

SMALL EMPLOYER HEALTH INSURANCE SURVEY

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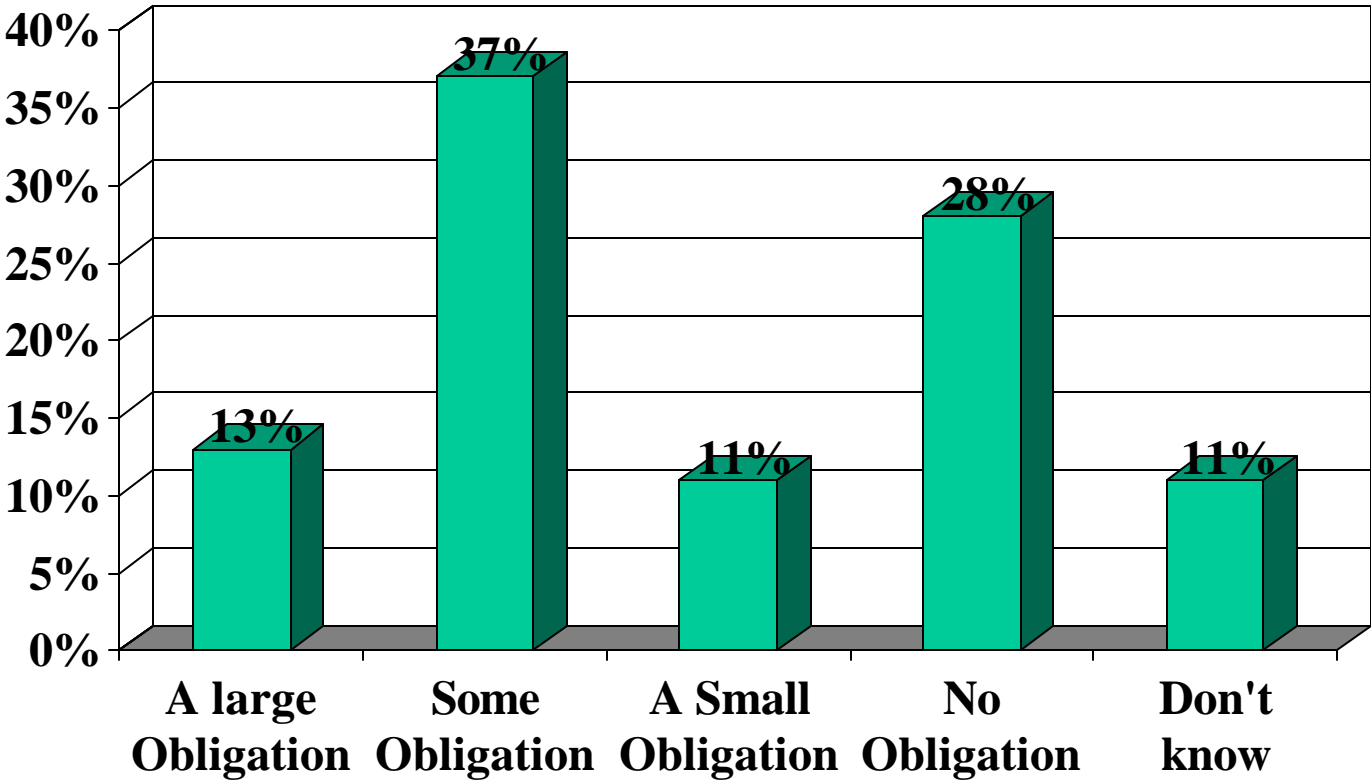
Institute for Public Administration

SMALL EMPLOYER HEALTH INSURANCE SURVEY

- Mail survey of small businesses in Delaware (less than 50 employees)
- Started April 27th, 2001
- Expected number of respondents 400
- Two Survey Instruments:
 - For Businesses that do not currently offer health insurance
 - For Businesses that offer health insurance to employees
- Collects data on:
 - Attitudes towards health insurance in Delaware
 - Reasons for offering/not offering coverage for employees
 - Demographic detail

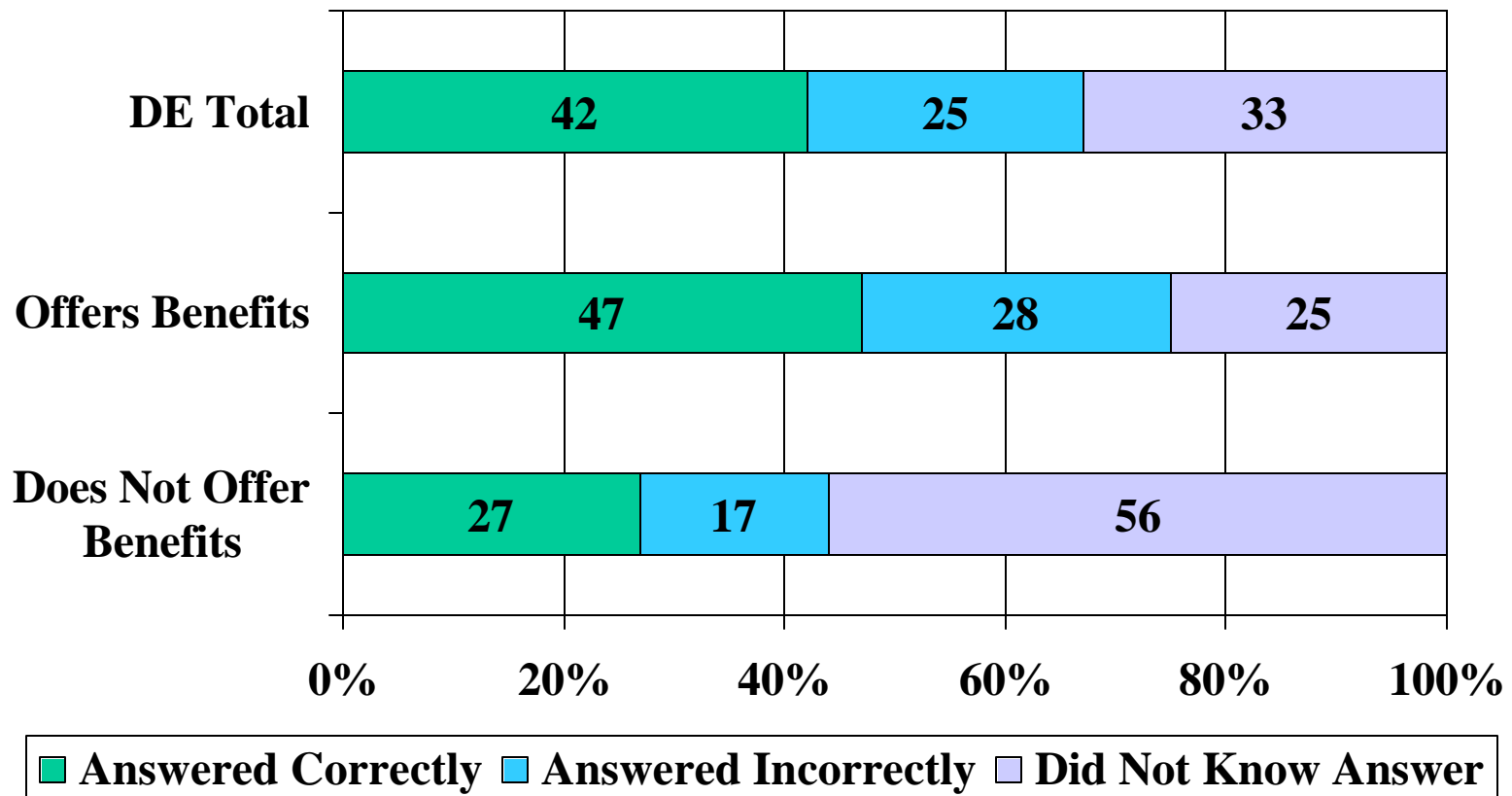
Obligation of Employers to Provide Health Insurance Coverage

(Among Companies Not Offering a Health Plan)



