



School Insurance Specialists

July 12, 2010

Belding Area Schools
Charles Barker
1975 Orchard Street
Belding, MI 48809

Dear Mr. Barker,

Thank you for trusting SET Employee Benefits Consulting Services to analyze and compile your health insurance Request For Proposals. We are committed to providing accurate and detailed health insurance options for the sole benefit of Belding Area Schools. Our team has thoroughly analyzed the cost and plan data received for your bid and compiled a final presentation which includes recommended options for your district. Your RFP Analysis includes: SET's cost comparison summary pages; product information and plan benefit designs.

Belding Area Schools has sought bids for Medical, Dental, Vision, and Life plans for the All group(s) of employees. The following carriers were solicited in the bidding process:

- Medical: Blue Cross Blue Shield of Michigan (BCBSM), Priority Health, Physicians Health Plan (PHP), and MESSA
- Dental: SET SEG, BCBSM, Guardian, and MESSA
- Vision: SET SEG, UHC Vision, National Vision Administrators (NVA), and MESSA
- Life: Reliance Standard and MESSA

The following carriers declined to bid or failed to return bid by requested due date:

- MESSA
- PHP
- Guardian
- WRADvisors

Please also note, Belding Area Schools has met the requirements for PA 106 through this RFP process for the segments requested. Your district is in full compliance with the law. Please keep this proposal on file in the event you are required to submit proof of compliance.

Please contact me at your leisure if you have questions pertaining to your RFP Analysis.

Thank you again,

A handwritten signature in cursive script that reads "Alicia L. Perry".

Alicia L. Perry, LIC
Consulting Services Specialist



Medical Rate Summary

Belding Area Schools

All Employees

Assumed Effective Date: 7/1/2010

Current Plan(s) and Segment:	1P	2P	FF	Admin/ Deductible Funding	Composite	Total Cost
Teachers	Census Rate \$592.99	26 \$1,332.36	64 \$1,480.23		\$1,303	\$1,673,483
Administration	Census Rate \$605.06	3 \$1,359.52	7 \$1,510.40		\$1,510	\$126,874
Administration of Personnel	Census Rate \$605.06	1 \$1,359.52	3 \$1,510.40		\$1,316	\$110,578
All Support Staff Except Transportation	Census Rate \$592.99	11 \$1,332.36	14 \$1,480.23		\$1,384	\$431,666
Transportation	Census Rate \$605.06	2 \$1,359.52	1 \$1,510.40		\$1,410	\$50,753
TOTALS:	19	42	89	150	\$1,330	\$2,393,354

Equivalent Rates

(Including Deductible Funding and Fees as Applicable)

Product Name	1P	2P	FF	Composite	Total Cost	Estimated Annual Savings	Worst Case Exposure
BCBSM Flexible Blue HSA Products							
BCBSM FB2-0% \$10/\$60 Rx HSA	\$571	\$1,370	\$1,712	\$1,472	\$2,649,489	-\$256,135	\$2,649,489
BCBSM FB3-0% \$10/\$60 Rx HSA	\$570	\$1,368	\$1,710	\$1,470	\$2,645,955	-\$252,602	\$2,645,955
BCBSM FB4-0% \$10/\$60 Rx HSA	\$566	\$1,357	\$1,697	\$1,458	\$2,624,894	-\$231,541	\$2,624,894
MESSA Plans							
Priority Health HRA PPO Plans							
Priority Health PPO HRA Mid Plan \$10/\$20 Rx	\$479	\$1,054	\$1,389	\$1,180	\$2,123,573	\$269,781	\$2,432,673
Priority Health HSA POS Plans							
Priority Health POS HSA Mid Plan \$0/\$0 Rx	\$418	\$919	\$1,211	\$1,029	\$1,851,397	\$541,957	\$1,851,397
Priority Health POS HSA Min Plan \$0/\$0 Rx	\$398	\$876	\$1,155	\$981	\$1,766,213	\$627,141	\$1,766,213
PHP Conventional Plans	No Bid						