# **Benefit Offering Renewal Summary**

Line of Coverage	Annual Expense	Renewal Impact
Medical/Rx	\$5,326,955	3.7% increase over total expected costs, premium equivalents reflect an overall plan increase of 6.00% based on the number of enrollments and plan selection. Individual plan premium increases may differ slightly based on enrollments.
Dental	\$319,459	-1.54% overall premium decrease, 3.9% administrative fee increase.
Vision	\$39,434	Rate guarantee until 1/1/2018
Life and AD&D	\$67,454	Rate requires adding voluntary life program with minimum 15% employee participation. Otherwise 14.43% increase \$77,187.95
FSA	\$3,000	2 <sup>nd</sup> year of rate guarantee, 4.90 pppm, 45-50 participants
Short-Term Disability	\$6,500	Rate guarantee to 1/1/2018, claims expense based on utilization.
Virgin Health Miles	\$33,000	Expense projects average enrollment of 125 and 20% increase in rewards.
CHC Wellness	\$40,300	\$130 per screening expect 310 participants (\$5 increase per screening, however pricing below market of \$145)
Horton Retainer	\$50,000	quarterly payments of \$12,500
EAP	\$19,500	no change
Crisis Response	\$30,000	no change in pricing however new vendor

Attached is a summary of the renewal for each benefit offered. Actual budgeted amounts will be adjusted to reflect the number of participants including village and library staff as well as retirees.

# The Horton Group's Marketing Spreadsheet

Prepared for: Village of Orland Park

September 2016

Presented By: Michael E. Wojcik mike.wojcik@thehortongroup.com Phone: 708-845-3126 / Cell: 708-650-1557



# Village of Orland Park January 1, 2017

The following Medical markets were approached:						
Carrier Status						
Blue Cross & Blue Shield	Incumbent					
AIG	Declined					
Guardian	Declined					
Optum	Quoted					
Swiss Re	Quoted					
United Healthcare	Declined					

The following Dental markets were approached:					
Carrier Status					
Delta Dental	Incumbent				
Guardian	Not Received				
Lincoln	Declined				
MetLife	Quoted				
Principal	Declined				
Standard	Received				

The following Life / STD markets were approached:					
Carrier Status					
Dearborn National	Incumbent				
Guardian	Not Received				
Lincoln	Declined				
MetLife	Quoted				
Principal	Declined				
Standard	Received				

The following Vision markets were approached:				
<u>Carrier</u> <u>Status</u>				
EyeMed	Incumbent			