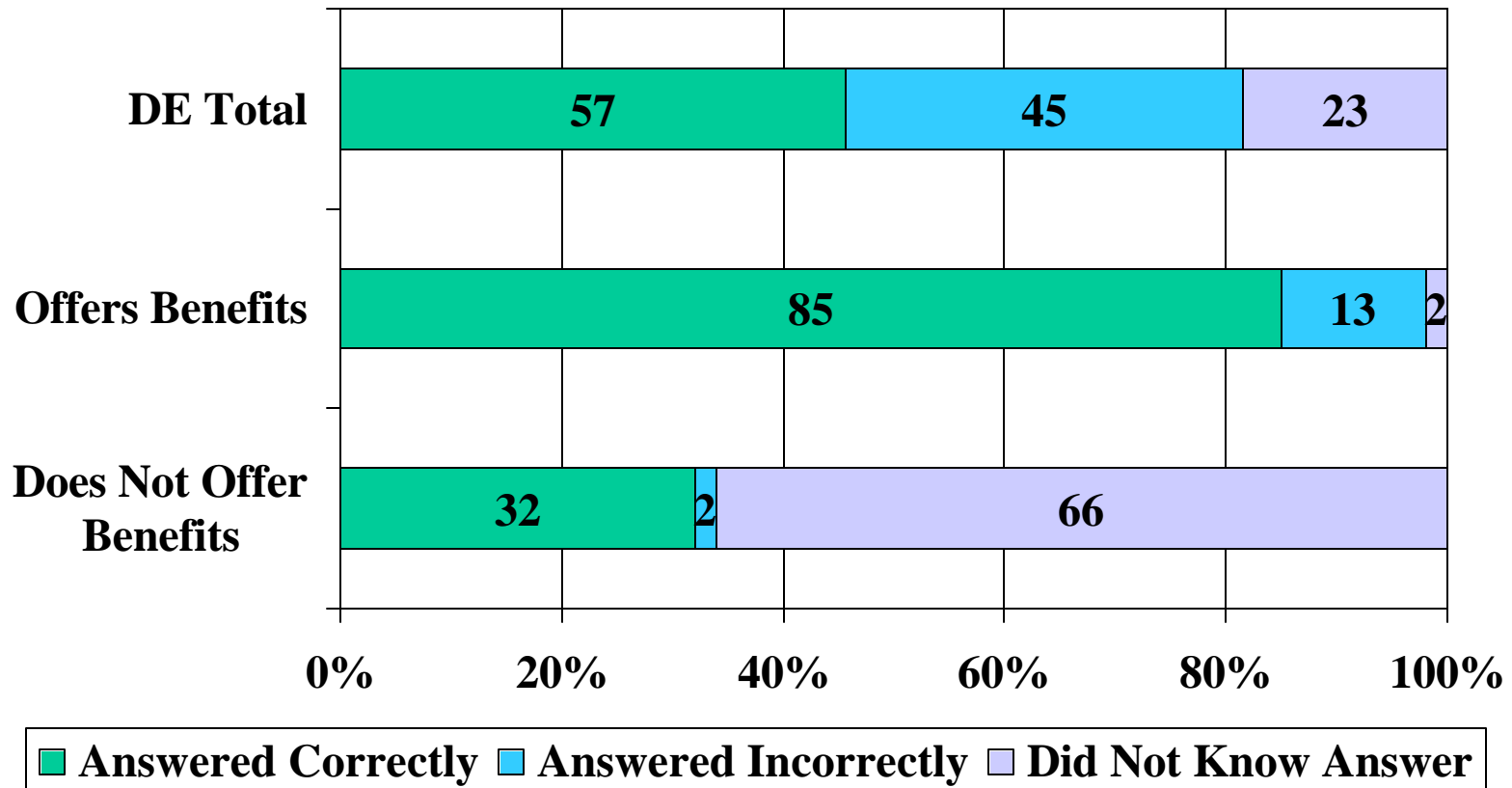
Knowledge of the Tax Treatment of Benefits

- Health insurance premiums are 100% tax-deductible to the employer (true)

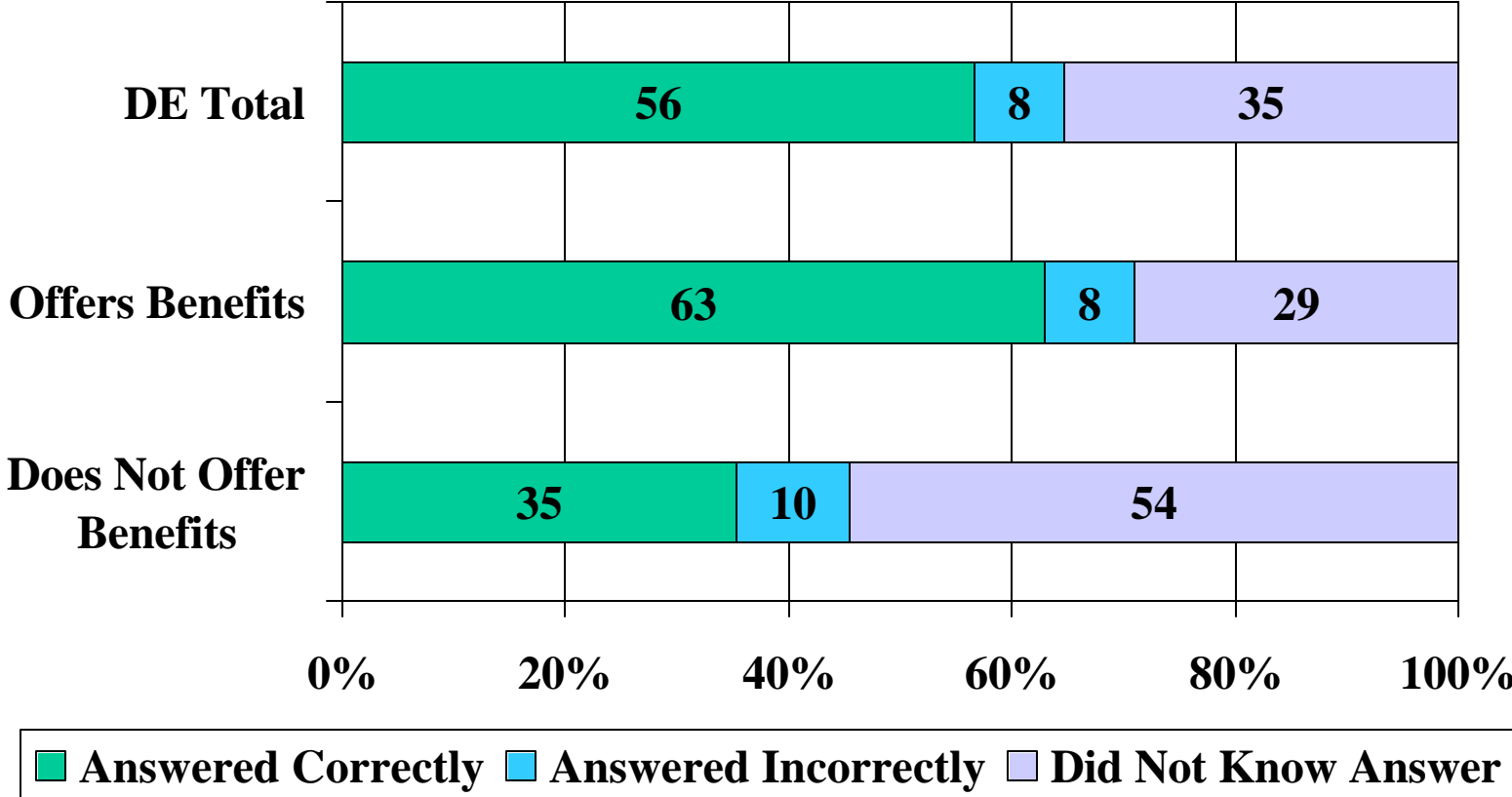


Knowledge of the Tax Treatment of Benefits

- Health insurance premiums are treated less favorably than general business expenses with regard to taxes (false)

