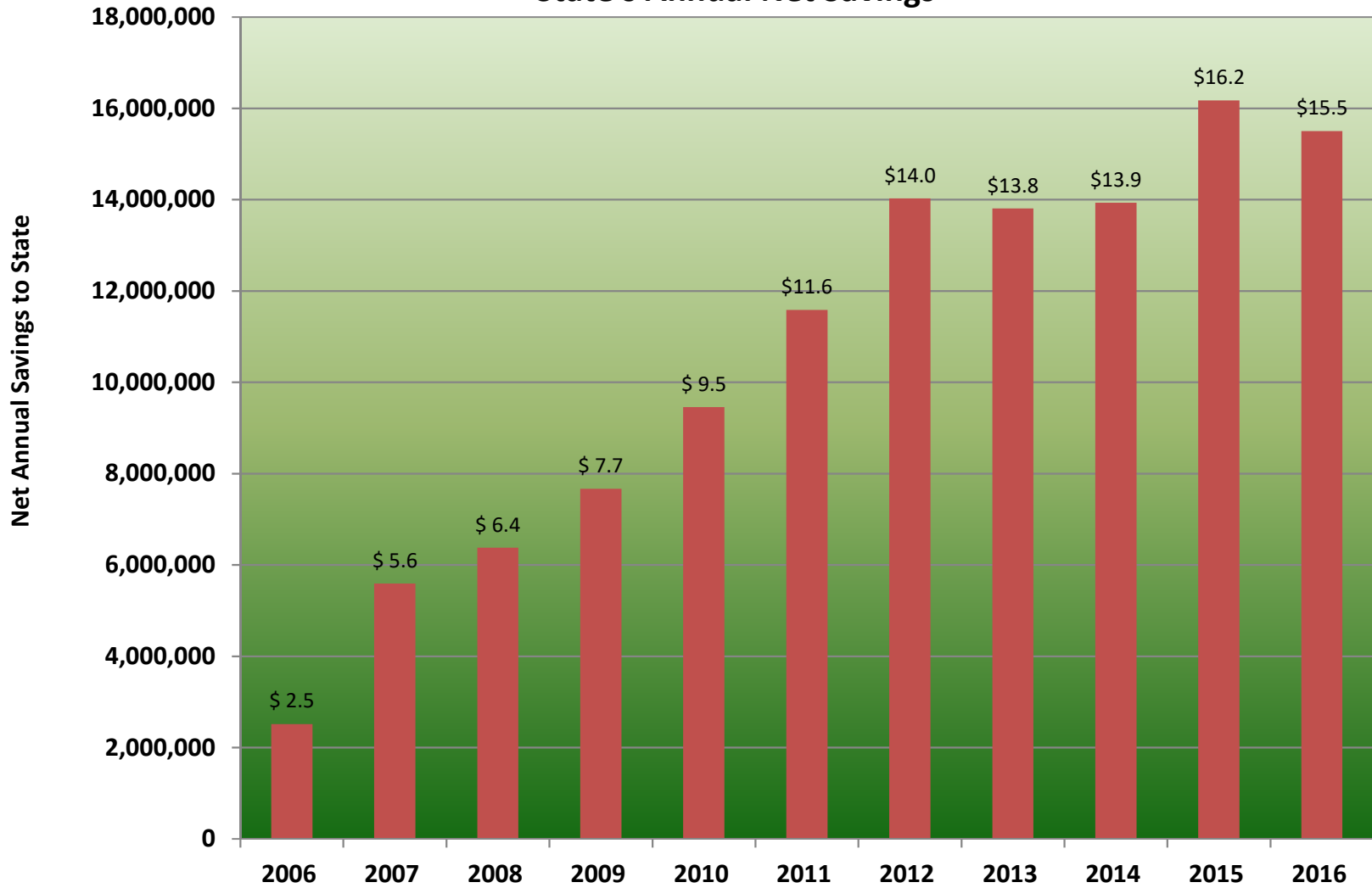


**State Employees' Health Insurance Plan
Marketing Representative's Activity
State's Annual Net Savings**



STATE EMPLOYEES' HEALTH INSURANCE PLAN
Marketing Representative's Activity
Return-on-Investment

