

**WOODBURY COUNTY BOARD OF SUPERVISORS AGENDA ITEM(S) REQUEST FORM**Date: 05/10/2018 Weekly Agenda Date: 05/15/2018**ELECTED OFFICIAL / DEPARTMENT HEAD / CITIZEN:** Melissa Thomas**WORDING FOR AGENDA ITEM:**

Action on the renewal of Woodbury County's Life Insurance with Lincoln Financial

**ACTION REQUIRED:**Approve Ordinance ☐Approve Resolution ☐Approve Motion ☒Public Hearing ☐Other: Informational ☐Attachments ☒**EXECUTIVE SUMMARY:**

Lincoln Financial, our current carrier, has guarantee our rates for Life, Accidental Death and Dismemberment, Optional Life, and Long Term Disability would remain the same for the next 2 fiscal years.

**BACKGROUND:**

Lincoln Financial has guaranteed the following monthly rates: Life=\$1,241.27, Optional Life = \$.25 per \$1000, AD&amp;D = \$195.59 and LTD = \$11,362.76

**FINANCIAL IMPACT:**

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**IF THERE IS A CONTRACT INVOLVED IN THE AGENDA ITEM, HAS THE CONTRACT BEEN SUBMITTED AT LEAST ONE WEEK PRIOR AND ANSWERED WITH A REVIEW BY THE COUNTY ATTORNEY'S OFFICE?**Yes ☐ No ☒**RECOMMENDATION:**

To pass the motion

**ACTION REQUIRED / PROPOSED MOTION:**

Motion to renew the Life, AD&amp;D, Optional Life, and LTD policy with Lincoln Financial

# Renewal Package Prepared For:

Woodbury County



Renewal Date: 07/01/2018

Products: Life  
Long Term Disability



## The company behind the numbers

### It's renewal time... and we'd like to thank you for your continued partnership with Lincoln Financial Group.

We view each policy renewal as an opportunity to again prove our worth and demonstrate the value of our wide selection of group insurance products and services. And when an employer chooses to continue their coverage with us, it's a vote of confidence that we take seriously — and never take for granted.

At Lincoln Financial, we deliver a full range of coverage, including term life and accidental death and dismemberment, short- and long-term disability, absence management, dental, vision, accident and critical illness. But our most important product is an intangible one; a promise of security and financial protection in times of illness or injury.

After all, the key difference between one carrier and another often isn't the product itself. It's the integrity and personal commitment a company shows toward its customers. We're building relationships, presenting real solutions and making our customers a commitment that we'll come through for them when they need it most.

### Focusing on our clients and communities

And we never lose sight of the most important goal — helping people get the service and support they need at important and sometimes difficult times in their lives. Last year, Lincoln Group Protection provided the financial protection that helped<sup>1</sup>:



The communities where we live and work are also an integral part of who we are as a company. Each year, thousands of hours of volunteer work and grants totaling close to \$10 million support programs in important areas of need such as education, human services, economic development and the arts.

We're making sure our customer-oriented approach continues to meet your expectations, by making strategic investments aimed at enhancing our digital capabilities and operating efficiencies so that we can be accessible when and where our customers need us.

We appreciate and look forward to our continued partnership. Please let us know if you have any questions.

<sup>1</sup> 2016 claims.



## Renewal Information

**Renewal prepared for: Woodbury County, WOODCOU on 01/03/2018**

Currently Woodbury County has the following in-force coverages:

Coverage	Policy Number	Anniversary Date
Life	000010154503 00000	07/01/2018
Long Term Disability	000010154504 00000	07/01/2018

The following coverages are renewing with renewal rates effective 07/01/2018:

Coverage/ Rate basis	Policy number	Billed lives <sup>1</sup>	Volume <sup>1</sup>	Current rate	Renewal rate	Current monthly premium <sup>1</sup>	Renewal monthly premium <sup>1</sup>	Monthly premium change	Next anniversary date
Life per \$1000 of benefit	000010154503 00000	329	6,533,000	\$0.190	\$0.190	\$1,241.27	\$1,241.27	\$0.00	07/01/2020
AD&D per \$1000 of benefit	000010154503 00000	329	6,533,000	\$0.030	\$0.030	\$195.99	\$195.99	\$0.00	07/01/2020
Optional Life per \$1000 of benefit	000010154503 00000	238	11,689,250	Age Band Shown Below	Age Band Shown Below	Based On Employee Demographics	Based On Employee Demographics	Based On Employee Demographics	07/01/2020
Long Term Disability per \$100 of salary	000010154504 00000	382	1,336,795	\$0.850	\$0.850	\$11,362.76	\$11,362.76	\$0.00	07/01/2020
<b>Renewal Premium</b>						\$12,800.02	\$12,800.02	\$0.00	

<sup>1</sup> Billed Lives, Volume and Premium change regularly as employees are hired, terminated or have a life event. The numbers in this letter are accurate as of the printing of this letter.

Optional Life 000010154503 00000		
Age band	Current rate	Renewal rate
0 - 24	\$0.250	\$0.250
25 - 29	\$0.250	\$0.250
30 - 34	\$0.250	\$0.250
35 - 39	\$0.250	\$0.250
40 - 44	\$0.250	\$0.250
45 - 49	\$0.250	\$0.250
50 - 54	\$0.250	\$0.250
55 - 59	\$0.250	\$0.250
60 - 64	\$0.250	\$0.250

## Renewal Information

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65 - 69	\$0.250	\$0.250
70 - 74	\$0.250	\$0.250
75 - 79	\$0.250	\$0.250
80 - 99	\$0.250	\$0.250

## Renewal Information

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Your sales representative is:

Sam Reimer  
Sam.Reimer@LFG.COM

**Please feel free to contact us with any questions!**

**This renewal letter is intended to serve as a policy amendment and should be kept with your policy.**

**Important Reminder:** Lincoln requires salary updates on your employees at least once a year to ensure premiums and benefit amounts are accurate under the terms of your group insurance policy(ies).

Brokers may be eligible to receive commissions from the sales of these products.

Insurance products are issued by The Lincoln National Life Insurance Company (Fort Wayne, IN), which does not solicit business in New York, nor is it licensed to do so. In New York, insurance products are issued by Lincoln Life & Annuity Company of New York (Syracuse, NY). Both are Lincoln Financial Group Companies. Product availability and/or features may vary by state. Limitations and exclusions apply.

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