

RESOLUTION NO. 2018-203

A RESOLUTION AUTHORIZING EXTRAORDINARY, UNSPECIFIABLE SERVICES AGREEMENTS FOR HEALTH BENEFIT COVERAGES FOR EMPLOYEES OF THE CITY OF VINELAND (PRESCRIPTION AND DENTAL).

WHEREAS, there exists a need for the placement of Prescription and Dental Coverages for employees of the City of Vineland; and

WHEREAS, the City of Vineland has a need to acquire such services as a Non-Fair and Open Contract pursuant to N.J.S.A. 19:44A-20.5; and

WHEREAS, the purchasing agent has determined and certified in writing that the value of said services will exceed \$17,500.00; and

WHEREAS, Allen Associates, Vineland, NJ, has submitted proposals indicating the services to be rendered by the providers stated below; and

WHEREAS, Allen Associates has completed and submitted a Business Entity Disclosure Certification for Non-Fair and Open Contract which certifies that Allen Associates has not made any reportable contributions to a political or candidate committee in the City of Vineland in the previous one year and that the contract will prohibit Allen Associates from making any reportable contributions through the term of the contract to a political or candidate committee in the City of Vineland; and

WHEREAS, the availability of funds for said contracts has been certified by the City Comptroller; and

WHEREAS, the Local Public Contracts Law (N.J.S.A. 40A:11-1 et seq.) requires that the resolution authorizing the award of contracts for "Extraordinary, Unspecifiable Services" without competitive bids and the contract itself must be available for public inspection; and

WHEREAS, the Business Administrator has certified that this meets the statute and regulations governing the award of said contracts;

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF VINELAND, as follows:

1. That the Mayor and Clerk are hereby authorized and directed to execute Non-Fair and Open Agreements and other related documents on behalf of the City of Vineland pursuant to N.J.S.A. 19:44A-20.5.
2. That the Business Disclosure Entity Certification, the Political Contribution Disclosure Form and the Determination of Value be placed on file with this Resolution.
3. THAT the Purchasing Agent be and the same is hereby authorized and directed to issue purchase order contracts for placement of Prescription and Dental coverages, as follows:

| Coverage/Item                                                                                                          | Broker           | Provider     | Estimated Cost (based on current enrollment) |
|------------------------------------------------------------------------------------------------------------------------|------------------|--------------|----------------------------------------------|
| 1. Prescription<br><b>total for 3 year contract period-July 1, 2018 through June 30, 2021 (\$3,222,961.28 per yr.)</b> | Allen Associates | Benecard     | \$9,668,883.60*                              |
| 2. Dental (Premier Plan)<br>for the contract period <b>August 1, 2018 through July 31, 2019</b>                        | Allen Associates | Delta Dental | \$ 134,567.04**                              |
| 3. Dental (PPO)<br>for the contract period <b>August 1, 2018 through July 31, 2019</b>                                 | Allen Associates | Delta Dental | \$ 28,758.24**                               |
| 4. Dental<br>(Deltacare/Flagship), for the contract period <b>August 1, 2018 through July 31, 2019</b>                 | Allen Associates | Delta Dental | \$ 130,900.68***                             |
| <b>TOTAL</b>                                                                                                           |                  |              | <b><u>\$9,963,109.56</u></b>                 |

- \* Benecard - New program charges will reflect overall decrease of approx. 14 ¼ %
- \*\*0% increase for Dental Premier and PPO Plans
- \*\*\*0.83% increase for Flagship Plan

4. These contracts are awarded in accordance with N.J.S.A. 40A:11-5(1)(m) of the Local Public Contracts Law which permits the award of a contract without public advertising for bids and bidding thereof if the subject matter thereof consists of insurance, including the purchase of insurance coverage and consultant services, which exception shall be in accordance with the requirements for extraordinary, unspecifiable services.

