



TESTIMONY REGARDING  
Senate Bill 971 – An Act Concerning Small Business Retirement Plans  
before the Commerce Committee  
February 24, 2009

Massachusetts Mutual Life Insurance Company (“MassMutual”) is a national company that does business in all fifty states and employs approximately 1,900 people in Connecticut. We are proud of MassMutual’s unique position as one of the region’s oldest mutual insurance companies offering superior value products and services through a committed team of agents.

We would like to thank the committee for initiating a discussion on the need for employer sponsored defined contribution programs. Saving for retirement helps Connecticut citizens to secure their financial future. We appreciate the opportunity to offer our opinion that the private sector is already offering cost-effective solutions to address consumers’ retirement needs. Therefore we respectfully request that the committee reject Senate Bill 971 – An Act Concerning Small Business Retirement Plans.

There is a need in the small employer market for defined contribution programs. We feel that private sector companies, such as MassMutual, are making great strides toward filling that need by creating innovative programs to reach businesses with 100 and fewer employees.

According to the proponents of state sponsored retirement plans, a major reason for the lack of coverage is that small businesses often incur administrative fees that are too high. The real problem is finding the money for contributions. Both employers and their employees have other needs and their money is stretched thin. Saving for retirement is often a low priority.

The state could promote retirement savings by partnering with the business community on a low-cost education and awareness campaign.

We respectfully request that the committee reject Senate Bill 971 – An Act Concerning Small Business Retirement Plans. Thank you for your consideration of our position. If you have any questions, please contact Kate Kiernan-Pagani, Assistant Vice President & Counsel, at 413-744-4026 or [kkiernanpagani@massmutual.com](mailto:kkiernanpagani@massmutual.com).

*MassMutual Financial Group is a global, growth-oriented, diversified financial services organization providing life insurance, annuities, disability income insurance, long-term care insurance, retirement planning products, structured settlement annuities, trust services, money management, and other financial products and services.*