide only those services that represent a better value, in terms of quality and price, than agencies can obtain from other sources. Our objective, simply put, is to save taxpayer dollars.

The rates have been reviewed carefully within the Department of Administration, and have been reviewed by the Department of Finance. In each case, internal service fund rates were compared to prices offered by other providers. In each case, our internal service fund rates continue to represent superior value to our agency customers.

Some highlights:

This year, for the first time, we have introduced three novel concepts for delivery of goods and services.

First, we have directed each division to hold all rate increases under a "cap" equal to 50 percent of the year-over-year increases in the demand for services rendered. Any rate increase in excess of this "cap" must be specifically justified, and related directly to necessary service improvements. In this way, we intend to focus on meeting customer demand and expectations, while at the same time continuously improving efficiency in performance.

Second, we have developed for one of our internal service funds a business plan, rather than the traditional finance-focused rate package. Our Travel Management Division is piloting this new approach, and the business plan is attached for your review. It includes all the same data as the rate package, but also provides the business context and environment within which financial decisions are made. Specifically, you will find:

- A description of the business, including its products and services;
- A competitive analysis;
- A presentation of management staff and background; and
- Financial data.

Third, as indicated in Travel Management's business plan, we are including customer service guarantees and a means to redress grievances for poor performance. We expect to meet our customers' needs, and will "pay," via discounts or free service, in the extent we fall short for some reason.

Overall, the average rate of increase for the twelve internal service funds is 2.35 percent.

Three funds maintained an overall flat rate for F.Y. 2001:

- InterTechnologies Group
- Central Stores
- Plant Mgmt – Repairs and Other Jobs

The largest percentage increase was for the Management Analysis Division, which raised their hourly rate for consulting services from \$85.00 to \$95.00, still well below market rates.

Risk Management rates are increasing by an average of 6.78 percent. Risk Management has instituted a loss control program with Travel Management to better control their auto physical damage losses.

Travel Management rates are increasing by an average of 4.66 percent. This increase is driven by higher maintenance and fuel costs. A fuel surcharge will be put into place if gasoline prices remain above the \$1.46/gallon assumed in the rate package.

We are very interested in any feedback you may have regarding the rate packages, and the three new initiatives outlined above. I am available should you have any questions or comments regarding the rates for F.Y. 2001.

cc: Kevin Lundeen
Helen Roberts
Robyn Rupp, Finance
Lorna Smith, Finance
Judy Plante, Admin
Kath Ouska, Admin

Kent Allin, Admin
Jack Yarbrough, Admin
Larry Freund, Admin
Dan Oehmke, Admin
Kirsten Cecil, Admin

Minnesota Department of Administration
Internal Service Fund Rate Adjustments for FY 2001

The following information represents the overall rate adjustment in each of the agencies Internal Service Fund operations. These rates were reviewed extensively by the leadership of Admin, and were approved by the Department of Finance pursuant to Minnesota Statutes 16A.126.

Risk Management - Auto Liability	6.78%
Material Management - Surplus Services	0.29%
- Central Stores	0.00%
Travel Management	4.66%
Communications Media – PrintComm	0.20%
- MailComm	0.90%
- State Register	0.00%
- DocuComm	3.00%
InterTechnologies Group	0.00%
Plant Management – Materials Transfer	0.41%
- Repairs & Other Jobs	0.00%
Management Analysis	12.00%