5. A notice of this action shall be printed once in the Daily Journal.

Adopted:

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President of Council

ATTEST:


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City Clerk



**STANDARD CERTIFICATION DECLARATION FOR AND  
EXTRAORDINARY UNSPECIFIABLE SERVICE (EUS)**

To: Members of the Governing Body

From: Robert E. Dickenson, Jr., Business Administrator 

Date: May 15, 2018

Subject: This is a contract for **Health Benefits Coverages for Employees of the City of Vineland**

This is to request your approval of a resolution authorizing contracts to be executed as follows:

This is to request an award of a contract without the receipt of formal bids as an Extraordinary Unspecifiable Service (N.J.S.A. 40A:11-5(1)(a)(ii) and N.J.A.C. 5:34-2.3(b)). I do hereby certify to the following:

1. Provide a clear description of the nature of the work to be done:  
**Purchase of Prescription and Dental coverages, in accordance with N.J.S.A. 40A:11-6.1(b).**
2. Describe in detail why the contract meets the provisions of the statute and rules:  
**Insurance is exempted by virtue of N.J.S.A. 40A:11-5(1)(a)(ii) and 40A:11-5(1)(m).**
3. The service(s) is of such a specialized and qualitative nature that the performance of the service(s) cannot be reasonably described by written specifications because:  
**Professional evaluation of various insurance products demand specific training and experiences in industry.**
4. Describe the informal solicitation of quotations:  
**Quotations are continually solicited by the broker for varying Health Benefits coverages needed by the City from numerous providers:**

| <u>Coverage/Item</u>                                                                                                   | <u>Broker</u>    | <u>Provider</u> | <u>Estimated Cost (based on current enrollment)</u> |
|------------------------------------------------------------------------------------------------------------------------|------------------|-----------------|-----------------------------------------------------|
| 1. Prescription<br><b>total for 3 year contract period-July 1, 2018 through June 30, 2021 (\$3,222,961.28 per yr.)</b> | Allen Associates | Benecard        | \$9,668,883.60*                                     |
| 2. Dental (Premier Plan)<br>for the contract period <b>August 1, 2018 through July 31, 2019</b>                        | Allen Associates | Delta Dental    | \$ 134,567.04**                                     |
| 3. Dental (PPO)<br>for the contract period <b>August 1, 2018 through July 31, 2019</b>                                 | Allen Associates | Delta Dental    | \$ 28,758.24**                                      |
| 4. Dental<br>(Deltacare/Flagship), for the contract period <b>August 1, 2018 through July 31, 2019</b>                 | Allen Associates | Delta Dental    | \$ 130,900.68***                                    |
| <b>TOTAL</b>                                                                                                           |                  |                 | <b><u>\$9,963,109.56</u></b>                        |



- \* Benecard - New program charges will reflect overall decrease of approx. 14 ¼ %
- \*\*0% increase for Dental Premier and PPO Plans
- \*\*\*0.83% increase for Flagship Plan

5. I have reviewed the rules of the Division of Local Government Services pursuant to N.J.A.C. 5:34-2.1 et seq. And certify that the proposed contract may be considered an extraordinary unspicifiable service in accordance with the requirements thereof.

Respectfully,



Business Administrator

(Original to be retained by City Clerk with the affirmed copy of the resolution; signed duplicate to be kept by Business Administrator.)

**Delta Premier**

| Group #'s | Lives | Premium | 12-month | Total             |
|-----------|-------|---------|----------|-------------------|
| 1187-0001 | 35    | 51.44   | 12       | 21,604.80         |
| 1483-0001 | 22    | 51.44   | 12       | 13,580.16         |
| 1484-0001 | 10    | 51.44   | 12       | 6,172.80          |
| 1516-0001 | 22    | 51.44   | 12       | 13,580.16         |
| 1527-0001 | 26    | 51.44   | 12       | 16,049.28         |
| 1528-0001 | 13    | 51.44   | 12       | 8,024.64          |
| 3332-0001 | 76    | 51.44   | 12       | 46,913.28         |
| 3332-0002 | 9     | 51.44   | 12       | 5,555.52          |
| 3332-0004 | 5     | 51.44   | 12       | 3,086.40          |
|           |       |         | \$       | <b>134,567.04</b> |

