

OFFICE OF THE MAYOR
Telephone: (716) 286-4310

October 27, 2023

The City Council
Niagara Falls, New York

***RE: Group Life and Accidental Death Insurance Agreement
(The Standard Insurance Co.)***

Council Members:

On October 4, 2023, the City Council approved and authorized the Mayor to execute an agreement with The Hartford Insurance Co. (“Hartford”) to provide life insurance coverage for its active employees and retirees. Prior to signing the agreement, it was discovered that the plan description of Hartford’s policy contained an “actively at work” provision, which would limit Hartford’s continuity of care coverage window to 12 months. This essentially means that Hartford would only cover employees out of work (on Workers Compensation) for the first 12 months from the effective date of Hartford’s agreement; if those employees did not return to work within that 12-month period, they would have their life insurance coverage dropped. A request was made to Hartford to waive this provision, which was denied. Our Insurance Broker then consulted with the Standard Insurance Co. (“Standard”), the next highest rated bidder, to see if they could address this issue. Standard indicated that not only would they provide continuity of care coverage for City employees without restriction, but that Standard would also offer their services to the City at a significantly lower price than the one quoted by Hartford (\$12,262.00 less). Based on this information, it is hereby proposed that the City enter into an agreement with Standard to provide the requested life insurance coverage.

The proposed three-year agreement with Standard for group life and accidental death insurance coverage for both active and retired employees would come at an annual cost of \$81,093.00. This amount is nearly \$20,000.00 less than that of our current insurance provider. All of the current policy provisions and amendments would remain unchanged and all policy limits and benefit levels would be maintained in full. Funding is available through budget code 0830.000 for all departments.

Will the Council so approve and authorize the Mayor to execute an agreement satisfactory to the Corporation Counsel in both form and content.

Submitted By:

ROBERT M. RESTAINO
Mayor

Bax _____ Cauley _____ Myles _____ Tompkins _____ Zajac _____