#### Presented by: Michael Wojcik

	CURRENT	RENEWAL	RENEWAL	OPTION 1	OPTION 2
Contract Specifics	BCBS % Chang	e BCBS % Change	BCBS % Change	BCBS % Change	BCBS % Change
· · · ·	BCBS	BCBS	BCBS	OPTUM	SWISS RE
Reinsurance/Health Carrier	всвз	всвз	всвз	OPTOW	3W135 RE
Specific Deductible	\$100,000	\$100,000	\$100.000	\$100,000	\$100.000
Specific Contract	24/12	24/12	24/12	24/12	24/12
Specific Coverage	Medical & Rx	Medical & Rx	Medical & Rx	Medical & Rx	Medical & Rx
Aggregate Contract	24/12	24/12	24/12	24/12	24/12
Aggregate Coverage	Medical & Rx	Medical & Rx	Medical & Rx	Medical & Rx	Medical & Rx
Annual Maximum	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Lifetime Maximum	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Aggregate Run-In-Limit	N/A	N/A	N/A		\$951,272
Employee Census					
PPO Employees	183	183	183	183	183
HMO Employees	113	113	113	113	113
Total	296	296	296	296	296
Fixed Costs					
PPO Administration	\$60.16 183	\$61.14 183	\$60.16 183	\$60.16 183	\$60.16 183
HMO Administration	\$60.16 113	\$61.14 113	\$60.16 113	\$60.16 113	\$60.16 113
Rx Rebate	(\$20.05)	(\$24.04)	(\$24.04)	(\$24.04)	(\$24.04)
Monthly Admin Costs	\$11,872.56	\$10,981.60 -7.5%	\$10,691.52 -9.9%	\$10,691.52 -9.9%	\$10,691.52 -9.9%
PPO Specific Premium	\$128.50 183	\$143.43 183	\$136.26 183	\$117.18 183	\$131.49 183
HMO Specific Premium	\$57.39 113	\$66.76 113	\$63.42 113	\$117.18 113	\$131.49 113
Monthly Specific Costs	\$30.000.57	\$33,791.57 12.6%	\$32,102.04 7.0%	\$34,685.28 15.6%	\$38,921.04 29.7%
Subtotal Monthly Costs (Admin + Spec)	\$41,873.13	\$44,773.17 6.9%	\$42,793.56 2.2%	\$45,376.80 8.4%	\$49,612.56 18.5%
Annual Access Fee	2.51%	2.51%	2.51%	2.51%	2.51%
Monthly Aggregate Premium Rate	2.51%	2.51%	2.31%	2.51%	2.51%
Annual Aggregate Premium	\$19,986.00	\$20,432.00 2.2%	\$20,614.00 3.1%	\$16,090.56 -19.5%	\$27,172.80 36.0%
Annual Aggregate i Ternium	\$13,300.00	ψ20,432.00 2.276	\$20,014.00 5.178	\$10,030.30	\$27,172.00 50.076
Annual Administration Fee	n/a	n/a	n/a	n/a	n/a
Grand Total Annual Fixed Costs	\$522,463.56	\$557,710.04 6.7%	\$534,136.72 2.2%	\$560,612.16 7.3%	\$622,523.52 19.2%
Capitation Fees					
HMO Cap Fee (Single)	\$188.69 42	\$198.85 42	\$198.85 42	\$198.85 42	\$198.85 42
HMO Cap Fee (Family)	\$582.54 71	\$589.28 71	\$589.28 71	\$589.28 71	\$589.28 71
HMO Managed Care Fee	\$9.66 113	\$10.77 113	\$10.77 113	\$10.77 113	\$10.77 113
Total Monthly Capitation Costs	\$50,376.90	\$51,407.59	\$51,407.59	\$51,407.59	\$51,407.59
Total Annual Capitation Costs	\$604,522.80	\$616,891.08	\$616,891.08	\$616,891.08	\$616,891.08
Aggregate Liability	120% Corridor	120% Corridor	120% Corridor	125% Corridor	125% Corridor
PPO Aggregate Factor	\$1,672.53 183	\$1,727.51 183	\$1,727.51 183	\$1,370.81 183	\$1,515.15 183
HMO Aggregate Factor	\$571.47 113	\$679.48 113	\$679.48 113	\$1,370.81 113	\$1,515.15 113
Total Monthly Aggregate Liability:	\$370,649.10	\$392,915.57	\$392,915.57	\$405,759.76	\$448,484.40
Total Annual Aggregate Liability:	\$4,447,789.20	\$4,714,986.84 6.0%	\$4,714,986.84 6.0%	\$4,869,117.12 9.5%	\$5,381,812.80 21.0%
ACA Reserve/Premium Stabilization Fund	\$273,044.56	\$273,044.56	\$245,188.00	\$273,044.56	\$273,044.56
PPACA Tax Stabilization Fund	\$29,035.62	\$1,740.34	\$1,740.34	\$1,740.34	\$1,740.34
Additional Laser Liability	N/A	N/A	N/A	TBD	TBD
Maximum Plan Exposure	\$5,876,855.74	\$6,164,372.86 4.9%	\$6,112,942.98 4.0%	\$6,321,405.26 7.6%	\$6,896,012.30 17.3%
Expected Plan Exposure	\$5,135,409.28	\$5,378,384.55 4.7%	\$5,326,954.67 3.7%	\$5,347,581.84 4.1%	\$5,819,649.74 13.3%
Optum and Swiss Re guotes are subject to fir					

Optum and Swiss Re quotes are subject to final underwriting. Lasers may be required. Rates and factors may be adjusted.