**Delta PPO**

| Group #'s | Lives | Premium | 12-month | Total            |
|-----------|-------|---------|----------|------------------|
| 1187-6001 | 54    | 44.38   | 12 \$    | <b>28,758.24</b> |

**Deltacare Flagship**

| Group #'s | Lives | Premium | 12-month | Total             |
|-----------|-------|---------|----------|-------------------|
| 1187-9001 | 219   | 49.81   | 12 \$    | <b>130,900.68</b> |

**Benecard**

| Group Level | Lives | Premium | 12-month | Total               |
|-------------|-------|---------|----------|---------------------|
| Single      | 156   | 258.70  | 12       | 484,286.40          |
| Parent/Ch   | 44    | 505.18  | 12       | 266,735.04          |
| H/W         | 124   | 407.70  | 12       | 606,657.60          |
| Family      | 241   | 644.98  | 12       | 1,865,282.16        |
|             |       |         | \$       | <b>3,222,961.20</b> |

|                      |  |              |      |                     |
|----------------------|--|--------------|------|---------------------|
| <b>3-Year Period</b> |  | 3,222,961.20 | 3 \$ | <b>9,668,883.60</b> |
|----------------------|--|--------------|------|---------------------|



April 19, 2018

City of Vineland  
640 E. Wood Street  
Vineland, NJ 08360

Attn: Robert Dickenson  
Business Administrator

Re: RX Alliance/PEBT  
Renewal Effective 7/1/18

Dear Bob:

We are pleased to enclose the renewal documentation for your prescription program with The RX Alliance/PEBT which becomes effective July 1, 2018 through June 30, 2019. The RX Alliance has been proven to establish a stability in rates over the past 8 renewals at an average of 7.63% per year. This is well under the industry trend.

Benecard has reviewed the prescription benefit program activities to date for the current plan year and is pleased to offer the following program renewal. The new program charges will reflect an overall decrease of approximately 14 ¼%. These program charges are contingent upon the following:

- Benecard/PEBT Trust Agreement remaining active for the term and the City of Vineland remaining a member of the PEPT.
- The City signing and returning before July 1, 2018 a (3) year agreement with Benecard for the period July 1, 2018 to June 30, 2021. Should the City breach this agreement at any time during this (3) year period, Benecard shall be entitled to recover an amount equal to the most recent (3) months of program charges billed by Benecard as liquidated damages and not as a penalty.
- The City will enter into a (4) year agreement with National Vision Administrators (NVA) for the calendar year beginning January 1, 2019. Should the City breach this agreement at any time during this (4) year period, NVA shall be entitled to recover an amount equal to the most recent (6) months of program charges billed by NVA as liquidated damages and not as a penalty. Copy of the proposal is enclosed.

The RX Alliance has continued to do an excellent job at maintaining program costs through Benecard's management strategies to minimize expenses. We remain competitive because of this and the strength in numbers established with the member groups. We will be sending you an updated contract in the very near future for your signature. The renewal contract will also contain required updates compliant with Federal and State mandates, but does not change your plan design or benefits in any way.

Allen Associates considers the City of Vineland a valued client, and we appreciate your business. We look forward to serving you and your employees in the years to come.

Sincerely,

Richard S. Allen

RSA:dm  
Encs.

630 S. BREWSTER RD • BUILDING C • PO BOX 790 • VINELAND, NJ 08361

Advisory services offered through Capital Analysts or Lincoln Investment, Registered Investment Advisors.  
Securities offered through Lincoln Investment, Broker Dealer, Member FINRA/SIPC. [www.lincolninvestment.com](http://www.lincolninvestment.com)  
Allen Associates, Lincoln Investment and Capital Analysts are independent and non-affiliated.

