



# Total Cost Analysis

Red Wing Public School Ancillary Quote - Employer Paid Benefits  
Effective Date: 7/1/2021

	Current	Renewal - Option 1	Option 2	Option 3
	7/1/2020 Madison National Health Partners	7/1/2021 Madison National	Madison National Life and LTD Blue Cross Blue Shield Dental	Guardian Life Life and LTD Blue Cross Blue Shield Dental
<b>Life and AD&amp;D</b>	Madison National	Madison National	Madison National	Guardian Life
Rates				
Estimated Volume (Monthly)	\$18,840,000	\$18,840,000	\$18,840,000	\$18,840,000
Life Rate (Per \$1,000)	\$0.160	\$0.150	\$0.150	\$0.150
AD&D Rate (Per \$1,000)	\$0.020	\$0.020	\$0.020	\$0.020
Retiree life Rate (If applicable)	N/A	N/A	N/A	N/A
Estimated Annual Premium	\$40,694.40	\$38,433.60	\$38,433.60	\$38,433.60
Percentage Change		-5.56%	-5.56%	-5.56%
Dollar Change		-\$2,260.80	-\$2,260.80	-\$2,260.80
Rate Guarantee		2 1/2 Years	2 1/2 Years	2 1/2 Years
<b>Long Term Disability</b>	Madison National	Madison National	Madison National	Guardian Life
Rates				
Estimated Volume (Monthly)	\$1,001,470	\$1,001,470	\$1,001,470	\$1,001,470
Rate (per \$100)	\$0.230	\$0.200	\$0.200	\$0.200
Estimated Annual Premium	\$27,640.57	\$24,035.28	\$24,035.28	\$24,035.28
Percentage Change		-13.04%	-13.04%	-13.04%
Dollar Change		-\$3,605.29	-\$3,605.29	-\$3,605.29
Rate Guarantee		2 1/2 Years	2 1/2 Years	2 1/2 Years
<b>Dental - Low Plan</b>	Health Partners	HealthPartners	Blue Cross Blue Shield	Blue Cross Blue Shield
Rates	Counts			
Employee	109	\$29.38	\$30.26	\$28.73
Employee + 1	45	\$56.95	\$58.66	\$55.70
Family	38	\$94.25	\$97.08	\$92.18
Estimated Annual Premium	\$112,160.04	\$115,524.96	\$109,690.92	\$109,690.92
Percentage Change		3%	-2%	-2%
Dollar Change		\$3,364.92	-\$2,469.12	-\$2,469.12
Rate Guarantee		1 Year	2 Year with 3rd year 5% cap	2 Year with 3rd year 5% cap
<b>Dental - High Plan</b>	Health Partners	HealthPartners	Blue Cross Blue Shield	Blue Cross Blue Shield
Rates	Counts			
Employee	53	\$41.91	\$43.17	\$40.99
Employee + 1	25	\$83.12	\$85.61	\$81.29
Family	25	\$149.75	\$154.24	\$146.46
Estimated Annual Premium	\$96,515.76	\$99,411.12	\$94,394.64	\$94,394.64
Percentage Change		3%	-2%	-2%
Dollar Change		\$2,895.36	-\$2,121.12	-\$2,121.12
Rate Guarantee		1 Year	2 Year with 3rd year 5% cap	2 Year with 3rd year 5% cap
<b>EAP</b>	Madison National	Madison National		
Rates				
Estimated Volume (Employee Count)	414	414	414	414
Rate (per employee per month)	Included with LTD	Included with LTD	Included with LTD	Included with LTD
Estimated Annual Premium	\$0.00	\$0.00	\$0.00	\$0.00
Percentage Change	N/A	N/A	N/A	N/A
Dollar Change	N/A	N/A	N/A	N/A
Rate Guarantee		2 1/2 Years	2 1/2 Years	2 1/2 Years
<b>Grand Total</b>				
Estimated Annual Premium	\$277,010.77	\$277,404.96	\$266,554.44	\$266,554.44
Percentage Change	N/A	0.14%	-3.77%	-3.77%
Dollar Change	N/A	\$394.19	-\$10,456.33	-\$10,456.33

\*Carriers Declining to Quote: The Standard, The Principal, Ochs Inc., One America, Mutual of Omaha