

Memorandum



**DULUTH
PUBLIC
SCHOOLS**

Human Resources

TO: Bill Hanson
FROM: Shelly St. Germaine
DATE: October 4, 2011
RE: Life/AD&D & LTD Insurance

The District received its renewal from ING on September 26, 2011. All rates remain the same, with the exception of Basic Life and AD&D where it has been increased from .14 per \$1,000 unit to .165 per \$1,000 unit. ING stated the reason for the increase is due to the loss ratio for the basic and supplemental life insurance coverage being 101%. I surveyed some local businesses, counties and school districts and found that the renewal rates being offered by ING are not only in line, but in most cases, the District will be paying less. I have attached a renewal summary.

It is recommended that the renewal for Basic Life and AD&D, Supplemental Life and AD&D, Supplement Life Dependent Family and Long Term Disability, offered from ING be accepted. The renewal will cover the period from January 1, 2012 through December 31, 2012.

If you have any questions, please contact me at 336-8723.

/ssg