Minnesota Department of Administration - InterTechnologies Group

Six Year Rate Comparison

Major Rate Categories

05/24/00

Rate Category	Units	FY96	FY97	FY97 Midyear	FY98	FY99	FY99 Midyear	FY00	FY01	% Change FY00/FY01	% Change FY96/FY01
Server Processing:											
Central Processing	1000 CPU Service Units	0.0828	0.0607	0.0828	0.0828	0.0732	0.0645	0.0530	0.0520	-2%	-37%
Storage:											
Disk	Megabyte Days	0.0109	0.0109	0.0109	0.0109	0.0074	0.0074	0.0065	0.0055	-15%	-50%
Tape Storage	Cartridge Days	0.1350	0.1196	0.1196	0.1196	0.1196	0.1196	0.1100	0.1100	0%	-19%
Print:											
Print Local	Feet	N/A	N/A	N/A	N/A	0.0830	0.0830	0.0870	0.1050	21%	N/A
Print Remote	1000 Lines	0.1800	0.1800	0.1800	0.2900	0.3000	0.3000	0.3000	0.3000	0%	67%
OLTP:											
CICS Resources	Processing Resources	0.1196	0.0876	0.1196	0.1196	0.1090	0.0945	0.0777	0.0683	-12%	-43%
Timesharing Connect	Hours	0.6500	0.5000	0.5000	0.5000	0.5000	0.5000	0.5000	0.5000	0%	-23%
Other:											
Data Entry	Hours	23.0000	23.0000	23.0000	25.0000	25.0000	25.0000	25.0000	25.0000	0%	9%
Electronic Mail	Subscription	8.5000	9.5000	9.5000	9.5000	9.5000	9.5000	9.5000	9.5000	0%	12%
Voice Services:											
Domestic Calls:											
WATS - dedicated	Minutes	\$0.10	\$0.10	\$0.10	\$0.10	\$0.096	\$0.096	\$0.085	\$0.085	0%	-15%
9+1	Minutes	\$0.13	\$0.13	\$0.15	\$0.18	\$0.190	\$0.190	\$0.190	\$0.190	0%	46%
800 Service - dedicated	Minutes	\$0.140	\$0.140	\$0.140	\$0.135	\$0.130	\$0.130	\$0.096	\$0.096	0%	-31%
Centrex - Full Service	Stations	\$14.500	\$13.750	\$13.750	\$13.9500	\$14.0000	\$14.0000	\$14.1000	\$14.2000	1%	-2%
Voice Mail	Subscription	7.5000	7.5000	7.5000	8.0000	8.0000	8.0000	6.8500	6.8500	0%	-9%
Data & Video Services:											
Device Connect	Devices	13.0000	12.0000	12.0000	12.0000	12.6000	12.6000	12.8500	12.8500	0%	-1%
Private Line	Cost +	18%	21%	21%	21%	25%	25%	25%	25%	0%	39%
Local Access:											
Access Circuit:											
	Cost +	3%	3%	3%	3%	0%	0%	0%	0%	0%	-100%
	Flat : DS0,56kb	\$10	\$10	\$10	\$10	\$35	\$35	\$35	\$35	0%	250%
	Flat : T-1,1544kb	\$80	\$80	\$80	\$80	\$135	\$135	\$135	\$135	0%	69%
Channel Service Unit	CSU	\$50	\$50	\$50	\$45	\$50	\$50	\$50	\$50	0%	0%
DSU	DSU	\$35	\$35	\$35	\$30	\$31	\$31	\$31	\$31	0%	-11%
Gupta Gateway	Gateway	\$460	\$460	\$460	\$460	\$460	\$460	\$460	\$460	0%	0%
Router Service:											
Token Ring	Port	\$270	\$290	\$290	\$250	\$255	\$255	\$255	\$255	0%	-6%
Ethernet	Port	\$240	\$260	\$260	\$220	\$225	\$225	\$225	\$215	-4%	-10%
Serial	Port	\$240	\$135	\$135	\$130	\$135	\$135	\$130	\$130	0%	-46%
Customer Owned w/Support	Port	\$135	\$165	\$165	\$160	\$165	\$165	\$165	\$165	0%	22%
Backbone Network:											
Backbone Connection:											
Data & Video:											

Minnesota Department of Administration
Plant Management Division
Rates Per Hour

Repair and Other Jobs

Six Year Rate Comparison

Fiscal Year 2001

	FY96	FY97	FY98	FY99	FY00	FY01
Repair and Other Jobs (Straight time)	\$32.00	\$30.20	\$30.20	\$33.75	\$37.15	\$ 37.15
Repair and Other Jobs (Overtime rate)	\$40.00	\$36.25	\$36.25	\$40.50	\$ 44.60	\$ 44.60