# VILLAGE OF ORLAND PARK Health Benefit Review January 1, 2017

### Presented by: Michael Wojcik

Carriers:	CURRENT BCBS				
Type of Plan	HMOI	GOLD	SILVER	HDHP	HDHP
In Network Benefits				OPPSA	Non-Union, IBEW, MAP, AFSCME, DCC, Library
Individual Deductible Family Deductible Co-Insurance Medical Individual Out of Pocket Includes Ded Rx Individual Out of Pocket Medical Family Out of Pocket	\$0 \$0 100% \$1,500 \$3,000 \$3,000	\$200 \$600 90% \$500 \$3,000 \$1,500	\$1,000 \$3,000 80% \$1,500 \$3,000 \$4,500	\$2,600 \$5,200 100% \$5,950 Included in Medical \$11,900	\$3,250 \$6,500 100% \$5,950 Included in Medical \$11,900
Includes Ded Rx Family Out of Pocket	\$6,000	\$6,000	\$6,000	Included in Medical After Ded,	Included in Medical After Ded,
Emergency Room Co-pay Hospital Co-pay Rx Co-pay Rx Mail Order Physician Office Visit Co-pay Specialist Office Visit Co-pay Preventative Services Lifetime Maximum	\$150 N/A \$10/15/25 \$10/15/25 \$0 \$0 100% Unlimited	\$150 100% after Ded \$10/15/25 \$10/15/25 90% after Ded 90% after Ded 100% Unlimited	\$150 80% after Ded \$10/30/50 2 x Retail \$20 \$40 100% Unlimited	\$150 Co-pay 100% after Ded After Ded, \$0/20/40 After Ded, \$0/20/40 100% after Ded 100% after Ded 100% Unlimited	\$150 Co-pay 100% after Ded After Ded, \$0/20/40 After Ded, \$0/20/40 100% after Ded 100% after Ded 100% Unlimited
Out of Network Benefits Individual Deductible Family Deductible Co-Insurance Individual Out of Pocket Includes Ded		\$200 \$600 80% \$5,000	\$1,000 \$3,000 60% \$11,000	\$5,000 \$10,000 80% \$10,000	\$5,000 \$10,000 80% \$10,000
Family Out of Pocket Includes Ded		\$15,000	\$33,000	\$20,000	\$20,000
Emergency Co-pay		\$150	\$150	After Ded, \$150 Co-pay	After Ded, \$150 Co-pay
Hospital Co-pay		80% after Ded	\$300 Co-pay, then Ded and 60% Co-Insurance	80% after Ded	80% after Ded
Physician Office Visit Services Preventative Services Lifetime Maximum		80% after Ded 80% after Ded Unlimited	60% after Ded 60% after Ded Unlimited	80% after Ded 80% after Ded Unlimited	80% after Ded 80% after Ded Unlimited

#### Village of Orland Park Dental Review January 1, 2017



NORION	4 Tier	<u>EE</u> 86	EE + Spouse 82	<u>EE + C</u> 20	<u>Fam</u> 136	<u>Total</u> 324
Benefits Presented by: Mike Wojcik						

Benefits Presented by: Mike Wojcik		Delta Dental Corrected		
		Rates 9/26/16		
	CURRENT	RENEWAL	OPTION 1	OPTION 2
Carriers:	Delta Dental	Delta Dental	MetLife	Standard
Type of Plan	PPO	PPO	Fully Insured	PPO
			PPO	
In Network Benefits				
Individual Deductible	\$25	\$25	\$25	\$25
Family Deductible	\$75	\$75	\$75	\$75
Preventative Co-Insurance	100%	100%	100%	100%
Deductible Waived on Preventative Basic Co-Insurance	Yes 100%	Yes 100%	Yes 100%	Yes 100%
Major Co-Insurance	80%	80%	80%	80%
Orthodontia Co-Insurance	50%	50%	50%	50%
Deductible Waived on Ortho	Yes	Yes	Yes	Yes
Endodontics Co-Insurance	100%	100%	100%	100%
Periodontics Co-Insurance	100%	100%	100%	100%
Surgical Periodontics Co-Insurance	100%	100%	100%	100%
Annual Maximum	\$1,500	\$1,500	\$1,500	\$1,500
Orthodontia Lifetime Maximum	\$1,200	\$1,200	\$1,200	\$1,250
Out of Network Benefits			R&C 90TH Pecentile	90TH U & C
Individual Deductible	\$50	\$50	\$50	\$50
Family Deductible	\$50 \$150	\$50 \$150	\$50 \$150	\$50 \$150
Preventative Co-Insurance	100%	100%	100%	100%
Deductible Waived on Preventative	Yes	Yes	Yes	Yes
Basic Co-Insurance	100%	100%	100%	100%
Major Co-Insurance	80%	80%	80%	80%
Orthodontia Co-Insurance	50%	50%	50%	50%
Deductible Waived on Ortho	Yes	Yes	Yes	Yes
Endodontics Co-Insurance	100%	100%	100%	100%
Periodontics Co-Insurance	100%	100%	100%	100%
Surgical Periodontics Co-Insurance	100%	100%	100%	100%
Annual Maximum	\$1,000	\$1,000	\$1,000	\$1,000
Orthodontia Lifetime Maximum	\$1,000	\$1,000	\$1,000	\$1,250
Dental Funding Factors (Includes Admin Fee)			Fully Insured Rates	
Employee	\$35.01	\$34.47	\$25.45	\$31.73
Employee + Spouse	\$70.01	\$68.94	\$52.56	\$58.85
Employee + Children	\$86.69	\$85.36	\$57.44	\$71.78
Family	\$121.70	\$119.83	\$91.03	\$98.92
Monthly Funding (Estimated Claim Liab)	\$27.036.68	\$26.621.58	\$20.027.50	\$22.443.20
Annual Funding (Estimated Claim Liab)	\$324,440.16	\$319.458.96	\$240,330.00	\$269,318.40
Percentage Change from Current	<i>vo_</i> ,	-1.54%	-25.92%	-16.99%
Monthly Fixed Costs	\$4.10	\$4.26	Estimated Run Out	\$4.59
Annual Fixed Costs	\$15,940.80	\$16,562.88	Claims	\$17,845.92
Percentage Change from Current	÷,	3.90%	\$31,224.00	11.95%
Administration Rate Guarantee		Until 12/31/17	Total 2017 Cost \$271,554.00	Until 12/31/18
			Rate Guarantee	
		Actual ASO Cost Last 12	1 Yr with 7% 2nd Yr	
		Months	Rate Cap	
		\$265,746		