**City of Vineland  
Prescription Rates for 2018**

| Benecard<br>RX Alliance                                                    | 2017 Contract Year |                       |                     | Benecard<br>RX Alliance                                                    | 2018 Rates with Rx Alliance<br>Standard Increase |                |                     | Benecard<br>RX Alliance                                                    | 2018 Final Renewal Rates |                |                     |
|----------------------------------------------------------------------------|--------------------|-----------------------|---------------------|----------------------------------------------------------------------------|--------------------------------------------------|----------------|---------------------|----------------------------------------------------------------------------|--------------------------|----------------|---------------------|
|                                                                            | Current Rates      |                       |                     |                                                                            |                                                  |                |                     |                                                                            |                          |                |                     |
| Retail: \$15 Generic / \$25 Brand<br>Mail Order: \$15 Generic / \$25 Brand |                    |                       |                     | Retail: \$15 Generic / \$25 Brand<br>Mail Order: \$15 Generic / \$25 Brand |                                                  |                |                     | Retail: \$15 Generic / \$25 Brand<br>Mail Order: \$15 Generic / \$25 Brand |                          |                |                     |
|                                                                            | <u>lives</u>       | <u>7/1/17-6/30/18</u> | <u>premium</u>      | <u>lives</u>                                                               | <u>7/1/18-6/30/19</u>                            | <u>premium</u> |                     | <u>lives</u>                                                               | <u>7/1/18-6/30/19</u>    | <u>premium</u> |                     |
| single                                                                     | 135                | \$301.51              | \$488,446.20        | 135                                                                        | \$315.83                                         | \$511,647.39   |                     | 135                                                                        | \$258.70                 | \$419,094.00   |                     |
| parent/child(ren)                                                          | 41                 | \$588.77              | \$289,674.84        | 41                                                                         | \$616.74                                         | \$303,434.39   |                     | 41                                                                         | \$505.18                 | \$248,548.56   |                     |
| husband/wife                                                               | 115                | \$475.16              | \$655,720.80        | 115                                                                        | \$497.73                                         | \$686,867.54   |                     | 115                                                                        | \$407.70                 | \$562,626.00   |                     |
| family                                                                     | 247                | \$751.70              | \$2,228,038.80      | 247                                                                        | \$787.41                                         | \$2,333,870.64 |                     | 247                                                                        | \$644.98                 | \$1,911,720.72 |                     |
|                                                                            | 538                |                       | \$3,661,880.64      | 538                                                                        |                                                  | \$3,835,819.97 | 4.75%               | 538                                                                        |                          | \$3,141,989.28 | -18.09%             |
| Retail: \$10 Generic / \$20 Brand<br>Mail Order: \$10 Generic / \$20 Brand |                    |                       |                     | Retail: \$10 Generic / \$20 Brand<br>Mail Order: \$10 Generic / \$20 Brand |                                                  |                |                     | Retail: \$10 Generic / \$20 Brand<br>Mail Order: \$10 Generic / \$20 Brand |                          |                |                     |
|                                                                            | <u>lives</u>       | <u>7/1/17-6/30/18</u> | <u>premium</u>      | <u>lives</u>                                                               | <u>7/1/18-6/30/19</u>                            | <u>premium</u> |                     | <u>lives</u>                                                               | <u>7/1/18-6/30/19</u>    | <u>premium</u> |                     |
| single                                                                     | 2                  | \$301.51              | \$7,236.24          | 2                                                                          | \$315.83                                         | \$7,579.96     |                     | 2                                                                          | \$258.70                 | \$6,208.80     |                     |
| parent/child(ren)                                                          | 1                  | \$588.77              | \$7,065.24          | 1                                                                          | \$616.74                                         | \$7,400.84     |                     | 1                                                                          | \$505.18                 | \$6,062.16     |                     |
| husband/wife                                                               | 5                  | \$475.16              | \$28,509.60         | 5                                                                          | \$497.73                                         | \$29,863.81    |                     | 5                                                                          | \$407.70                 | \$24,462.00    |                     |
| family                                                                     | 14                 | \$751.70              | \$126,285.60        | 14                                                                         | \$787.41                                         | \$132,284.17   |                     | 14                                                                         | \$644.98                 | \$108,356.64   |                     |
|                                                                            | 22                 |                       | \$169,096.68        | 22                                                                         |                                                  | \$177,128.77   | 4.75%               | 22                                                                         |                          | \$ 145,080     | -18.09%             |
| <b>TOTAL PRESCRIPTION PREMIUM</b>                                          |                    |                       | <b>\$ 3,830,977</b> | <b>TOTAL PRESCRIPTION PREMIUM</b>                                          |                                                  |                | <b>\$ 4,012,949</b> | <b>TOTAL PRESCRIPTION PREMIUM</b>                                          |                          |                | <b>\$ 3,287,079</b> |
| <b>DIFFERENCE</b>                                                          |                    |                       | <b>\$ 181,971</b>   | <b>DIFFERENCE</b>                                                          |                                                  |                | <b>\$ (725,870)</b> | <b>DIFFERENCE</b>                                                          |                          |                | <b>-18.09%</b>      |