Materials Transfer - Six Year Rate Comparison

Fiscal Year 2001

	FY 96	FY 97	FY 98	FY 99	FY 00	FY 01
Mover Crew - Regular	\$29.30	\$32.80	\$38.00	\$39.60	\$39.60	\$39.60
Mover Crew - Overtime	35.15	39.40	45.60	47.50	47.50	47.50
Central Mail - Regular	24.30	26.30	34.60	35.60	36.00	36.00
Stores/PrintComm/RRO	26.75	29.85	35.40	37.20	37.70	38.20
Equipment Rental Labor	17.85	17.85	Incl in Movers	Incl in Movers	Incl in Movers	Incl in Movers
Chair Rental	0.50	0.50	0.25	0.25	0.25	0.25
Table Rental	4.50	4.50	2.25	2.25	2.25	2.25
Podium w/small P.A.	30.00	35.00	15.00	15.00	15.00	15.00
Expanded P.A.	200.00	210.00	100.00	100.00	100.00	100.00
Backdrop	100.00	100.00	35.00	35.00	35.00	35.00
Risers	20.00	25.00	10.00	10.00	10.00	10.00
Coat Rack	5.00	5.00	2.00	2.00	2.00	2.00
Easel	5.00	5.00	2.00	2.00	2.00	2.00
Power Cord - Indoor	25.00	25.00	10.00	10.00	10.00	10.00
Power Cord - Outdoor	50.00	50.00	25.00	25.00	25.00	25.00
VCR/TV - First Day	35.00	35.00	15.00	15.00	15.00	15.00
VCR/TV - Additional Days	15.00	15.00	5.00	5.00	5.00	5.00

SIX-YEAR RATE COMPARISON

for FISCAL YEAR 2001 RATE PACKAGE

	FISCAL YEAR						% CHANGE
	96	97	98	99	00	01	FYS 00 - 01
Hourly consulting rate	\$78	\$78	\$80	\$85	\$85	\$95	12 %

RATE COMPARISON OF OTHER HOURLY CONSULTING FEES

FIRM	RATE
Policy Studies, Inc.	\$180 and \$222/hour
Harley Training & Consulting, Inc.	\$165/hour
Hobbs and Law, Inc.	\$300/hour
Mary Upgren	\$120/hour
Deloitte & Touche	\$110 - \$150/hour for consultants only; principal and managers are \$200 - \$325/hour; \$183 for auditing contracts
Minnesota Department of Employee Relations, Training and Development Resource Center	\$115/hour

NOTE: Rate comparison with private consulting firms is challenging to some extent, because many firms use lump sum package price quotes, not hourly rates.

SIX-YEAR RATE COMPARISON

Table 15 indicates the daily rental and mileage rates for the daily rental program.

Table 15. 6-year rate comparison for daily vehicles

CLASS	RATE	FY95	FY96	FY97	FY98	FY99	FY00	FY01	% CHG
Subcompact	Fixed	\$ 8.50	\$ 8.50	\$ 8.50	\$ 10.50	14.00	13.00	13.00	0.00%
	Variable	0.080	0.080	0.050	0.050	.06	.06	.07	16.67%
Compact	Fixed	11.50	10.75	10.75	13.00	15.00	14.00	14.00	0.00%
	Variable	0.065	0.060	0.050	0.050	.07	.07	.07	0.00%
Intermediate	Fixed	13.00	13.00	13.50	15.00	16.00	16.00	16.00	0.00%
	Variable	0.055	0.065	0.060	0.060	.08	.07	.09	28.57%
Wagon	Fixed	16.00	11.50	12.50	15.00	16.00	15.00	15.00	0.00%
	Variable	0.065	0.065	0.060	0.065	.08	.07	.09	28.57%
Station Wagon	Fixed	7.00	6.50	6.50	N/A	N/A	N/A	N/A	
	Variable	0.080	0.070	0.090	N/A	N/A	N/A	N/A	
Mini-Van	Fixed	16.00	16.50	16.50	17.50	16.00	17.00	18.00	5.88%
	Variable	0.060	0.060	0.070	0.070	.09	.10	.11	10.00%
Van	Fixed	13.00	12.75	12.50	14.00	17.00	19.00	19.00	0.00%
	Variable	0.100	0.100	0.100	0.100	.15	.14	.15	7.14%
Passenger Van	Fixed	15.00	15.00	15.50	17.50	17.00	23.00	25.00	8.70%
	Variable	0.130	0.100	0.110	0.110	.15	.18	.20	11.11%
Special Equipment	Fixed								
Passenger Van	Variable								
Full Size	Fixed		15.50	14.00	17.00	20.00	21.00	22.00	4.76%
	Variable		0.100	0.080	0.080	.10	.10	.11	7.14%
Police Package	Fixed								
	Variable								
Jeep	Fixed								
	Variable								
Pickup 431	Fixed	10.00	10.75	11.00	15.00				0.00%
	Variable	0.090	0.100	0.100	0.100				0.00%
Pickup 531	Fixed								
	Variable								
Pickup 631	Fixed								
	Variable								
Pickup 731	Fixed								
	Variable								
Pickup 931	Fixed								
	Variable								
CarryAll	Fixed	14.00	14.25	14.50	18.00	18.00	25.00	26.00	4.00%
	Variable	0.100	0.100	0.100	0.100	.16	.19	.20	5.26%
Shop		32.00	32.00	32.00	32.00	32.00	32.00	32.00	0%
Car Wash		3.00	3.00	3.00	3.00	3.00	3.00	3.00	0%
Parts-Markup		34%	25%	25%	25%	.25%	.25%	.25%	0%
Fuel-Markup		0.10	0.10	0.10	0.10	.10	.10	.10	0%