#### Presented by: Mike Wojcik

Carriers:	CURRENT DEARBORN	RENEWAL DEARBORN	ALTERNATE 1 DEARBORN	OPTION 1 METLIFE	OPTION 2 STANDARD
			Requires adding Voluntary Life program with minimum 15% employee participation.		
BENEFIT AMOUNT					
Class 1:	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000
Class 2:	2 X Salary to a max of \$150,000	2 X Salary to a max of \$150,000	2 X Salary to a max of \$150,000	2 X Salary to a max of \$150,000	2 X Salary to a max of \$150,000
Reduction Clauses					
% Benefit Amount Reduces to at Age 65					
% Benefit Amount Reduces to at Age 70	None	None	None	None	None
% Benefit Amount Reduces to at Age 75					
% Benefit Amount Reduces to at Age 80 Dependent Benefit Amount					
Spouse	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Child 14 days to 6 months	\$3,000	\$3.000	\$3.000	\$100	\$3,000
Child 6 months and older	\$3,000	\$3,000	\$3,000	\$4,000	\$3,000
Travel Evacuation	Included	Included	Included	Not Included	Not Included
<u>Volumes</u>					
Life/ADD Volume	\$40,557,000	\$40,557,000	\$40,557,000	\$40,557,000	\$40,557,000
Number of Dependent Units	235	235	235	235	235
Rates_					
Employee Life per \$1,000		\$0.130	\$0.110	\$0.130	\$0.155
Employee AD&D per \$1000	\$0.020	\$0.020	\$0.020	\$0.028	\$0.020
Combined Life/ADD Rate/\$1,000	\$0.130	\$0.150	\$0.130	\$0.158	\$0.175
Dependent Rate per Unit	\$1.370	\$1.370	\$1.370	\$1.310	\$1.310
Life/ADD Monthly Premium	5,272.41	6.083.55	5,272.41	6,408.01	7,097.48
Life/ADD Annual Premium	63,268.92	73,002.60	63,268.92	76,896.07	85,169.70
Dependent Life Monthly Premium	321.95	321.95	321.95	307.85	307.85
Dependent Life Annual Premium	<u>3,863.40</u>	<u>3,863.40</u>	<u>3,863.40</u>	<u>3,694.20</u>	<u>3,694.20</u>
Total Annual Premium	\$67,454.27	\$77,187.95	\$67,454.27	\$80,898.12	\$89,171.75
Percentage Change		14.43%	0.00%	19.93%	32.20%
Rate Guarantee	Until 12/31/2016	Until 12/31/2017	Until 12/31/2017	Until 12/31/2017	Until 12/31/2018

