



Capitol Conference 2016

LEADING THE WAY TO HEALTHCARE STABILITY

The National Association of health underwriters held its 26th annual Capitol Conference on February 22-24 at the Hyatt Regency in Washington DC. This year's theme was "Leading the way to Healthcare Stability".

Monday's general session was highlighted by the keynote speaker of the day, Robert Laszewski of Health Policy and Strategy Associates LLC. Robert has served in many roles within the insurance industry for over 20 years, 9 of which were as a chief operating officer for a major carrier, prior to starting his consulting firm. He has provided guidance to many insurance companies over the years and has helped them come to grips with policy change and market reform. Some of the highlights included "selling health insurance across over state lines – a really dumb idea" The majority of the attendees laughed at this concept, whether it be that they've given up on that one legged horse, or as I prefer to think, we're aware of how this cannot work, due to the sheer amount of Capital required to sufficiently start up a carrier in another state. It's not a matter of setting up shop in state X and selling and insurance contract, but rather the set up, implementation and providing of comprehensive managed provider networks. (as featured on his blog, Health Care Policy and Marketplace Review).

Monday's breakout sessions were filled to capacity as usual. Our very own Carol Taylor from Piedmont chapter and the D&S Agency in Lynchburg co-chaired the Cadillac Tax/Excise Tax and its projected impact. This was a Virginia attendee favorite for obvious reasons, but more so as the data was an incredible insight to not just the large, jumbo extremely rich benefits that this tax was initially designed for, but more for the MAIN STREET businesses we all have as clients.

Virginia members held 12 of our 13 congressional appointments on Tuesday afternoon. A big THANK YOU to EVAHU as they ran from one end of the Capitol to the other as they had four appointments scheduled within a three hour window. (If you've ever joined us, you're aware how long it can take to simply get into one of the Congressional Buildings – JOB WELL DONE!)

Most of the congressional leaders were extremely interested in

Some quick facts to ponder:

74% of employers will be hit by the tax in 2022

In 26 states, the typical plan hit by the tax is equivalent to the mid-level SILVER plan's on the ACA exchanges

The CBO has projected that 91 billion will be raised over a decade from this tax, while ¾ of that \$91 Billion will come from increased income taxes, on the expectation that employers will compensate for cutting benefits by raising wages.



Virginia Attendees:

Central Chapter:

Arthur Accardo
Nicholas Carel
Matthew Irvine
Christopher Leahy
Susan Rash
Christopher Renkar
Kimberly Rodgers
Lindsey Waters

Eastern Chapter:

Carlo Abbruzzo
Jill Age
Jonathan Antle
Brenda Cutting
Shannon Glover
Sue Johnson
Barbara Rogers

information on The Excise Tax (HR 879 and S 2050). Employer Reporting was another set of bills that had significant interest (HR 2712 and S 1996). The Senate bill is important as our own Senator Warner authored this bill.

- Christopher Renkar



Anya Simpson
Susan Taylor

Northern Chapter:

Steven Cosby
Gary Cox
Jason Reynolds
Tim Simmons

Piedmont Chapter:

Lori Carter
William Kite
Lisa Martin
Brooks Powell
Carolyn Taylor

Southwest Chapter:

Tedon Gordon
Amy Mutter
Megan Ritter
Charles Webb