| FINAL COMPARISON: 2017 CURRENT RATES vs 2018 FINAL RENEWAL RATES |              |                           |                |
|------------------------------------------------------------------|--------------|---------------------------|----------------|
| 2017 Contract Year                                               |              | 2018 Final Renewal Rates  |                |
| 7/1/2017-06/30/2018 Rates                                        |              | 7/1/2018-06/30/2019 Rates |                |
| PREMIUM:                                                         | \$ 3,830,977 | PREMIUM:                  | \$ 3,287,079   |
| <b>ANNUAL SAVINGS</b>                                            |              | <b>\$ (543,898)</b>       | <b>-14.20%</b> |

*\*Enrollment Census as per Benecard 7/1/18 Renewal  
For illustrative purposes only based on 7/1/18 Renewal Rates provided by Benecard.*

# BENECARD®

**Benecard Services, LLC**

April 4, 2018

Mr. Rich Allen  
 Rx Alliance  
 630 S. Brewster Road  
 P.O. Box 973  
 Vineland, NJ 08362-0973

Re: Benecard® Prescription Benefit Program, Rx Alliance / PEBT City of Vineland Renewal

Dear Rich,

Benecard has reviewed the prescription benefit program activities to date for the current plan year and is pleased to offer the following program renewal. The new program charges will become effective July 1, 2018 expiring June 30, 2019 and will reflect an overall decrease of approximately 14 ¼%. These program charges are contingent upon the following:

- Benecard/PEBT Trust Agreement remaining active for the term and the City of Vineland remaining a member of the PEBT.
- The City signing and returning before July 1, 2018 a (3) year agreement with Benecard for the period July 1, 2018 to June 30, 2021. Should the City breach this agreement at any time during this (3) year period, Benecard shall be entitled to recover an amount equal to the most recent (3) months of program charges billed by Benecard as liquidated damages and not as a penalty.
- The City will enter into a (4) year agreement with National Vision Administrators (NVA) for the calendar year beginning January 1, 2019. Should the City breach this agreement at any time during this (4) year period, NVA shall be entitled to recover an amount equal to the most recent (6) months of program charges billed by NVA as liquidated damages and not as a penalty.

The proposed renewal program charges provided below does not account for any Federal and/or State government programs, fees, taxes or regulations including, but not limited to, the Patient Protection and Affordable Care Act with the exception of certain preventive health services and coverage for dependents to the age 26. The proposed renewal program charges also assume that the present benefit design, co-pay structure, and participation level will remain unchanged. Should any of these factors change during the contract period, Benecard reserves the right to revise these program charges. The proposed program charges include insurance carrier charges by Heartland Fidelity Insurance Company. These charges guarantee program costs by the carrier for the contract period.

