

City of Foley

2022 Stop Loss Renewal Options



Enrollment Assumptions	
EE	118
FAM	210
TOTAL	328

Stop Loss Carrier	SunLife		SunLife	Symetra
Stop Loss Quotes	Current	Renewal	Option	Option
Commissions	10%	10%	10%	10%
Specific Deductible	\$100,000	\$100,000	\$100,000	\$100,000
Aggregating Specific Deductible	\$50,000	\$50,000	\$50,000	\$50,000
Contract	PAID	PAID	PAID	24/12
Specific Stop Loss Rates				
EE	\$78.96	\$108.81	\$88.14	\$61.39
FAM	\$195.66	\$269.62	\$218.39	\$160.03
Composite	\$153.68	\$211.77	\$171.53	\$124.54
Premium Monthly	\$50,405.88	\$69,459.78	\$56,262.42	\$40,850.32
Premium Annually	\$604,871	\$833,517	\$675,149	\$490,204
% Diff from Current		38%	12%	-19%
\$ Diff from Current		\$19,054	\$5,857	-\$9,556
Aggregate Stop Loss Rates				
Composite	\$5.05	\$5.30	\$5.30	\$7.08
Premium Annually	\$19,877	\$20,861	\$20,861	\$27,867
Total Stop Loss Premium				
EE	\$84.01	\$114.11	\$93.44	\$68.47
FAM	\$200.71	\$274.92	\$223.69	\$167.11
Total Premium Annually	\$624,747	\$854,378	\$696,010	\$518,071
% Diff from Current		37%	11%	-17%
\$ Diff from Current		\$229,631	\$71,262	-\$106,677
% Diff from Renewal			-19%	-39%
\$ Diff from Renewal			-\$158,368	-\$336,307

Aggregate Factors				
EE	\$736.25	\$736.25	\$736.25	\$810.69
FAM	\$1,886.70	\$1,886.70	\$1,866.70	\$1,871.51
Minimum Aggregate Attachment Point	\$5,797,014	\$5,797,014	\$5,746,614	\$5,864,142
% Diff from Current		0%	-1%	1%
\$ Diff from Current		\$0	-\$50,400	\$67,128

COMMISSIONS				
Commissions	10%	10%	10%	10%
Commission Annually	\$62,475	\$85,437.82	\$69,601	\$51,807
Change in Commission		\$22,963	\$7,126	(\$10,668)

COMMISSIONS				
Total BCBS AL Administration	\$325,547	\$325,547	\$325,547	\$325,547
Total Stop Loss Premium Annually	\$624,747	\$854,378	\$696,010	\$518,071
Grand Total Estimated Costs	\$950,294	\$1,179,925	\$1,021,556	\$843,617
% Diff from Current		24.2%	7.5%	-11.2%
\$ Diff from Current		\$229,631	\$71,262	-\$106,677
% Diff from Renewal			-13%	-29%
\$ Diff from Renewal			-\$158,368	-\$336,307

NNL NNL \$375K Laser \$250K Laser
 50% rate cap 50% rate cap 50% rate cap 50% rate cap
 ex: 11/5/2021 ex: 11/5/2021 ex: 11/5/2021 ex: 11/10/21

The rates and benefits shown in this proposal are firm. Please refer to the carrier's certificate of coverage or policy for a complete description of benefits, exclusions, and limitations.

In the event of a discrepancy, the carrier's contract will always govern. Rates shown are not final until final underwriting is approved by carrier.

Enrollment Assumptions	
EE	118
FAM	210
TOTAL	328

Stop Loss Carrier	SunLife		Symetra
Stop Loss Quotes	Current	Option	Option
Commissions	10%	10%	10%
Specific Deductible	\$100,000	\$125,000	\$125,000
Aggregating Specific Deductible	\$50,000	\$50,000	\$0
Contract	PAID	PAID	24/12
Specific Stop Loss Rates			
EE	\$78.96	\$97.93	\$55.22
FAM	\$195.66	\$242.66	\$148.86
Composite	\$153.68	\$190.59	\$115.17
Premium Monthly	\$50,405.88	\$62,514.34	\$37,776.56
Premium Annually	\$604,871	\$750,172	\$453,319
% Diff from Current		24%	-25%
\$ Diff from Current		\$12,108	-\$12,629
Aggregate Stop Loss Rates			
Composite	\$5.05	\$5.30	\$8.48
Premium Annually	\$19,877	\$20,861	\$33,377
% Diff from Current		5%	68%
\$ Diff from Current		\$82	\$1,125
Total Stop Loss Premium			
EE	\$84.01	\$97.93	\$63.70
FAM	\$200.71	\$242.66	\$157.34
Total Premium Annually	\$624,747	\$750,172	\$486,696
% Diff from Current		20%	-22%
\$ Diff from Current		\$125,425	-\$138,051
% Diff from Renewal			-35%
\$ Diff from Renewal			-\$263,476

Aggregate Factors			
EE	\$736.25	\$771.82	\$821.21
FAM	\$1,866.70	\$1,902.27	\$1,895.50
Minimum Aggregate Attachment Point	\$5,746,614	\$5,886,618	\$5,939,493
% Diff from Current		2%	3%
\$ Diff from Current		\$140,004	\$192,879

COMMISSIONS			
Commissions	10%	10%	10%
Commission Annually	\$62,475	\$75,017.21	\$48,669.60
Change in Commission		\$12,542	(\$13,805)

COMMISSIONS			
Total BCBS AL Administration	\$311,377	\$319,131	\$319,131
Total Stop Loss Premium Annually	\$624,747	\$750,172	\$486,696
Grand Total Estimated Costs	\$2,119,498	\$2,253,960	\$2,039,153
% Diff from Current		6.3%	-3.8%
\$ Diff from Current		\$134,462	-\$80,345
% Diff from Renewal			-10%
\$ Diff from Renewal			-\$214,806

NNL	NNL	\$250K Laser
50% rate cap	50% rate cap	50% rate cap
	ex: 11/5/2021	ex: 11/10/21

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