

City of Milwaukee
 Employees' Retirement System

Life Insurance Quotes Comparison

Basic and Supplemental with Waiver of Premium	Volume	Current		Alternative Proposal						Best Proposal	
		Mutual of Omaha	Mutual of Omaha	CIGNA	Hartford	MetLife A	MetLife B	MetLife C	Prudential	Standard A	Standard B
Active Basic	\$275,000,000	\$0.56	\$0.56	\$0.58	\$0.56	\$0.52	\$0.181	\$0.337	\$0.533	\$0.48	\$0.43
Retiree Basic	\$186,000,000	\$0.56	\$0.56	\$0.58	\$0.56	\$0.52	\$1.078	\$1.078	\$0.533	\$0.48	\$0.56
Supplemental	\$200,000,000	\$0.56	\$0.56	\$0.58	\$0.56	\$0.52	\$0.520	\$0.337	\$0.533	\$0.48	\$0.43
Total	\$661,000,000										
Annual Premium		\$4,441,920	\$4,441,920	\$4,600,560	\$4,441,920	\$4,124,640	\$4,251,396	\$4,326,996	\$4,227,756	\$3,807,360	\$3,700,920
Annual Difference from Current		\$0	\$0	\$158,640	\$0	(\$317,280)	(\$190,524)	(\$114,924)	(\$214,164)	(\$634,560)	(\$741,000)
Three-Year Difference from Current		\$0	\$0	\$475,920	\$0	(\$951,840)	(\$571,572)	(\$344,772)	(\$642,492)	(\$1,903,680)	(\$2,223,000)
Basic and Supplemental without Waiver of Premium	Volume		Mutual of Omaha	CIGNA	Hartford	MetLife	MetLife	MetLife	Prudential	Standard	Standard
Active Basic	\$275,000,000		N/Q	\$0.56	\$0.50	\$0.509	\$0.163	\$0.322	\$0.503	\$0.46	\$0.40
Retiree Basic	\$186,000,000			\$0.56	\$0.50	\$0.509	\$1.078	\$1.078	\$0.503	\$0.46	\$0.56
Supplemental	\$200,000,000			\$0.56	\$0.50	\$0.509	\$0.509	\$0.322	\$0.503	\$0.46	\$0.40
Total	\$661,000,000										
Annual Premium				\$4,441,920	\$3,966,000	\$4,037,388	\$4,165,596	\$4,241,496	\$3,989,796	\$3,648,720	\$3,529,920
Annual Difference from Current				\$0	(\$475,920)	(\$404,532)	(\$276,324)	(\$200,424)	(\$452,124)	(\$793,200)	(\$912,000)
Three-Year Difference from Current				\$0	(\$1,427,760)	(\$1,213,596)	(\$828,972)	(\$601,272)	(\$1,356,372)	(\$2,379,600)	(\$2,736,000)
Annual Difference from Waiver of Premium				(\$158,640)	(\$475,920)	(\$87,252)	(\$85,800)	(\$85,500)	(\$237,960)	(\$158,640)	(\$171,000)
Enhanced Supplemental with Waiver of Premium		Current	Mutual of Omaha	CIGNA	Hartford	MetLife	MetLife	MetLife	Prudential	Standard	Standard
<30		\$0.09	\$0.09	\$0.09	\$0.09	\$0.084	\$0.084	\$0.084	\$0.086	\$0.08	\$0.08
30-34		\$0.11	\$0.11	\$0.11	\$0.11	\$0.102	\$0.102	\$0.102	\$0.105	\$0.09	\$0.09
35-39		\$0.12	\$0.12	\$0.12	\$0.12	\$0.112	\$0.112	\$0.112	\$0.114	\$0.10	\$0.10
40-44		\$0.21	\$0.21	\$0.21	\$0.21	\$0.195	\$0.195	\$0.195	\$0.200	\$0.18	\$0.18
45-49		\$0.39	\$0.39	\$0.39	\$0.39	\$0.363	\$0.363	\$0.363	\$0.371	\$0.33	\$0.33
50-54		\$0.65	\$0.65	\$0.65	\$0.65	\$0.605	\$0.605	\$0.605	\$0.619	\$0.56	\$0.56
55-59		\$1.17	\$1.17	\$1.17	\$1.17	\$1.088	\$1.088	\$1.088	\$1.114	\$1.00	\$1.00
60-64		\$1.86	\$1.86	\$1.86	\$1.86	\$1.730	\$1.730	\$1.730	\$1.770	\$1.59	\$1.59
Average		\$0.58	\$0.58	\$0.58	\$0.58	\$0.53	\$0.53	\$0.53	\$0.55	\$0.49	\$0.49
Enhanced Supplemental without Waiver of Premium			Mutual of Omaha	CIGNA	Hartford	MetLife	MetLife	MetLife	Prudential	Standard	Standard
<30			N/Q	\$0.09	\$0.08	\$0.081	\$0.081	\$0.081	\$0.081	\$0.07	\$0.07
30-34			N/Q	\$0.11	\$0.10	\$0.098	\$0.098	\$0.098	\$0.099	\$0.08	\$0.08
35-39			N/Q	\$0.12	\$0.11	\$0.108	\$0.108	\$0.108	\$0.108	\$0.09	\$0.09
40-44			N/Q	\$0.21	\$0.19	\$0.188	\$0.188	\$0.188	\$0.189	\$0.17	\$0.17
45-49			N/Q	\$0.39	\$0.35	\$0.350	\$0.350	\$0.350	\$0.350	\$0.32	\$0.32
50-54			N/Q	\$0.65	\$0.59	\$0.584	\$0.584	\$0.584	\$0.584	\$0.53	\$0.53
55-59			N/Q	\$1.17	\$1.05	\$1.050	\$1.050	\$1.050	\$1.051	\$0.96	\$0.96
60-64			N/Q	\$1.86	\$1.67	\$1.669	\$1.669	\$1.669	\$1.671	\$1.53	\$1.53
Average			N/Q	\$0.58	\$0.52	\$0.52	\$0.52	\$0.52	\$0.52	\$0.47	\$0.47
Rate Guarantee Period			2 Years	3 Years	3 Years	3 Years	6 Years	6 Years	3 Years	3 Years	4 Years
Loss Ratio for no rate increase in years 4, 5 and 6			N/Q	N/Q	PL/R+10%	N/Q	N/A	N/A	92%	100%	100%
					2 More Years				2 More Years	2 More Years	2 More Years

Notes:
 Standard offered to guarantee the rates on its LTD policy with the City for an additional year (through 12/31/09). The LTD experience has been poor, and the LTD policy received a rate increase for 2008 that could have been much higher. It is difficult to determine what the LTD rate action for 2009 would be, but given the poor experience guaranteeing the rates for another year provides value.