**Program Charges Effective July 1, 2018 Expiring June 30, 2019:**

Benecard Client ID# 3117 – Group #'s 0410500/0410510/0410598/0410599

Retail Co-pay: \$20 Brand / \$10 Generic

Retail Day Supply Limitations: 34 days or 100 units, whichever is greater

Mail Order Co-pay: \$20 Brand / \$10 Generic

Mail Order Day Supply Limitations: up to 90 days

Out of Pocket Limits (separate): \$1,470 for individual and \$2,940 for family

| Census Coverage                                 | Single | Parent/Child | Parent/Children | Member/Spouse | Family | Totals  |
|-------------------------------------------------|--------|--------------|-----------------|---------------|--------|---------|
| Current Census                                  | 2      | 1            | 0               | 5             | 14     | 22      |
| Monthly Program Charges                         | 258.70 | 505.18       | 644.98          | 407.70        | 644.98 |         |
| Annualized Program Cost Based on Current Census |        |              |                 |               |        | 145,090 |

Over Age Dependent Program Charge for 7/1/2018 - 6/30/2019 \$206.35

Should the proposed program charges change at any point during the 2018/2019 contract period the overage dependent program charge will be changed accordingly.



Benecard Client ID# 3117 – Group #'s 0410000/0410100/0410110/0410111/0410198/0410199  
 0410200/0410210/0410298/0410299 0410300/0410310/0410398/0410399  
 0410400/0410410/0410498/0410499 0410600/0410610/0410698/0410699  
 0410800/0410810/0410898/0410899 0410900/0410910/0410998/0410999  
 0411000/0411010/0411098/0411099 0411100/0411110/0411198/0411199

Retail Co-pay: \$25 Brand / \$15 Generic

Retail Day Supply Limitations: 34 days or 100 units, whichever is greater

Mail Order Co-pay: \$25 Brand / \$15 Generic

Mail Order Day Supply Limitations: up to 90 days

<sup>1</sup> Out of Pocket Limits (separate): \$1,470 for individual and \$2,940 for family

| Census Coverage                                 | Single | Parent/Child | Parent/Children | Member/Spouse | Family | Totals    |
|-------------------------------------------------|--------|--------------|-----------------|---------------|--------|-----------|
| Current Census                                  | 135    | 41           | 34              | 115           | 213    | 538       |
| Monthly Program Charges                         | 258.70 | 505.18       | 644.98          | 407.70        | 644.98 |           |
| Annualized Program Cost Based on Current Census |        |              |                 |               |        | 3,141,989 |

Over Age Dependent Program Charge for 7/1/2018 - 6/30/2019 \$206.35

Should the proposed program charges change at any point during the 2018/2019 contract period the overage dependent program charge will be changed accordingly.

<sup>1</sup> The Affordable Care Act requires the City of Vineland's health benefits program implement an out-of-pocket (OOP) limit to protect individuals from excessive OOP expenses on all essential health benefits on or after January 1, 2015. The OOP limits represented above are based on the City of Vineland's request to have a separate prescription OOP and at these required dollar limits effective January 1, 2018. It is our understanding that the City of Vineland's acceptance of this proposal is based on their request to have a separate OOP limit combined with all other essential health benefit OOP limits that does not exceed the annual limitation on the OOP's for that year as outlined by the Department of Labor. The Rx OOP limits are subject to change if the ACA OOP limits are modified. Benecard reserves the right to revise the City of Vineland's prescription benefit program charges if the client modifies or implements a different copayment level, coinsurance, deductible or any other benefit design change, including a change to the OOP amount that differs from what was used for underwriting purposes to develop for the program charges provided herein or enacts a change after inception of the new contract start date.

We look forward to continuing to provide the highest quality of client and participant services during the coming program year, and to continue our longstanding relationship based on quality of service and careful program cost management. Do feel free to contact me should any questions arise regarding this renewal proposal.

Very truly yours,

Barbara Selfert  
 Client Relations Manager

cc: Kelly Monahan, Client Services Director  
 Dina Murray, Rx Alliance  
 Rick Alessandrini, Rx Alliance  
 Abbie Geletka, Rx Alliance  
 Susan Dortu, Rx Alliance