MINNESOTA DEPARTMENT OF ADMINISTRATION
MATERIALS MANAGEMENT DIVISION - SURPLUS SERVICES
SIX YEAR RATE COMPARISON
FOR FY01 RATE PACKAGE

EXHIBIT D

	FY96	FY97	FY98	FY99	FY00	FY01	CHANGE FY00/01
Materials Storage (inside) Fee	\$ 4.95*	\$ 5.50*	\$ 5.50*	\$ 5.50*	\$ 5.50*	\$ 5.50*	\$.00
Vehicle Storage (outside) Fee	\$25.00~	\$25.00~	\$25.00~	\$25.00~	\$25.00~	\$25.00~	\$.00
Forklift and Operator Fee	\$23.15^	\$23.15^	\$23.15^	\$28.00 ^	\$28.00^	\$28.00^	\$.00
Truck and Operator Fee	\$31.36^	\$31.36^	\$31.36^	\$35.00^	\$35.00^	\$35.25^	\$.25
Warehouseperson Fee	\$14.94^	\$14.94^	\$14.94^	\$15.00^	\$15.00^	\$21.00^	\$6.00
Warehouse Supervisor Fee	\$19.84^	\$20.34^	\$20.34^	\$25.00^	\$25.00^	\$27.25^	\$2.25

* Annual Sq Ft Cost

^ Hourly

~Vehicle Monthly

Six-year rate history

<u>Cost Center</u>	<u>FY96</u>	<u>FY97</u>	<u>FY98</u>	<u>FY99</u>	<u>FY00</u>	<u>FY01</u>	<u>FY00 to FY01</u> <u>Change</u>
1. Shipping/Handling	38.0%	38.0%	38.0%	38.0%	38.0%	38.0%	--0--
2. Overloads	12.0%	12.0%	12.0%	12.0%	12.0%	12.0% #1	--0--
3. Creative Services	60.00	61.80	61.80	61.80	61.80	65.00	3.20 5.2%
4. Film Processing	62.00	62.00	62.00	64.00	64.00	65.00	1.00 1.6%
5. Platemaking	62.00	62.00	62.00	64.00	64.00	65.00	1.00 1.6%
6. Duplicating Presses	54.00	54.00	54.00	54.00	54.00	54.00	--0--
7. Apollo Web	64.00	64.00	64.00	64.00	64.00	64.00	--0--
8. Heidelberg 2-color Press	92.50	92.50	92.50	92.50	95.00	95.00	--0--
9. Heidelberg 4-color Press	-na-	-na-	-na-	-na-	-na-	170.00 #2	New rate
10. Copy Center	.030	.0308	.0308	.0308	.0308	.0308 #3	--0--
11. Cutters	40.00	40.00	40.00	40.00	45.00	45.00	--0--
12. Folders	55.00	55.00	55.00	55.00	55.00	55.00	--0--
13. Collators	40.00	40.00	40.00	75.00	75.00	75.00 #4	--0--
14. Small Bindery	35.50	35.50	35.50	35.50	35.50	35.50	--0--
15. Sickenger Punch	125.00	125.00	125.00	125.00	125.00	125.00	--0--
16. Handwork Operations	35.50	35.50	35.50	35.50	35.50	35.50	--0--
Overall change							<u>0.2%</u>

Notes:

#1. This is the effective rate, not the actual rate.

