REGIONS INSURANCE, INC.

Plan Year 2017
City of Foley
Self-Funded Administration Cost Analysis

	Carrier	Optum Current	Optum Renewal- Option 1	ABS	BCS
	Specific Stop Loss Deductible	$50,000	$50,000	$50,000	$50,000
	Contract Type	96/12	108/12	24/12	24/12
	Aggregate Specific Deductible	$50,000	$50,000	$50,000.00	$50,000.00
	Specific Premium				
112	Single	$58.56	$58.56	$49.92	69.30
180	Family	$146.41	$146.61	$134.21	$128.67
	Monthly Specific Premium	$32,912.52	$32,948.52	$29,748.84	$30,922.20
	Annual Specific Premium	$394,950.24	$395,382.24	$356,986.08	$371,066.40
	Aggregate Premium Per Employee Per Month	$4.74	$4.37	$4.57	$3.09
292	Annual Aggregate Premium	$16,608.96	$15,312.48	$16,013.28	$10,827.36
A.	Total Annual Fixed Costs	$411,559.20	$410,694.72	$372,999.36	$381,893.76
	Aggregate Factors				
112	Single	$459.26	$509.78	$482.26	$1,014.29
180	Family	$1,217.04	$1,350.91	$1,354.29	$1,014.29
292	Composite				
B.	Est. Aggregate Attachment Point (125%)	$3,246,051.84	$3,603,109.92	$3,573,423.84	$3,554,072.16
C.	Expected Claims (100%)	$2,596,841.47	$2,882,487.94	$2,858,739.07	$2,843,257.73
	Total Annualized Maximum Costs (A+B)	$3,657,611.04	$4,013,804.64	$3,946,423.20	$3,935,965.92
	Total Annualized Expected Costs (A+C)	$3,008,400.67	$3,293,182.66	$3,231,738.43	$3,225,151.49
			FIRM. NNLRC 55%.	NOT FIRM. NNLRC 50%. A nurse review is required prior to issuing a firm quote. A disclosure statement is needed to finalize underwriting.	FIRM. NNLRC 40%. The offer from BCS is roughly 8% below current, but is for a 24/12 basis and includes NNL with 40% rate cap. However, BCS applied two lasers. This offer is void after 11/7.