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# City of Vineland

## 2018 Contract Rates

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| PRESCRIPTION                                              |          |
|-----------------------------------------------------------|----------|
| Benecard                                                  |          |
| 7/1/18-6/30/19                                            |          |
| Copay \$25 Brand/\$15 Generic and \$20 Brand/\$10 Generic |          |
| single                                                    | \$258.70 |
| parent/child                                              | \$505.18 |
| couple                                                    | \$407.70 |
| family                                                    | \$644.98 |
| dep 31                                                    | \$206.35 |

| DENTAL          |         |
|-----------------|---------|
| Delta Dental    |         |
| 8/1/18-12/31/19 |         |
| Premier Plan    |         |
| 01,02           |         |
| Super-Composite | 51.44   |
| PPO Plan        |         |
| 6001            |         |
| Super-Composite | \$44.38 |
| 8/1/18-12/31/19 |         |
| Flagship        |         |
| 9001            |         |
| Super-Composite | \$49.81 |

Richard S. Allen  
Robert S. Allen

856.692.2250  
FAX 856.794.1106



April 19, 2018

City of Vineland  
640 E. Wood Street  
Vineland, NJ 08360

Attn: Robert Dickenson  
Business Administrator

Re: Delta Dental Plan, Renewal Effective August 1, 2018  
Group # 1187, et al ; Flagship Group # 9001

Dear Bob:

We are pleased to enclose the renewal information from the Dental Alliance, underwritten by Delta Dental Plan of NJ. Allen Associates was able to obtain a seventeen month renewal that becomes effective August 1, 2018 through December 31, 2019. The guaranteed renewal rates reflect a 0% increase and are shown on the enclosed rate sheets.

Please sign where indicated and return the rate sheet to our office for processing.

Your Flagship plan begins on August 1, 2018 through December 31, 2019. The guaranteed renewal rates reflect a 0.83% increase over your current rates and are shown on the attached amendment.

We have also enclosed a financial comparison as well as a rate history for your review.

Allen Associates considers the City of Vineland a valued client and we appreciate your business. We look forward to serving you and your employees in the years to come.

Sincerely,

Richard S. Allen

RA/ac  
Encs

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Allen Associates, Lincoln Investment and Capital Analysts are independent and non-affiliated.



April 23, 2018

Ms. Dina Murray  
630 South Brewster Road  
Building C  
Vineland, NJ 08362

RE: *City of Vineland – G# 01187, 01483, 01484, 01516, 01527, 01528, 03332 – (REVISED) August 2018 Renewal Rates*

Dear Ms. Murray,

Attached please find the August 1, 2018 Delta Dental Allen Associates Alliance renewal rates for City of Vineland. The one year rates result in a rate continue for the non-DMO benefit plans.

August 1, 2017 – July 31, 2018  
Current Rates

|                                                                               |                 |
|-------------------------------------------------------------------------------|-----------------|
| 01187-01-02, 01483-01, 01484-01, 01516-01, 01527-01, 01528-01, 03332-01-02-04 | 6001            |
| Super-composite                                                               | \$51.44 \$44.38 |

Per your request, we will extend the rate continue for 17 months to change the anniversary date to January for this group.

Please see the renewal rates listed below:

August 1, 2018 – December 31, 2019  
One Year Rates

|                                                                               |                 |
|-------------------------------------------------------------------------------|-----------------|
| 01187-01-02, 01483-01, 01484-01, 01516-01, 01527-01, 01528-01, 03332-01-02-04 | 6001            |
| Super-composite                                                               | \$51.44 \$44.38 |

The Flagship renewal rates for August (G# 01187-09001) are: \$49.81.

Signature for 17 month offer: \_\_\_\_\_

Please let me know if you have any questions.

Sincerely,  
Crista O'Donnell  
Account Manager  
Delta Dental of New Jersey, Inc.