#2. The Heidelberg 4-color Press rate is a new rate for FY01.

#3. In FY92, the Copy Center charge was changed from an hourly rate to an average cost per impression charge (known as the "click" charge). Copy Center price lists are derived from this rate.

#4. In FY99, new collating equipment was purchased which is providing increased capacity and capabilities, producing more books per hour than the old collators and increasing revenues in other cost centers.

Final Note:

New products or services which are referenced in this package as possible offerings for FY01 may fall into existing rate categories, such as those utilizing an hourly rate as a billable unit. Otherwise, as necessary, the operation will submit a request for a new rate when the offerings are defined.

Six-year rate history

<u>Service*</u>	<u>FY96</u>	<u>FY97</u>	<u>FY98</u>	<u>FY99</u>	<u>FY00</u>	<u>FY01</u>	<u>Change</u>
Computer labels							
First 1,000	\$29.50	\$30.00	\$32.00	\$35.00	\$40.00	\$40.00	--0--
Additional 1000s**	\$1.40	\$1.50	\$1.60	\$1.70	\$18.00	\$18.00	--0--
Bulking	\$0.025	\$0.035	\$0.035	\$0.035	\$0.035	\$0.035	--0--
Stacking/labeling							
First 1,000	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	--0--
Each add'l piece	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	--0--
Pre-sort--3 digit	\$0.0075	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	--0--
Pre-sort--5 digit	\$0.015	\$0.015	\$0.015	\$0.015	\$0.015	\$0.015	--0--
Payroll warrants	\$1.77	\$3.60	\$4.60	\$5.00	\$6.00	\$8.00	\$2.00
Other warrants	\$1.77	\$2.70	\$3.70	\$4.00	\$5.00	\$6.00	\$1.00
Inserting							
1 insert							
First 1000	\$20.20	\$20.50	\$21.50	\$22.50	\$23.50	\$23.50	--0--
Additional 1000s	\$15.20	\$15.50	\$16.00	\$17.00	\$17.50	\$17.50	--0--
2 inserts							
First 1000	\$24.20	\$24.50	\$25.50	\$26.50	\$27.50	\$27.50	--0--
Additional 1000s	\$16.20	\$16.50	\$17.00	\$18.00	\$18.50	\$18.50	--0--
3 inserts							
First 1000	\$28.20	\$28.50	\$29.50	\$30.50	\$31.50	\$31.50	--0--
Additional 1000s	\$17.00	\$17.50	\$18.00	\$19.00	\$19.50	\$19.50	--0--
4 inserts							
First 1000	\$32.20	\$32.50	\$33.50	\$34.50	\$35.50	\$35.50	--0--
Additional 1000s	\$18.20	\$18.50	\$19.00	\$20.00	\$20.50	\$20.50	--0--
5 inserts							
First 1000	\$36.20	\$36.50	\$37.50	\$38.50	\$39.50	\$39.50	--0--
Additional 1000s	\$19.20	\$19.50	\$20.00	\$21.00	\$21.50	\$21.50	--0--
6 inserts							
First 1000	\$40.20	\$40.50	\$41.50	\$42.50	\$43.50	\$43.50	--0--
Additional 1000s	\$20.20	\$20.50	\$21.00	\$22.00	\$22.50	\$22.50	--0--
Sorting and Bar-coding							
Scheduled runs	-na-	-na-	-na-	\$0.019/piece	\$0.019/piece	\$0.019/piece	--0--
Small runs	-na-	-na-	-na-	\$0.041/piece	\$0.041/piece	\$0.041/piece	--0--
Surcharge on postage	-na-	-na-	-na-	-na-	\$0.0225	\$0.0225	--0--

* Most vendors charge a minimum of \$350 for addressing and inserting.

** Effective with the FY00 rate package, this has now been changed from 100s to 1000s.

Six-year rate history

	<u>FY96</u>	<u>FY97</u>	<u>FY98</u>	<u>FY99</u>	<u>FY00</u>	<u>FY01</u>	<u>Change</u>
Annual subscription (Monday edition only via mail)	\$150	\$150	\$160	\$160	\$160	\$160	\$0
Annual subscription (<i>Contracts</i> <i>Supplement</i> via mail)	\$125	\$125	\$135	\$135	\$135	\$135	\$0
Annual subscription (<i>Contracts</i> <i>Supplement</i> via fax)	\$140	\$140	\$150	\$150	\$150	\$150	\$0
Trial subscription* (13 weeks)	\$60	\$60	\$65	\$65	\$65	\$65	\$0
Billable page rate	\$80	\$80	\$84	\$115	\$115	\$115	\$0

* Trial subscribers receive the Monday edition of the *State Register* as well as the *Contracts Supplement* (published Tuesdays and Fridays) by mail.