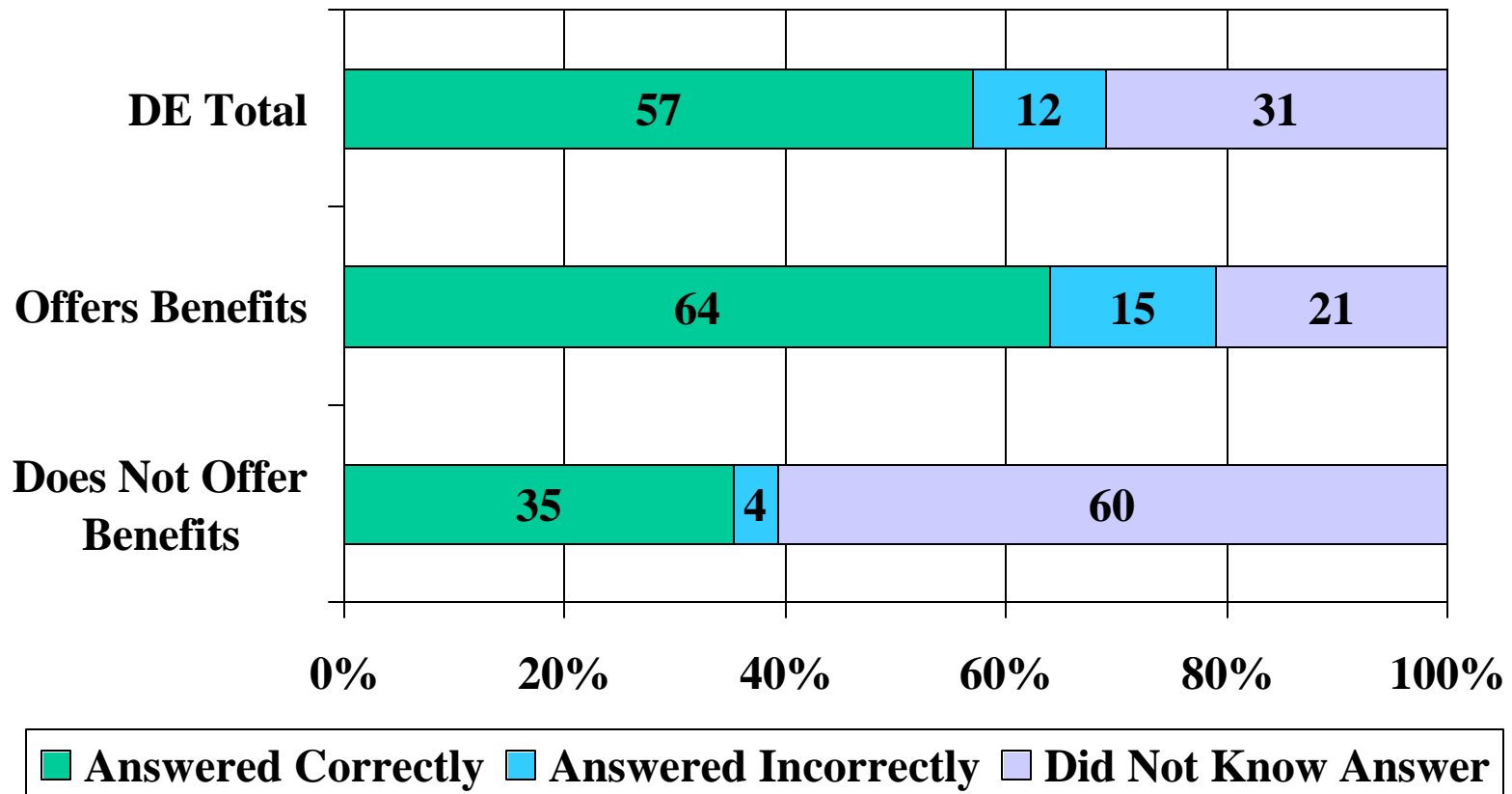


**Knowledge of the Tax Treatment of Benefits
– Employees who purchase health insurance on their own generally can deduct 100% of their health insurance premiums (false)**

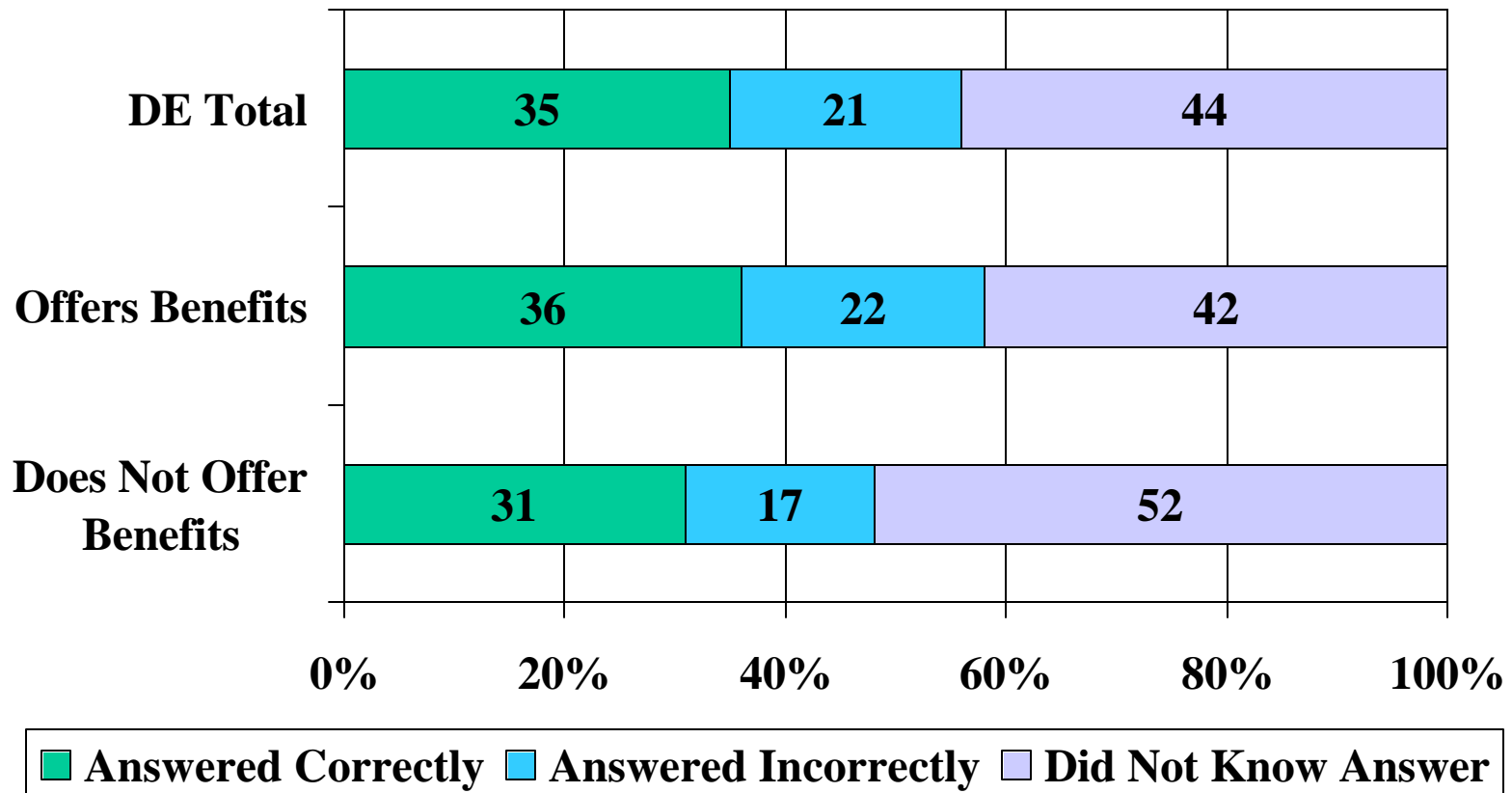


Knowledge of the Tax Treatment of Benefits

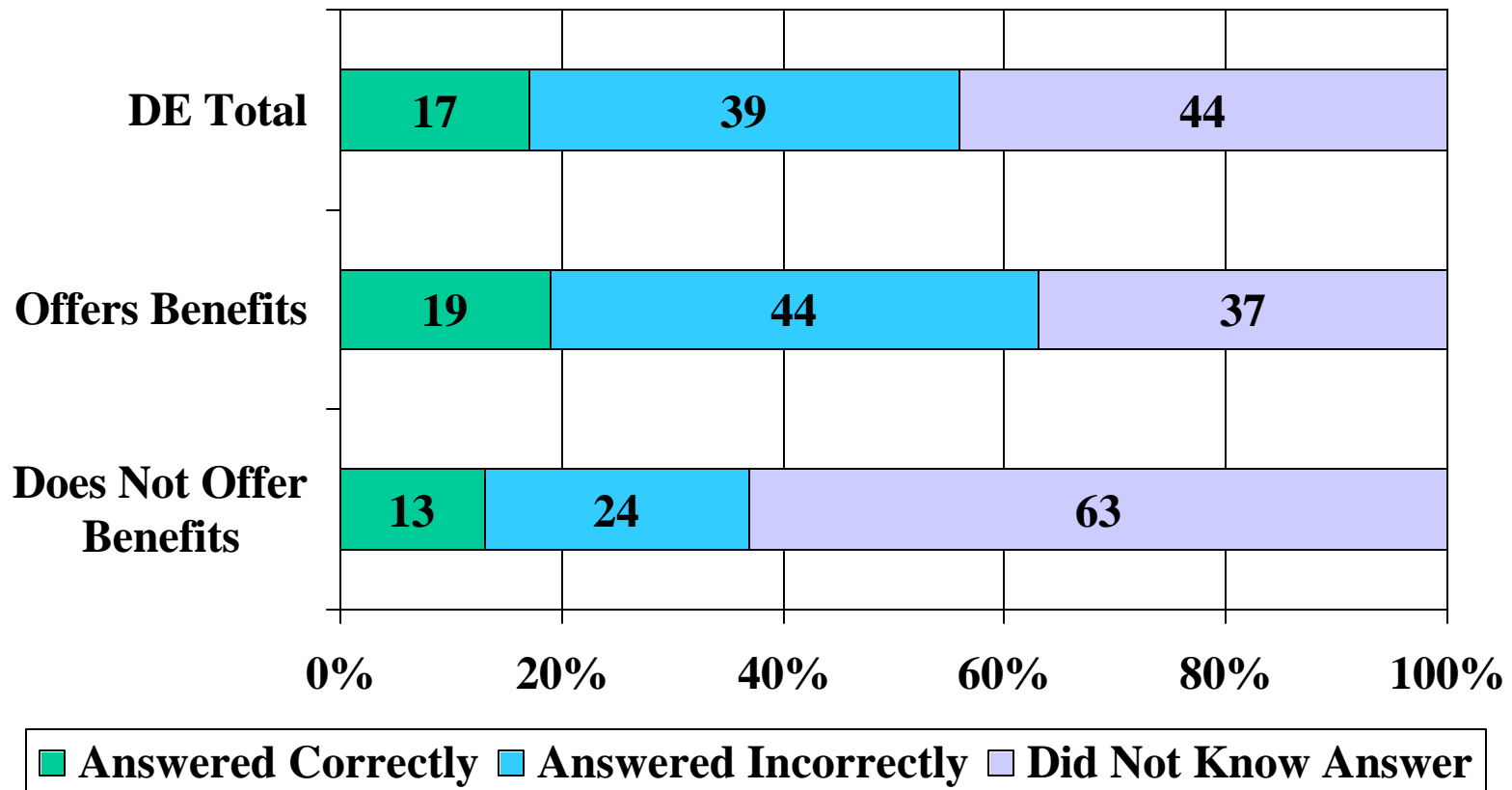
- Employees do not pay tax on the share of their premiums that are paid by their employer (true)



