

health & welfare fund

## TAFT HARTLEY HEALTH & WELFARE FUND

For more information contact your Conner Strong & Buckelew representative at 1-877-861-3220.

### THE ISSUE

A Taft Hartley Welfare Fund operating in Philadelphia, Pennsylvania with more than 1,700 employees and retirees was reluctant to move to a self-funded arrangement. Their concerns centered around potential changes in the population and the uncertainty of the economy.

### OUR RESPONSE

Conner Strong & Buckelew, the Fund's benefits consultant, worked with the insurer to craft a multi-year financial arrangement. Through a detailed underwriting analysis, Conner Strong & Buckelew was able to negotiate a three-year financial deal with favorable terms for the Fund: a two-year rate pass (their renewal is 0% for the first 24 months) along with a third-year renewal that will not exceed an agreed-upon cap.

### THE RESULT

The negotiations represent the first three-year deal in the market for a group of this size and helped the Fund sustain a manageable benefit cost for the next three years.