RATES FY01

6 YEAR RATE COMPARISON

<u>COST CENTER</u>	<u>FY96</u>	<u>FY97</u>	<u>F97CONV</u>	<u>FY98</u>	<u>FY99</u>	<u>FY00</u>	<u>FY01</u>	<u>CHANGE</u> <u>FY00/01</u>	<u>CHANGE</u> <u>FY00/01</u>
16mm images	44.75	47.00	0.04	0.039	0.043	0.039	0.043	0.004	10.3%
35mm images	60.00	60.00	0.60	0.52	0.60	0.600	0.600	0.000	0.0%
Supplies sold	50%	50%	50%	50%	50%	50%	50%	0.000	0.0%
Processonly	7.25	7.50	8.46	8.90	10.10	10.100	10.100	0.000	0.0%
Process 35mm	8.25	8.25 blended to 16mm images rate							
Jacket load	44.75	46.10	1.41	1.50	1.35	1.350	1.350	0.000	0.0%
Jacket title	44.75	46.10 blended to jacket load rate							
Cart load	7.00	7.00 blended with 16mm dupe rate							
Dupe 35mm	5.50	6.00 blended with 16mm dupe rate							
Dupe thin (215')	10.50	10.75 blended with 16mm dupe rate							
Dupe 16mm (100')	7.50	7.25	12.33	13.00	14.00	13.070	13.070	0.000	0.0%
Dupe fiche	0.24	0.24	0.25	0.30	0.30	0.300	0.300	0.000	0.0%
Paper prints	1.10	1.15	2.69	2.80	3.00	3.000	3.000	0.000	0.0%
Data Entry (clerical)	44.35	47.00	47.00	50.00	20.00	20.000	25.000	5.000	25.0%
Doc prep (clerical)	44.35	47.00	47.00	50.00	25.00	20.000	25.000	5.000	25.0%
Handling (clerical)	44.35	47.00	47.00	50.00	20.00	20.000	25.000	5.000	25.0%
Film Disposal	110.00	110.00	4.40	4.40	5.00	5.000	5.000	0.000	0.0%
Aperture Cards	0.31	0.34	0.57	0.60	1.00	0.750	0.750	0.000	0.0%
Storage per Box/Month	0.50	0.50	0.50	0.45	0.45	0.450	0.450	0.000	0.0%
Retrievals	1.65	1.65	1.65	2.30	3.00	2.750	3.000	0.250	9.1%
Box Intake			new svc	1.25	1.50	1.500	2.000	0.500	33.3%
Scanning source			new svc	0.08	0.12	0.118	0.118	0.000	0.0%
COM orig			new svc	0.69	0.70	0.700	0.730	0.030	4.3%
COM dupe			new svc	0.07	0.07	0.070	0.080	0.010	14.3%
COM programming				new svc	75.00	75.00	75.00	0.000	0.0%

* FY97 CONV column shows the conversion from hourly charges to charge by production unit. The conversion is shown here for purposes of comparison.

MINNESOTA DEPARTMENT OF ADMINISTRATION
DIVISION OF RISK MANAGEMENT
6 YEAR RATE COMPARISON
FOR FISCAL YEAR 2001 RATE PACKAGE