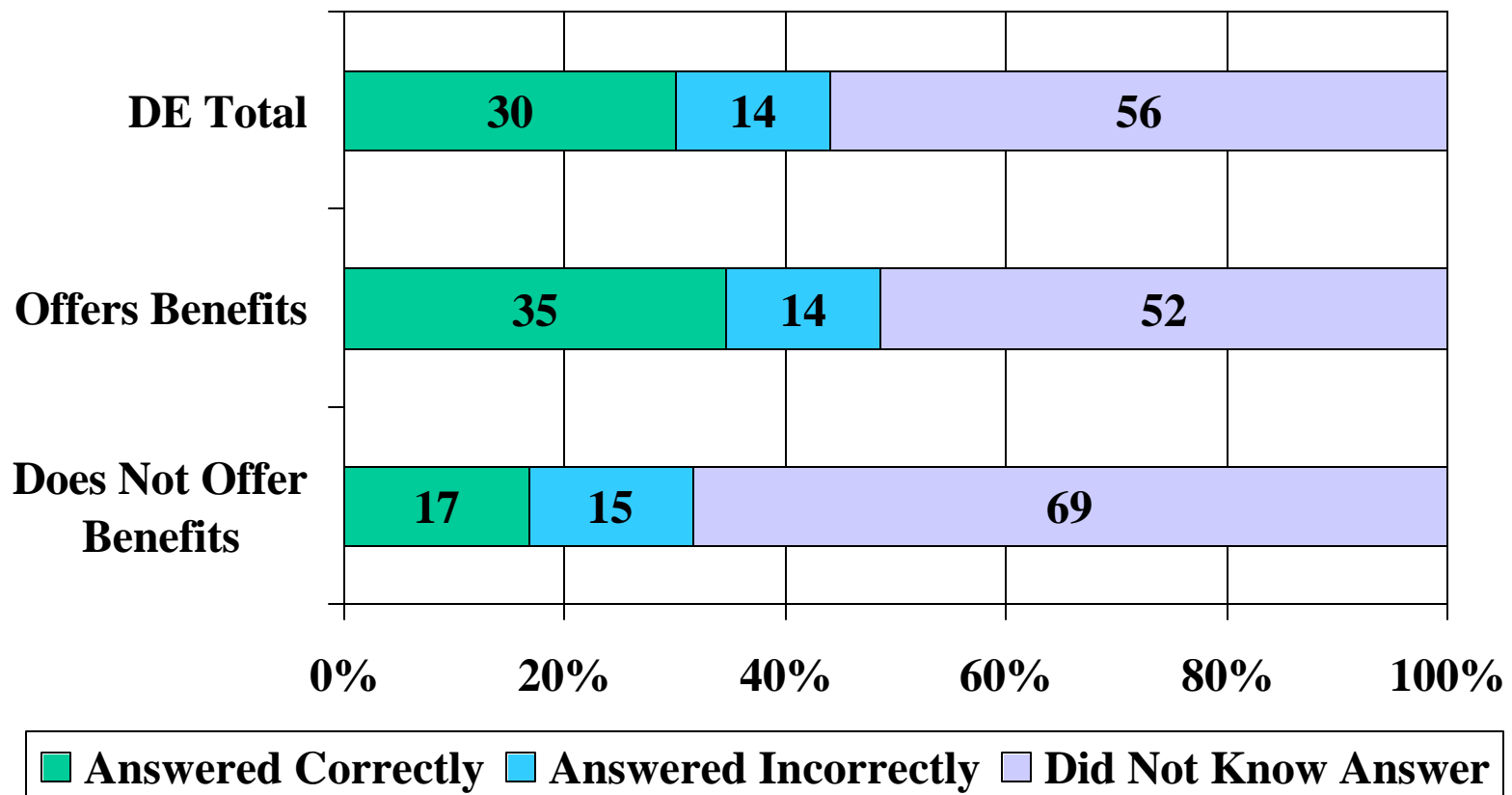
Knowledge of Small Group Market Regulation – Insurers may deny health coverage to employers with 2 to 50 employees due to health status (false)



Knowledge of Small Group Market Regulation – Small employers cannot spread the cost of sick employees across a large pool of workers (false)



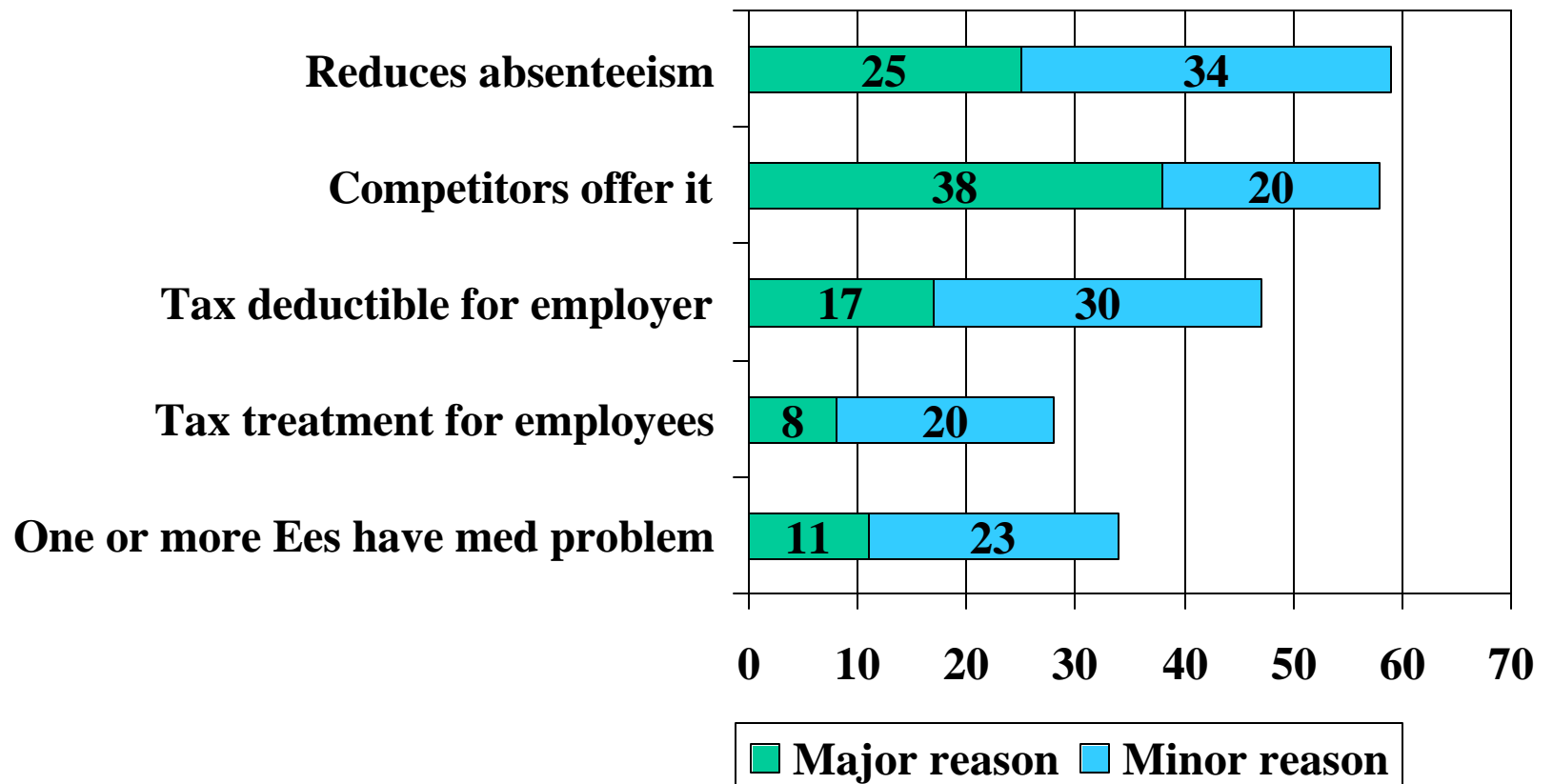
Knowledge of Small Group Market Regulation – There are limits on what insurers can charge employers with sick workers (true)



