Old Language	New Language	Explanation of Proposed Changes	Impact
WHAT *WE* DO NOT COVER ***We*** do not cover ***Ordinary Payroll Expense***. The following clause replaces the Contribution Clause Percentage in form SF-40. Contribution Clause Percentage _____% (80, 90 or 100%) **CONTRIBUTION CLAUSE PERCENTAGE** ***We*** will not be liable for a greater portion of any loss than the limit of insurance bears to the amount produced in the following formula: ***Your*** Gross Earnings (that would have been earned if no loss had occurred during the 12 months immediately following the date of damage or destruction of the described property) (x) multiplied by the Contribution Clause Percentage. This amount will be less the same percentage of ***Ordinary Payroll Expense*** for that portion of the 12 month period. **DEFINITION**-The following definition applies to this policy: ***Ordinary Payroll Expense***-means the entire payroll expense for all of ***your*** employees except officers, executives, department managers, employees under contract and other important employees.	This endorsement modifies coverage provided by form SF-40 ***Loss Of Income*** coverage. **WHAT *WE* PAY FOR** Section 1. under What ***We*** Pay For in form SF-40 is amended to read as follows: 1. ***Loss of income*** will be determined using: a. Net income meaning net profit or loss that would have been earned or incurred before income taxes. For manufacturing risks, net income includes the net sales value of production; b. All other necessary operating expenses incurred during the ***period of restoration*** in order to continue ***your business***; and c. Any relevant and reliable sources of information applicable to ***your business***. **WHAT *WE* DO NOT PAY FOR** The following has been added to What ***We*** Do Not Pay For in form SF-40: ***We*** do not pay for: 1. Payroll expense.	1. Removed option to change Contribution Clause requirement (now Coinsurance) on the SF-40. Determined wasn't needed because Coinsurance could just be changed on the SF-40. 2. Provided a revised calculation of Loss of Income to remove reference to payroll. Old form did not have payroll in the Gross Earnings calculation. 3. Definitions - Ordinary Payroll Expense removed but since this is an exclusionary form, there is no effect on coverage.	1. Clarification 2. Clarification 3. Clarification