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Aetna

“...we are engaged in spending \$25 million over 3 years to launch a Medicare Advantage product that will provide Connecticut seniors better benefits, customer service, and access.”

ConnectiCare

“...invested over \$70 million dollars between the purchase and upgrades to the facilities and grounds...”

MassMutual Financial Group

“...expects to increase their employee base by 20% in 2009 to support the needs of their growing client base.”

InSource Consulting

Did *you* know? Your legislator should.

Throughout May 2009, testimony of some of the state's senior-most insurance and financial services executives, speaking to positive growth and developments in Connecticut's IFS industry, was presented to the House, Senate and Insurance & Real Estate Committee of Connecticut's legislature.

Please support this campaign by telling your legislator to value the industry and its employees, and to act accordingly.



Strengthening and Advancing Connecticut's IFS Industry

www.connecticutIFS.com

“...investing \$35 million in building renovations at City Place, many of which will focus on ‘green’ initiatives to make the facility more efficient and environmentally friendly.”

UnitedHealthcare

“...the number of Kindergarten-through-twelfth-grade teachers who enrolled in...retirement plans was up over 200 percent in the first quarter of 2009 compared to last year's first quarter.”

ING

“Our Abilities philosophy includes support of the Wounded Warrior Project, the U.S. Paralympic team, and numerous cancer recovery organizations.”

The Hartford

“Together with our 55 employees, we contribute more than \$100,000 a year to local charities. Last year alone, we helped more than 40,000 Connecticut residents choose the best health insurance option possible...”

Ovation Benefits

“Fostering a healthy environment is not only the right thing to do, but it is also connected to our mission of helping people achieve health and financial security. That’s why we sought and received LEED certification for our new Customer Center in Hartford. It’s why we are installing solar panels on our Atrium building and decided to accelerate an award-winning telework program that is reducing carbon dioxide emissions by 23,000 metric tons a year. We were honored to receive a 2009 Connecticut Climate Change Leadership award from the State of Connecticut, and we will keep leading by example. At Aetna we’re all about helping people get and stay healthy, and we’re doing it in innovative ways. We recently welcomed Earvin ‘Magic’ Johnson to Aetna in Hartford to encourage employees to improve their health and wellness through the ‘Get Active Aetna’ fitness program - a 16-week individual and team-oriented fitness campaign. We want all our members to be healthy and have announced an expansion of our Aetna Health Connections Direct2You offering that will enable more working Americans, through our plan sponsors, to receive wellness, prevention and acute care services at their workplace.”

- Mark Bertolini, President, Aetna

“ConnectiCare continues to invest locally, right now we are engaged in spending \$25 million over 3 years to launch a Medicare Advantage product that will provide Connecticut seniors better benefits, customer service, and access. ConnectiCare’s current construction of a new building in Farmington will be the town’s biggest expansion to their 2009 property tax grand list. In 2008, we paid over \$375,000 in property taxes. In 2008, ConnectiCare paid \$14.5M to Connecticut based suppliers and consultants. Through ConnectiCare’s continual investment in technology and reduction in paperwork we are able to pay 90% of all health claims within 15 days.”

- Mickey Herbert, President & CEO, Connecticare

“Through our products and philanthropy, The Hartford helps people regain their mobility and quality of life after a disabling illness or injury. Our Abilities philosophy includes support of the Wounded Warrior Project, the U.S. Paralympic team, and numerous cancer recovery organizations.”

- Connie Weaver, Senior Vice President, The Hartford

“In both business results and community service, ING is moving forward despite the difficult economy. For example, the number of Kindergarten-through-twelfth-grade teachers who enrolled in ING retirement plans was up over 200 percent in the first quarter of 2009 compared to last year’s first quarter. And donations from our employees exceeded a \$1.5 million charitable giving goal going into this year. Those contributions from our employees combined with ING’s matching-gift funds means people in need will receive more than \$2.5 million in 2009.”

- Catherine Smith, CEO, U.S.Retirement Services, ING

“InSource, a Connecticut based management and technology strategy firm, has been able to sustain year-over-year increases in revenue by 10%. Their strategy is in the creation of key solutions for their Fortune 100 clients within the Financial Services sector, aimed at improving efficiencies and manageability through technology. This knowledge capital is being leveraged to propel their firm to effectively compete in the Federal government space. As a result, InSource expects to increase their employee base by 20% in 2009 to support the needs of their growing client base.”

- David Shalaby, Founder & President, InSource Consulting

“MassMutual Financial Group (MassMutual) has a major base of operations in Enfield, Conn. where it employs nearly 2,000 people as part of its corporate offices. MassMutual purchased its Bright Meadow (Enfield) campus in 2004. It has invested over \$70 million dollars between the purchase and upgrades to the facilities and grounds there. MassMutual continues to demonstrate solid business growth of its core products - including whole life, disability income, and long term care insurance - and maintains a steadfast philanthropic commitment to its home office communities including Enfield.”

- Melissa Millan, Senior Vice President, US Insurance Group Product Management, MassMutual

“Over the past 5 years our company has more than tripled in size, establishing ourselves as a national leader in the adoption of Consumer Driven Health plans and becoming a driving force in the development of a new generation of health and benefit plans in the market. Together with our 55 employees, we contribute more than \$100,000 a year to local charities. Last year alone, we helped more than 40,000 Connecticut residents choose the best health insurance option possible, and we helped to make those plans work better for their families.”

- William J. Carew, President & CEO, Ovation Benefits

“In the Summer 2010, UnitedHealth Group and its 2,300 employees and staff will move across town and will occupy nearly 20 floors at City Place. Aside from putting one of Hartford’s largest employers in a more central location within the business district, the company is also investing \$35 million in building renovations at City Place, many of which will focus on ‘green’ initiatives to make the facility more efficient and environmentally-friendly. Much of the work will utilize local companies, creating up to 200 local construction jobs. UnitedHealth Group has contributed more than \$3.2 million to community health centers across Connecticut over the last 3 years, providing women’s health screening equipment and dental stations to serve some of our state’s residents who are most in need of health care services. Additionally, UnitedHealth Group’s AmeriChoice business, which participates in the state’s Charter Oak and HUSKY programs, continues to receive positive feedback from the Department of Social Services following the successful enrollment of more than 25,000 new members in April alone, who now have access to 27 of state’s 31 hospitals.”

- Mike Matteo, CEO, UnitedHealthcare National Accounts