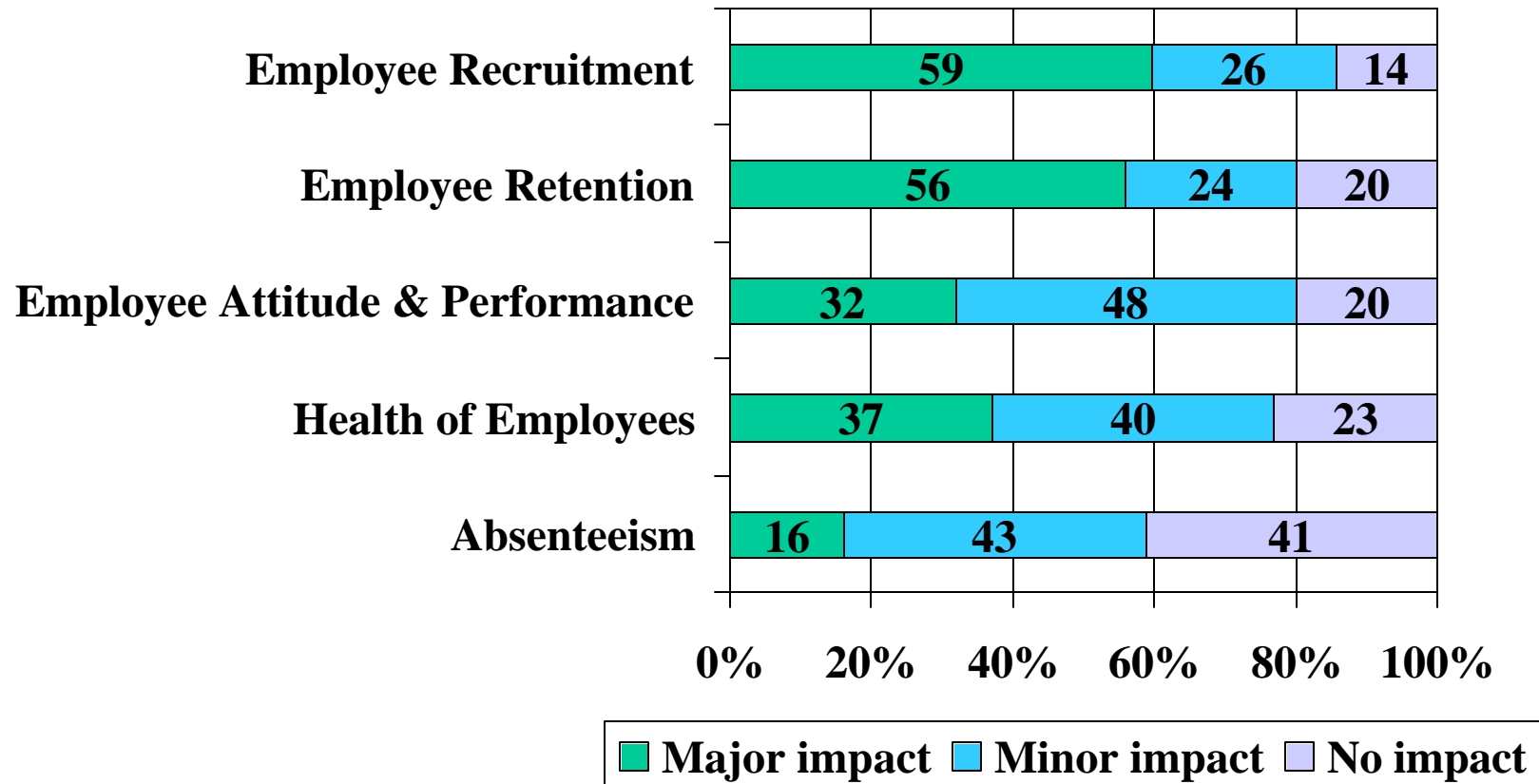
Reasons for Offering a Health Plan (1 of 2)



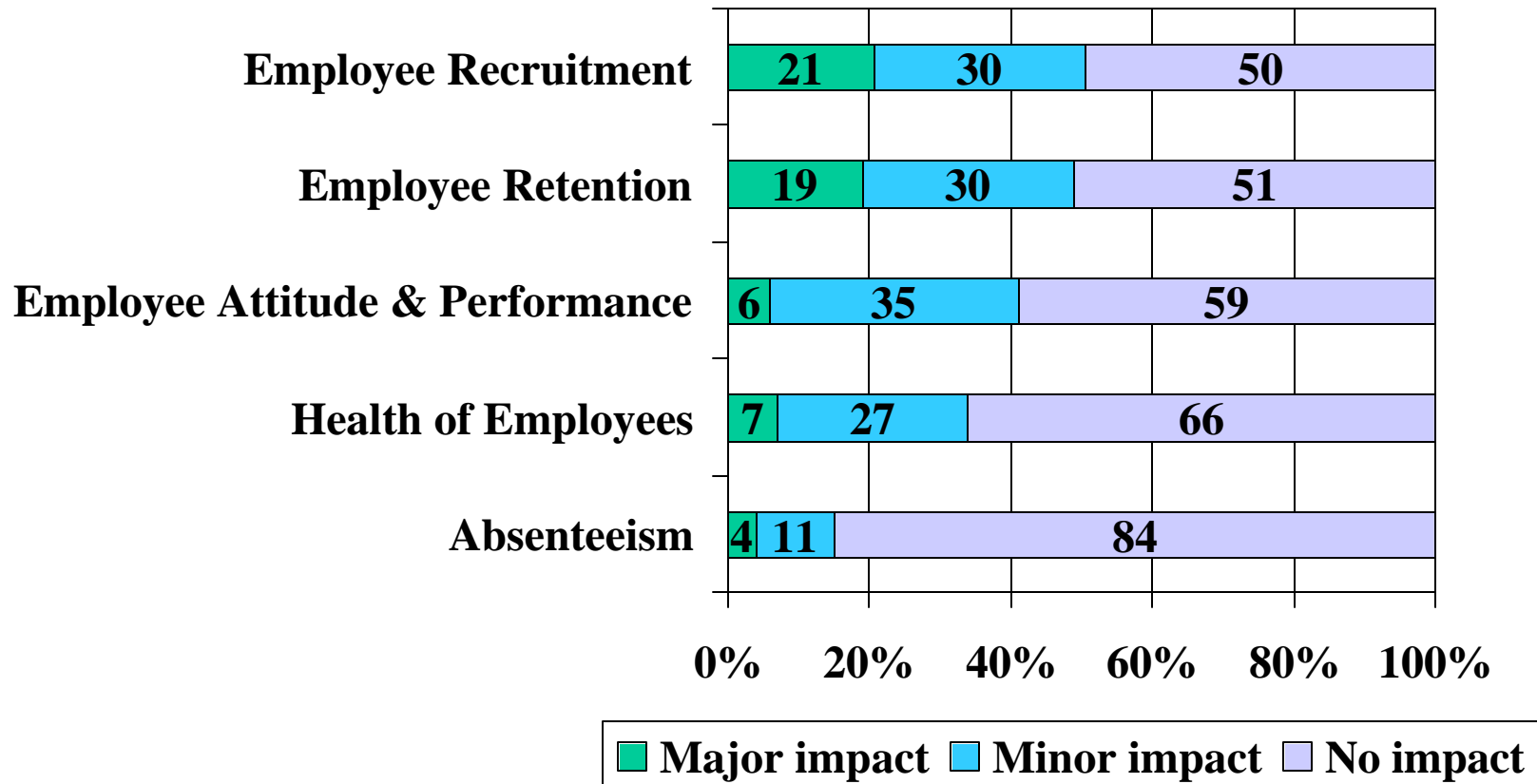
Reasons for Offering Health Benefits (2 of 2)