**City of Vineland**  
**2018 Renewal Dental Plans**  
**Premier & PPO Plan**

| Delta Dental                | 2017 Contract Year  |                       |                       | Delta Dental                | 2018 Contract Year  |                        |                        |
|-----------------------------|---------------------|-----------------------|-----------------------|-----------------------------|---------------------|------------------------|------------------------|
|                             | Current Rates       |                       |                       |                             | Renewal Rates       |                        |                        |
|                             | <b>Premier Plan</b> |                       |                       |                             | <b>Premier Plan</b> |                        |                        |
|                             | 50% P & D           | \$1000 Annual Max.    |                       |                             | 50% P & D           | \$1000 Annual Max.     |                        |
|                             | 50% Basic           |                       |                       |                             | 50% Basic           |                        |                        |
|                             | 50% Major           |                       |                       |                             | 50% Major           |                        |                        |
|                             | <u>lives</u>        | <u>8/1/17-7/31/18</u> | <u>premium</u>        |                             | <u>lives</u>        | <u>8/1/18-12/31/19</u> | <u>premium</u>         |
| Super-Composite             | 218                 | \$ 51.44              | \$ 134,567            |                             | 218                 | \$ 51.44               | \$ 134,567             |
|                             |                     |                       | \$ -                  |                             |                     |                        | \$ -                   |
|                             | <u>218</u>          |                       | <u>\$ 134,567</u>     |                             | <u>218</u>          |                        | <u>\$ 134,567</u>      |
|                             |                     |                       |                       |                             |                     |                        | 0.00%                  |
|                             | <b>PPO Plan</b>     |                       |                       |                             | <b>PPO Plan</b>     |                        |                        |
|                             | 60% P & D           | \$1000 Annual Max.    |                       |                             | 60% P & D           | \$1000 Annual Max.     |                        |
|                             | 60% Basic           |                       |                       |                             | 60% Basic           |                        |                        |
|                             | 50% Major           |                       |                       |                             | 50% Major           |                        |                        |
|                             | <u>lives</u>        | <u>8/1/17-7/31/18</u> | <u>premium</u>        |                             | <u>lives</u>        | <u>8/1/18-12/31/19</u> | <u>premium</u>         |
| Super-Composite             | 57                  | \$ 44.38              | \$ 30,356             |                             | 57                  | \$ 44.38               | \$ 30,356              |
|                             |                     |                       | \$ -                  |                             |                     |                        | \$ -                   |
|                             | <u>57</u>           |                       | <u>\$ 30,356</u>      |                             | <u>57</u>           |                        | <u>\$ 30,356</u>       |
|                             |                     |                       |                       |                             |                     |                        | 0.00%                  |
| <b>TOTAL DENTAL PREMIUM</b> |                     |                       | <b>\$ 164,923</b>     | <b>TOTAL DENTAL PREMIUM</b> |                     |                        | <b>\$ 164,923</b>      |
|                             |                     |                       | <u>8/1/17-7/31/18</u> |                             |                     |                        | <u>8/1/18-12/31/19</u> |
|                             |                     |                       |                       | Increase                    |                     | \$ -                   | 0.00%                  |

\*Census provided by Delta Dental

For illustrative purposes only

# City of Vineland

## 2018 Dental Renewal DeltaCare/Flagship

| Delta Dental                  | 2017 Contract Year |                       |                   | Delta Dental                   | 2018 Contract Year     |                   |                   |
|-------------------------------|--------------------|-----------------------|-------------------|--------------------------------|------------------------|-------------------|-------------------|
|                               | Current Rates      |                       |                   |                                | Renewal Rates          |                   |                   |
|                               | <u>lives</u>       | <u>8/1/17-7/31/18</u> | <u>premium</u>    | <u>lives</u>                   | <u>8/1/18-12/31/19</u> | <u>premium</u>    |                   |
| Super Composite               | 218                | \$ 49.40              | \$ 129,230        | 218                            | \$ 49.81               | \$ 130,303        |                   |
|                               | <u>218</u>         |                       | <u>\$ 129,230</u> | <u>218</u>                     |                        | <u>\$ 130,303</u> |                   |
| <b>TOTAL DENTAL PREMIUM</b>   |                    |                       | <b>\$ 129,230</b> | <b>TOTAL DENTAL PREMIUM</b>    |                        |                   | <b>\$ 130,303</b> |
| <small>8/1/17-7/31/18</small> |                    |                       |                   | <small>8/1/18-12/31/19</small> |                        |                   |                   |
|                               |                    |                       |                   |                                | Increase               | \$ 2,145          | 0.83%             |

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