

HB 5487: AN ACT CONCERNING THE RECOMMENDATIONS OF
THE SMALL BUSINESS HEALTHCARE WORKING GROUP
AND CLAIMS INFORMATION REQUIRED TO BE PROVIDED BY INSURERS.



Testimony of Michael V. Brown, President of New Standard Institute, Inc – providing skills training to manufacturers and consulting to Maintenance Departments worldwide.

Member of the Speaker's Committee for Health Coverage for Small Businesses,
Submitted to the Insurance and Real Estate Committee – March 13, 2012

Senator Crisco, Representative Megna, and members of the Committee,

Health insurance is a major expense for my small business. We currently pay a premium of \$20,000 per year with an additional \$5,000 for each employee to cover their deductible payments. In an effort to be complete with other similar businesses, we have chosen to reimburse our employees of all of the deductible via a full paid HSA card.

The only reason our current premiums are not double this amount is because we have young people working at our company, who offset the cost of insuring people like myself, who are over 50 years old. It is important to note that our health insurance costs are less than they were a few years ago because during this recession we have lost -- and not replaced -- most of our full time workforce. We are currently only employing 4 people who enjoy this and other benefits. The other 10 people we work with on a regular basis are part time or contracted workers.

We find that our employees do not abuse the covered deductible and only seek medical care when it is necessary. One side benefit has been that our employees have been very healthy for the last 5 years, seeing a doctor only for preventative care.

I would like to urge adoption of Bill 5487 without amendments. I would also urge that no amendments be adopted that will allow a premium to be adjusted based on "health status" or "claim experience."

We have seen that being part of a dramatically larger pool of insured persons will result a substantial savings for in our company's healthcare costs.

I would like to also make the observation that the more persons in the pool set up by the state, the closer we will come to the goals of Sustinet. It is my hope the Connecticut healthcare system will evolve into one of equal quality to the Massachusetts system – so call Romney-Care.

May I further state that, if what President Barack Obama said is true; when we provide healthcare coverage for everyone, most other things which are wrong with our economy will be fixed.

I urge you all to take this important step. Pass HB 5487 without amendments.

Thank you for your time and attention this afternoon.

Michael V. Brown
President
New Standard Institute, Inc.
newstandardinstitute.com
84 Broad Street | Milford, CT 06460 | USA
mvbrown@newstandardinstitute.com
203.783.1582