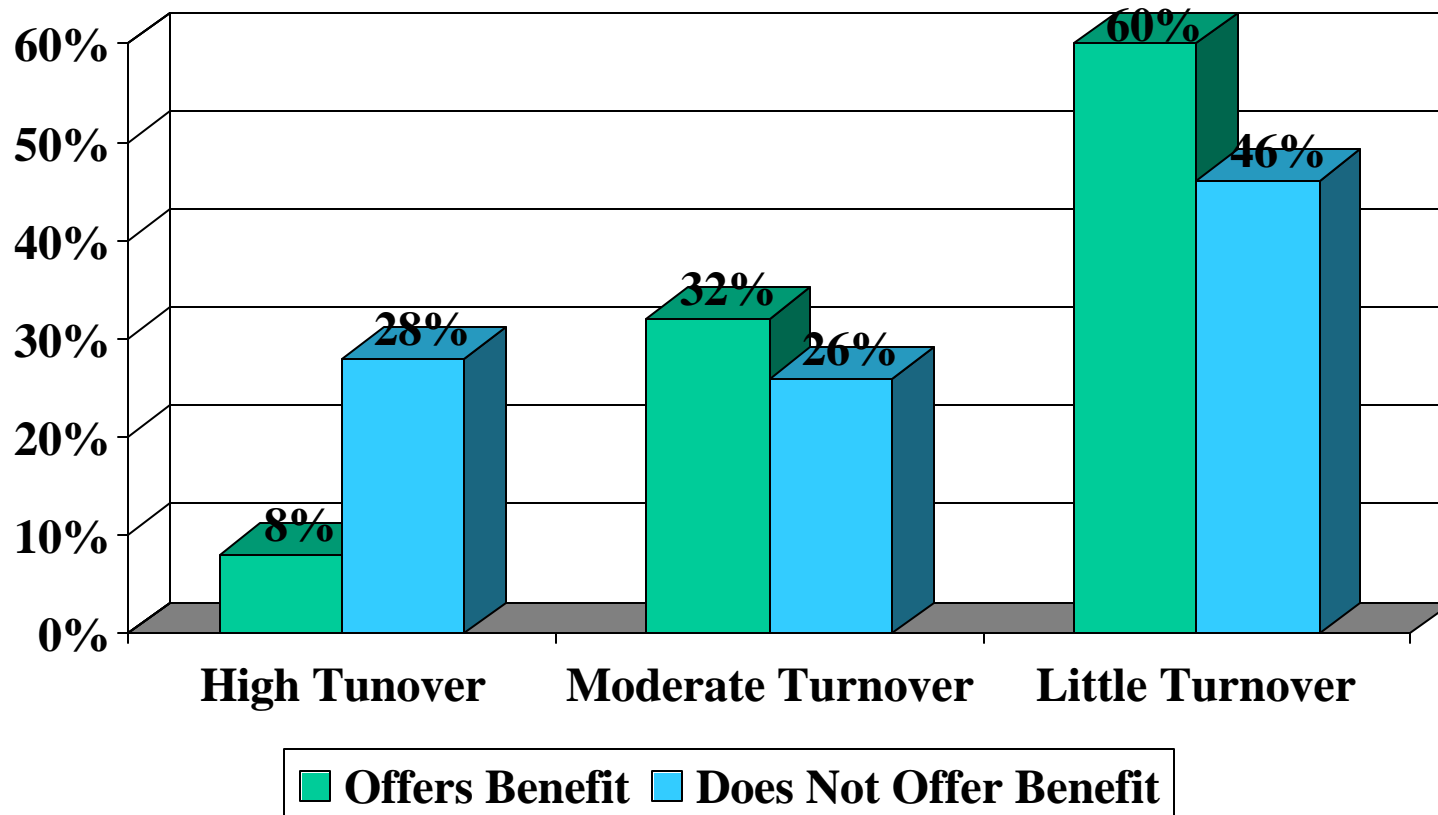
Impact of Offering a Health Plan



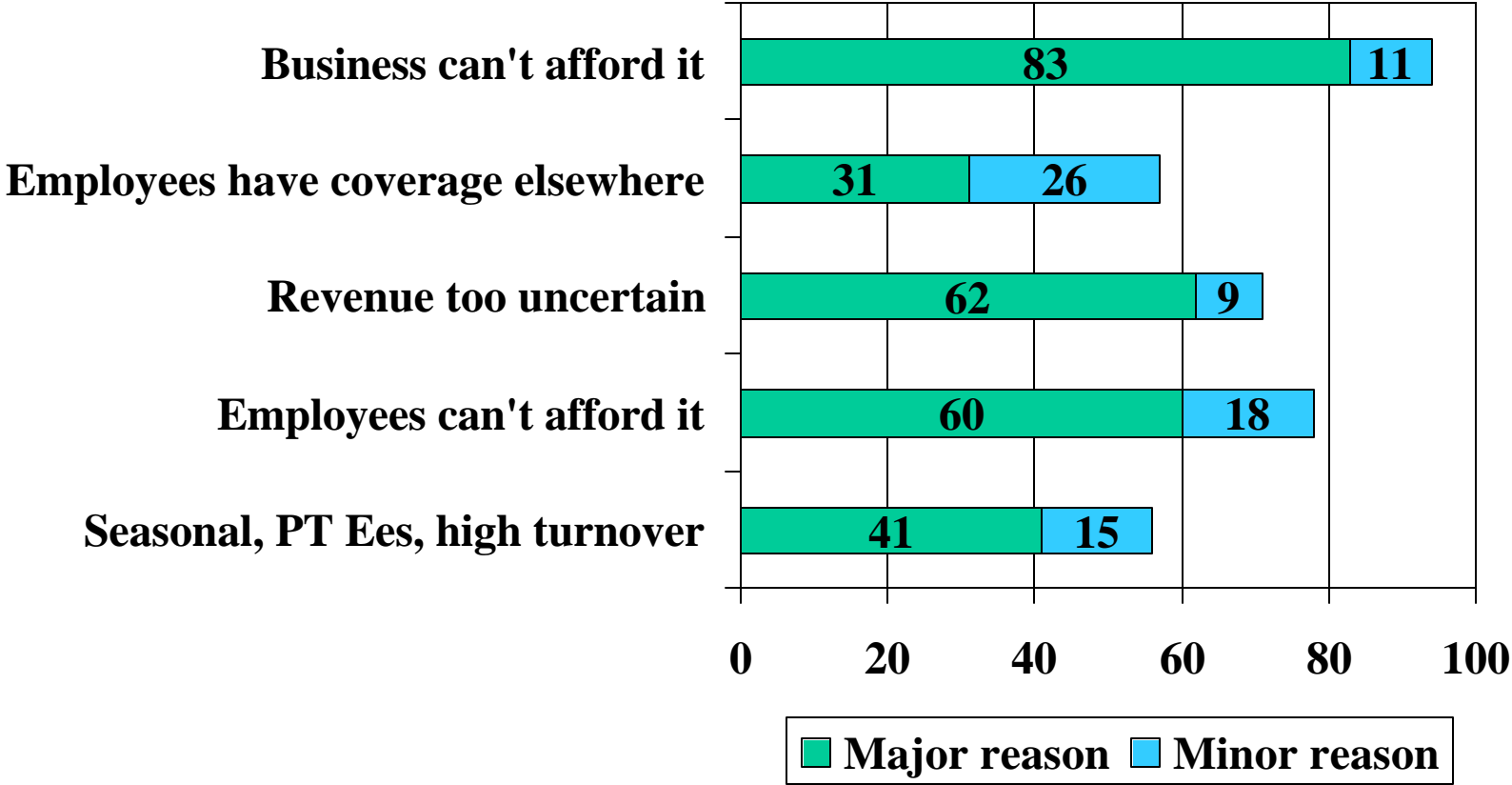
Impact of Not Offering a Health Plan



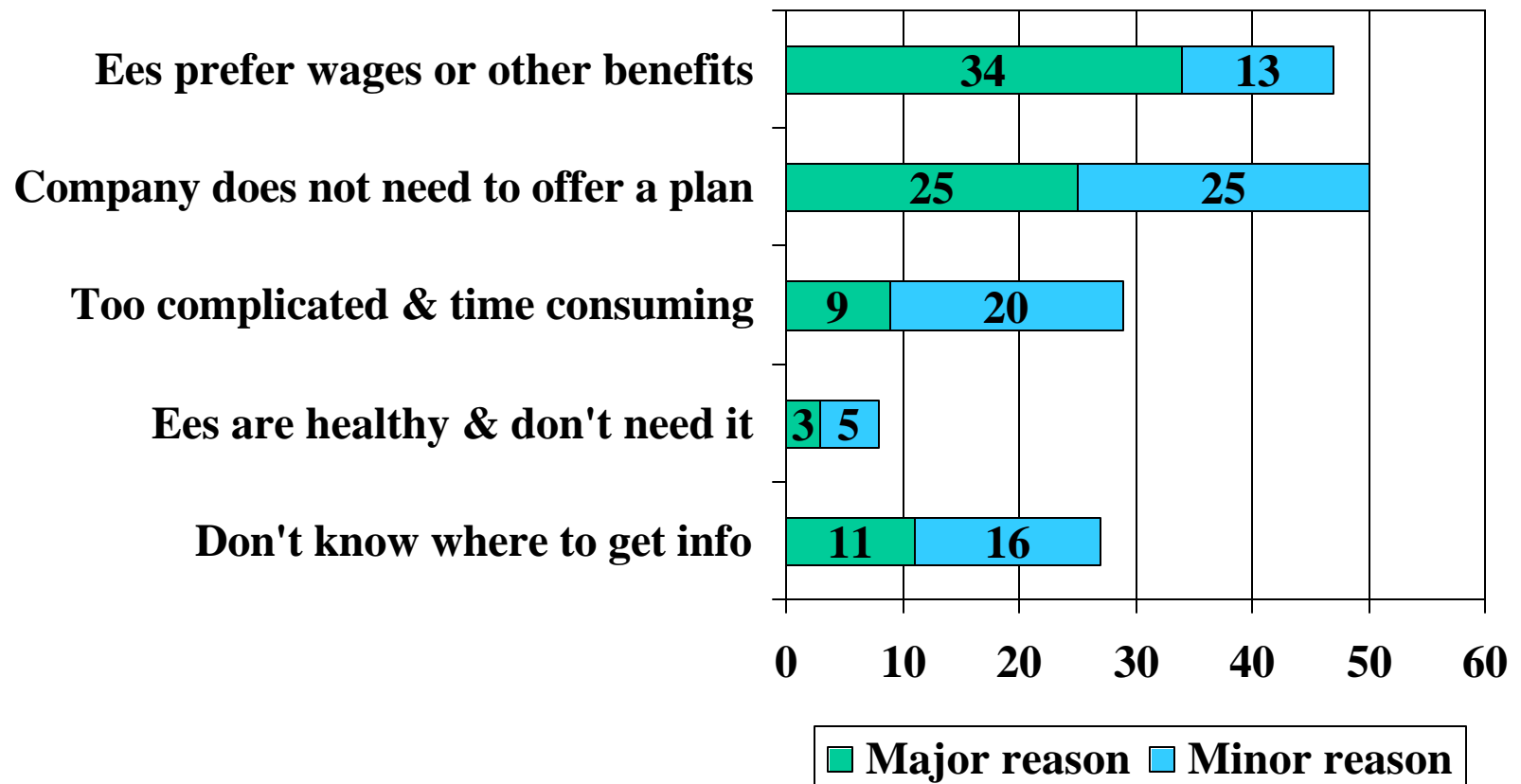
Employee Turnover by Whether Employer Offers Health Benefits