Cost Center	FY 96	FY 97	FY 98	FY 99	FY00	FY01	Change FY01/FY00
Automobile Liability (per vehicle)	\$201	\$207	\$208	\$195	\$177	\$189	6.50%
Automobile Physical Damage (per \$100 of insurance)							
\$500 Deductible	\$0.50	\$0.55	\$0.65	\$1.01	\$0.96	\$0.96	0.00%
\$1,000 Deductible			\$0.55	\$0.94	\$0.90	\$0.90	0.00%
General Liability (O.L.T. - per 1000 square feet)	Varies	Varies	\$50	\$50	\$50	\$40	-20.00%
All Other (rating basis varies)	Varies	Varies	Varies	Varies	Varies	Varies	Varies
Property (Including Boiler & Crime) (per \$100 of insurance)							
\$1,000 Deductible	\$0.1000	\$0.1000	\$0.1000	\$0.1000	\$0.1000	\$0.1000	0.00%
\$2,500 Deductible	\$0.0650	\$0.0650	\$0.0650	\$0.0650	\$0.0650	\$0.0650	0.00%
\$5,000 Deductible	\$0.0550	\$0.0550	\$0.0550	\$0.0550	\$0.0550	\$0.0550	0.00%
\$10,000 Deductible	\$0.0500	\$0.0500	\$0.0500	\$0.0500	\$0.0500	\$0.0500	0.00%
\$25,000 Deductible	\$0.0375	\$0.0375	\$0.0375	\$0.0375	\$0.0375	\$0.0375	0.00%
\$50,000 Deductible	*	*	*	\$0.0300	\$0.0300	\$0.0300	0.00%
\$100,000 Deductible	\$0.0230	\$0.0250	\$0.0250	\$0.0250	\$0.0250	\$0.0250	0.00%
Inland Marine (per \$100 of insurance)	*						
Computer Equipment							
\$1,000 Deductible		\$0.25	\$0.25	\$0.25	\$0.25	\$0.25	0.00%
\$500 Deductible		\$0.30	\$0.30	\$0.30	\$0.30	\$0.30	0.00%
\$250 Deductible		\$0.50	\$0.50	\$0.50	\$0.50	\$0.50	0.00%
\$100 Deductible		\$0.75	\$0.75	\$0.75	\$0.75	\$0.75	0.00%
Fine Arts							
\$1,000 Deductible		\$1.30 Exhibits	\$1.30 Exhibits	\$1.30 Exhibits	\$1.30 Exhibits	\$1.30 Exhibits	1.30 Exhibits
\$500 Deductible		\$0.65 Owned	\$0.65 Owned	\$0.65 Owned	\$0.65 Owned	\$0.65 Owned	\$0.65 Owned
		\$1.75 Exhibits	\$1.75 Exhibits	\$1.75 Exhibits	\$1.75 Exhibits	\$1.75 Exhibits	1.75 Exhibits
Contractors' Equipment							
\$2,500 Deductible		\$0.25	\$0.25	\$0.25	\$0.25	\$0.25	0.00%
Musical Instruments							
\$1,000 Deductible		\$0.50	\$0.50	\$0.50	\$0.50	\$0.50	0.00%
\$500 Deductible		\$0.65	\$0.65	\$0.65	\$0.65	\$0.65	0.00%
Scoreboards							
\$1,000 Deductible		\$0.50	\$0.50	\$0.50	\$0.50	\$0.50	0.00%
\$500 Deductible		\$0.65	\$0.65	\$0.65	\$0.65	\$0.65	0.00%
Cameras/ATV							
\$1,000 Deductible		\$0.30	\$0.30	\$0.30	\$0.30	\$0.30	0.00%
\$500 Deductible		\$0.40	\$0.40	\$0.40	\$0.40	\$0.40	0.00%
Radio & TV Towers							
\$1,000 Deductible		\$0.90	\$0.90	\$0.90	\$0.90	\$0.90	0.00%
Miscellaneous Equipment							
\$1,000 Deductible		\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	0.00%
\$500 Deductible		\$0.25	\$0.25	\$0.25	\$0.25	\$0.25	0.00%
Garagekeepers (Average Premium)	\$1,034	\$827	\$827	\$827	\$827	\$827	\$827

Minnesota Department of Administration
Materials Management Division - Central Stores
Percentage Mark-up Rates

**CENTRAL STORES
SIX YEAR RATE COMPARISON
FY01 RATE PACKAGE**

							CHANGE
	FY96	FY97	FY98	FY99	FY00	FY01	FY00/FY01
CENTRAL STORES	27.5	27.5	27.5	29.5	28.5	28.5	(0)
S&T MARGIN ON SALES	5	5	6.6	15	21	21	(0)

Note: The Central Stores changes that occur in some fiscal years are an increase/decrease of percent from cost, while any S&T changes are measurements of increased/decreased margin revenues based on sales.