Class 1 - Elected Officials

Class 2 - All Other Employees

HORTON

Village of Orland Park Voluntary Life Options January 1, 2017

#### Benefits Presented by: Michael Wojcik

Corrier	Option 1 Dearborn
<u>Carrier</u>	Dearborn
Employee Benefit Amount	Increments of \$10K from minimum of \$10K to maximum \$150K.
<u>Spouse Benefit Amount</u>	Increments of \$5K from minimum of \$5K to maximum \$20K. Spouse coverage is limited to 50% of the employee amount.
Child Benefit Amount	Birth to 14 days: \$100 15 days to 6 months: \$1,000 6 months and later: \$5,000
Benefit Reduction Schedule % Benefit Reduces to at Age 65 % Benefit Reduces to at Age 70	65% 50%
Life Premium	\$1k/Mo/EE & SP Rates
15-24	\$0.070
25-29	\$0.070
30-34	\$0.090
35-39	\$0.120
40-44	\$0.200
45-49	\$0.290
50-54	\$0.500
55-59	\$0.850
60-64	\$1.340
65-69 70-74	\$2.100 \$2.250
70-74 75-79	\$3.350 \$5.920
75-79 80-84	\$5.920 \$5.920
85-89	\$5.920
90-94	\$5.920
95-99	\$5.920
AD&D	\$0.030
Child Rate/Unit/\$5k	\$1.00
Rate Guarantee	2 Years

# Village of Orland Park Short Term Disability Review - ASO January 1, 2017



<u>EE</u> 267

Presented by: Mike Wojcik	ASO	ATP	ASO	
	Current	Option 1	Option 2	
	Dearborn	MetLife	Standard	
Benefit: Elimination Period:	75% of Weekly Earnings	75% of Weekly Earnings	75% of Weekly Earnings	
	1 day Accident	1 day Accident	1 day Accident	
	8 days Illness	8 days Illness	8 days Illness	
	For Non Union, IBEW and IUOE Employees: 26 Weeks	For Non Union, IBEW and IUOE Employees: 26 Weeks	For Non Union, IBEW and IUOE Employees: 26 Weeks	
Duration	For AFSCME, MAP, OPPSA, or DCC Employees:	For AFSCME, MAP, OPPSA, or DCC Employees:	For AFSCME, MAP, OPPSA, or DCC Employees:	
	52 Weeks	52 Weeks	52 Weeks	
Rate/PEPM	\$1.92	\$5.24	\$4.75	
Total Monthly Premium	· · ·	\$1,399.08	\$1,268.25	
Total Annual Premium	\$6,151.68	\$16,788.96	\$15,219.00	
Percent Change				
Rate Guarantee	Until 8/1/18	Until 1/1/19	Until 1/1/18	

## Village of Orland Park Vision Rates/Benefits Review January 1, 2016

Insurance / Risk Advisory / Employee Benefits

	4 Tier
EE	89
EE + Sp	74
EE + C	<u>20</u>
Family	<u>134</u>
Total	317

#### Benefits Presented by: Mike Wojcik

	CURRENT	RENEWAL
Carriers:	EYEMED	EYEMED
	12/12/12	12/12/12
Copayment Exam	\$10	\$10
Copayment Materials	\$25	\$25
	(Select Plan)	(Select Plan)
In Network Benefits	· · · · · · · · · · · · · · · · · · ·	· · · · · · · · · · · · · · · · · · ·
Examination	Covered in Full*	Covered in Full*
Basic Lenses		
Single	Covered in Full*	Covered in Full*
Bifocal	Covered in Full*	Covered in Full*
Trifocal	Covered in Full*	Covered in Full*
Lenticular		Covered in Full*
	Covered up to \$130 Plan	Covered up to \$130 Plan
Frames	Allowance	Allowance
	Allowance	Allowance
	Prof Fees & Materials up to	Prof Fees & Materials up to
Elective Contact Lenses	\$130.00 ·	\$130.00
Necessary Contact Lenses	Covered in Full subject to	Covered in Full subject to
Neucosary contact Lenses	copayment	copayment
Out of Network Benefits		
Examination	Up to \$30.00	Up to \$30.00
Basic Lenses		
Single	Up to \$25.00	Up to \$25.00
Bifocal	Up to \$40.00	Up to \$40.00
Trifocal	Up to \$60.00	Up to \$60.00
Frames	Up to \$65.00	Up to \$65.00
Elective Contact Lenses	Up to \$104.00	Up to \$104.00
Necessary Contact Lenses	Up to \$200.00	Up to \$200.00
	•	• •
Medical Premium	4 Tier	4 Tier
Employee	\$4.95	\$4.95
EE + Sp	\$9.41	\$9.41
EE + C	\$9.91	\$9.91
Family	\$14.56	\$14.56
-		
Total Monthly Premium	\$3,286.13	\$3,286.13
Total Annual Premium	\$39,433.56	\$39,433.56
Percent Change from Current		0.00%
Rate Guarantee	Until 12/31/18	Until 12/31/18

\* After applicable copayment.