Reasons for Not Offering a Health Plan (1 of 2)

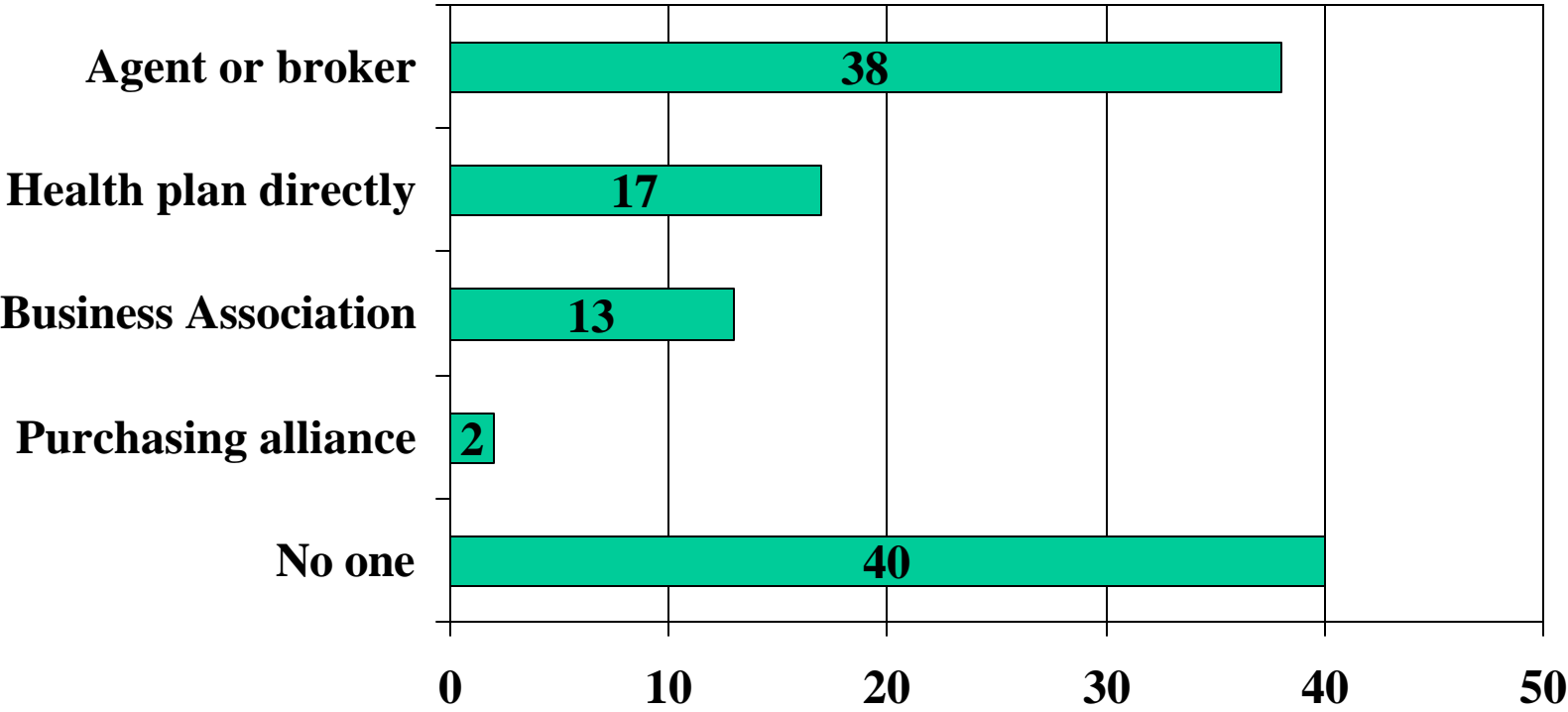


Reasons for Not Offering a Health Plan (2 of 2)



Information Contacts Among Companies Not Offering Health Plans – Who has Company Contacted in Past 2 Years

(multiple responses accepted)

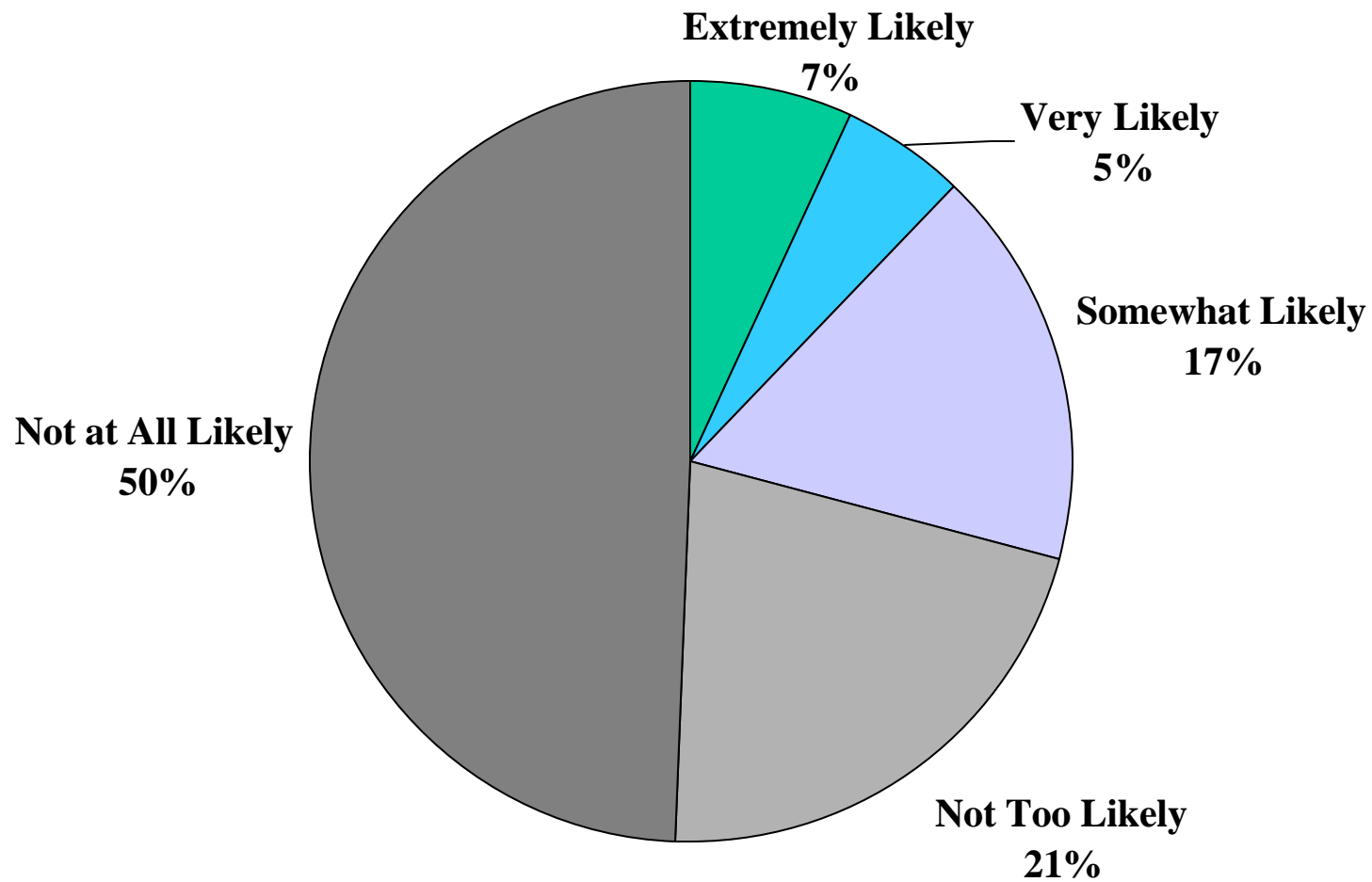


**Estimate of Monthly Cost and Amount
Willing to Pay – Employee Only Coverage
(Among Employers Not Offering Health Plans)**