Marketing Activity	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	ALL YEARS
Enrollments (9/30/XXXX)												
Supplemental	363	673	848	969	1,147	1,339	1,640	1,766	1,613	1,574	1,537	
Optional	445	697	577	641	710	784	637	755	804	864	900	
Health Reimbursement Arrangement										336	513	
Flexible Benefits	5,436	6,274	7,453	7,943	8,641	9,685	9,332	8,884	9,077	8,775	9,216	
Gross Savings to State												
Supplemental	\$3,037,935	\$6,227,648	\$7,444,308	\$8,729,216	\$10,825,769	\$12,799,726	\$14,180,998	\$14,576,934	\$14,661,118	\$15,111,392	\$14,686,262	\$122,281,306
Optional	\$540,673	\$1,330,806	\$1,391,504	\$1,614,860	\$1,756,997	\$2,194,547	\$3,950,252	\$4,039,614	\$3,234,503	\$3,676,348	\$3,322,233	\$27,052,337
Health Reimbursement Arrangement										\$1,325,781	\$2,074,453	\$1,325,781
Flexible Benefits	\$1,262	\$36,940	\$194,832	\$230,448	\$267,971	\$357,629	\$358,148	\$259,286	\$247,247	\$569,883	\$711,695	\$3,235,341
Total Gross Savings	\$3,579,870	\$7,595,394	\$9,030,644	\$10,574,524	\$12,850,737	\$15,351,902	\$18,489,398	\$18,875,834	\$18,142,868	\$20,683,404	\$20,794,643	\$153,894,764
Less: Benefits Paid												
Supplemental Policies	\$863,092	\$1,461,558	\$1,841,570	\$2,017,490	\$2,721,795	\$3,154,745	\$3,768,234	\$4,329,305	\$3,440,731	\$3,287,580	\$3,625,538	\$30,511,639
Optional Policies	\$61,992	\$137,110	\$258,298	\$435,359	\$207,795	\$152,668	\$201,162	\$296,744	\$314,730	\$332,751	\$327,694	\$2,726,304
Health Reimbursement Arrangement										\$437,967	\$812,512	\$1,250,479
Total Benefits Paid	\$925,084	\$1,598,668	\$2,099,869	\$2,452,849	\$2,929,590	\$3,307,413	\$3,969,396	\$4,626,049	\$3,755,461	\$4,058,299	\$4,765,744	\$34,488,422
Net Change Benefits Paid	\$2,654,786	\$5,996,726	\$6,930,775	\$8,121,675	\$9,921,147	\$12,044,489	\$14,520,002	\$14,249,785	\$14,387,407	\$16,625,105	\$16,028,899	\$119,406,343
Less: Marketing Costs												
Salaries	\$87,777	\$175,219	\$209,515	\$176,937	\$173,655	\$161,373	\$178,578	\$162,910	\$148,233	\$150,900	\$175,197	\$1,800,293
Commissions	\$20,124	\$108,217	\$189,383	\$143,010	\$150,621	\$150,365	\$165,584	\$132,865	\$145,378	\$151,192	\$178,698	\$1,535,436
Total Wages	\$107,901	\$283,435	\$398,898	\$319,947	\$324,276	\$311,738	\$344,162	\$295,775	\$293,611	\$302,092	\$353,895	\$3,335,729
Fringe Benefits	\$16,005	\$76,480	\$109,017	\$85,045	\$99,556	\$106,005	\$102,005	\$95,217	\$103,611	\$105,842	\$124,851	\$1,023,634
Travel and Miscellaneous	\$16,474	\$45,047	\$47,761	\$51,532	\$45,287	\$45,758	\$47,792	\$52,846	\$58,182	\$48,689	\$48,265	\$507,632
Total Marketing Costs	\$140,380	\$404,962	\$555,675	\$456,523	\$469,119	\$463,501	\$493,959	\$443,838	\$455,404	\$456,623	\$527,011	\$4,866,995
Net Savings to State	\$2,514,406	\$5,591,765	\$6,375,100	\$7,665,151	\$9,452,028	\$11,580,988	\$14,026,043	\$13,805,947	\$13,932,003	\$16,168,482	\$15,501,888	\$114,539,347
Return-on-Investment (ROI)	18.91	14.81	12.47	17.79	21.15	25.99	29.40	32.11	31.59	36.41	30.41	24.53
Savings to Employees												
Supplemental	\$863,092	\$1,461,558	\$1,841,570	\$2,017,490	\$2,721,795	\$3,154,745	\$3,768,234	\$4,329,305	\$3,440,731	\$3,287,580	\$3,625,538	\$30,511,639
Optional	\$61,992	\$137,110	\$258,298	\$435,359	\$207,795	\$152,668	\$201,162	\$296,744	\$314,730	\$332,751	\$327,694	\$2,726,304
Health Reimbursement Arrangement										\$437,967	\$812,512	\$1,250,479
Flexible Benefits*	\$3,300	\$96,575	\$509,365	\$602,478	\$700,577	\$934,978	\$936,335	\$677,872	\$646,397	\$1,489,891	\$1,860,641	\$8,458,408
Total Employee Savings	\$928,384	\$1,695,243	\$2,609,234	\$3,055,327	\$3,630,167	\$4,242,391	\$4,905,731	\$5,303,921	\$4,401,859	\$5,548,189	\$6,626,385	\$42,946,829

* Calculated at a 20% tax rate for FICA, state and federal income taxes combined