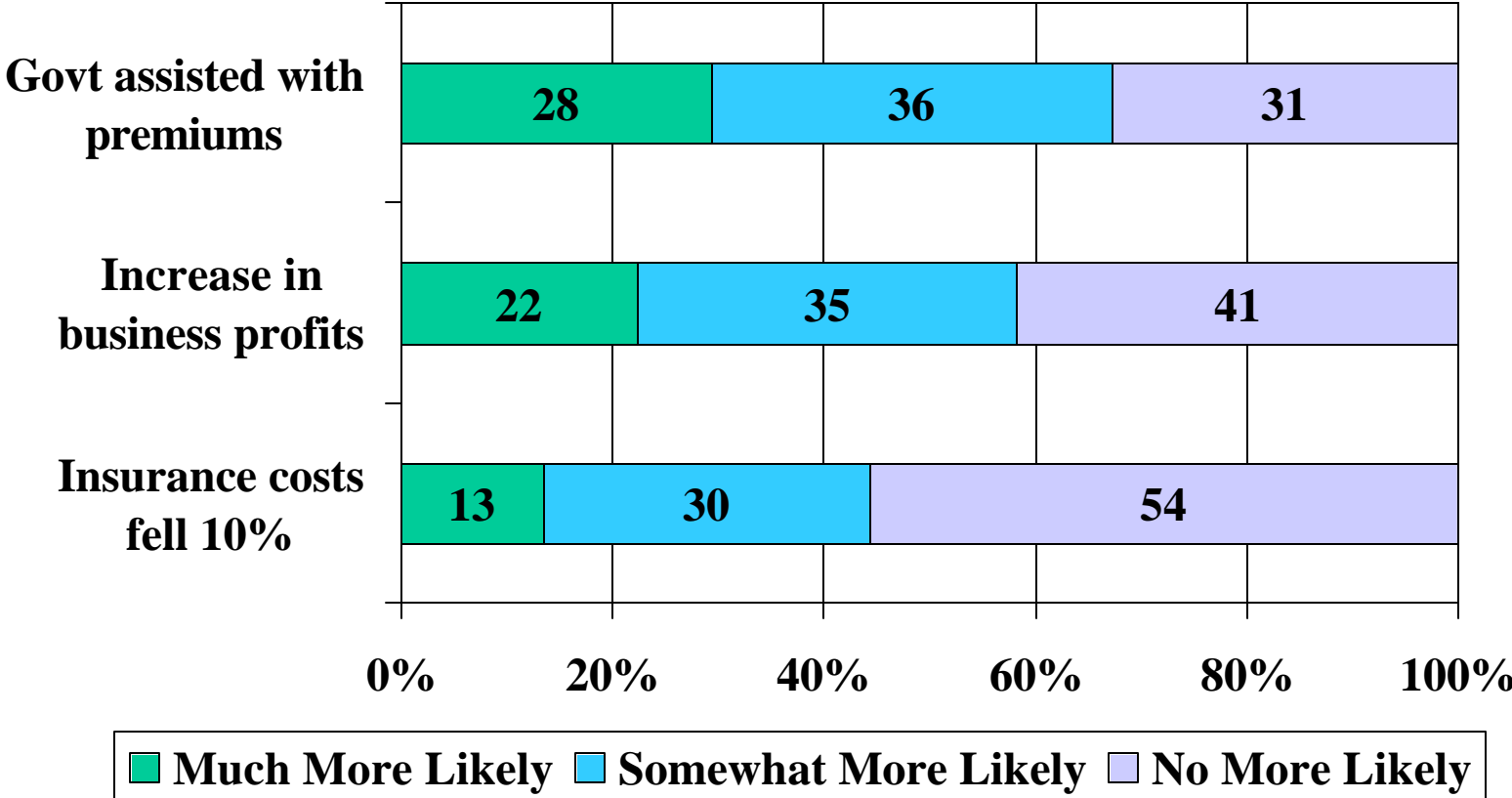
	Estimate of Cost	Amount Willing to Pay
Nothing at all	-	-
Less than \$50	-	5%
\$50-\$99	2%	2%
\$100-\$199	11%	17%
\$200-\$299	13%	-
\$300 or More	40%	2%
Don't Know	34%	74%

Likelihood of Employer Offering Health Benefits in Next Two Years

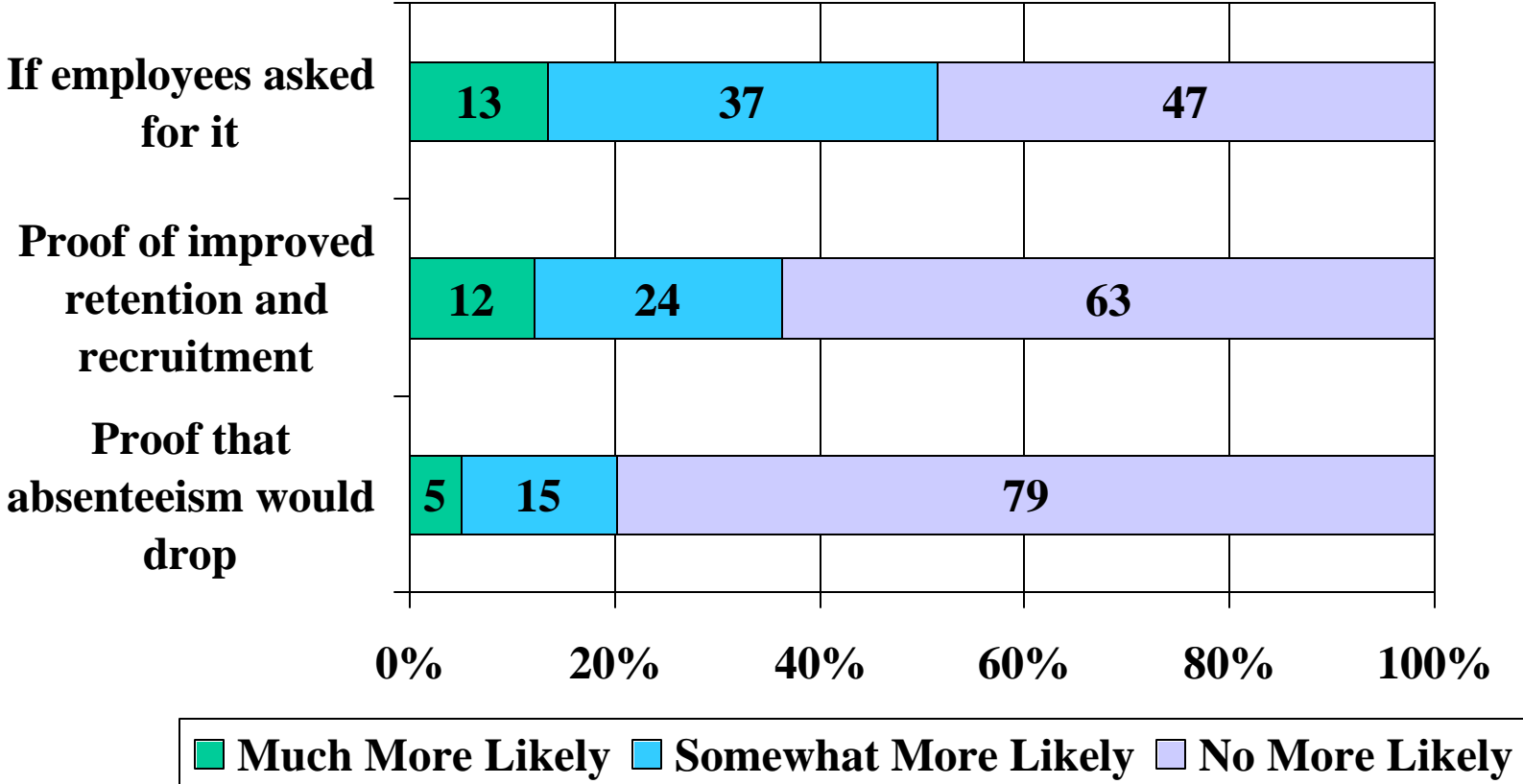
(Among Companies Not Offering a Health Plan)



Factors Likely to Make Companies Seriously Consider Offering Plan (1 of 2)



Factors Likely to Make Companies Seriously Consider Offering Plan (2 of 2)



Percentage of Premium Costs Needed from Government for Company to Provide Plan (Among Companies Not Offering a Health Plan)

