

TESTIMONY OF THE AMERICAN COUNCIL OF LIFE INSURERS  
IN SUPPORT OF SENATE CONCURRENT RESOLUTION 42, SENATE DRAFT 1,  
REQUESTING THE LEGISLATIVE REFERENCE BUREAU TO CONDUCT A STUDY TO  
DETERMINE WAYS, OTHER THAN TAX INCENTIVES, TO ENCOURAGE EMPLOYERS  
TO PROVIDE AND PAY FOR LONG-TERM CARE INSURANCE

April 11, 2012

Via e mail

Hon. Senator David Y. Ige, Chair  
Committee on Ways and Means  
State Senate  
Hawaii State Capitol, Room 211  
415 South Beretania Street  
Honolulu, Hawaii 96813

Dear Chair Ige and Committee Members:

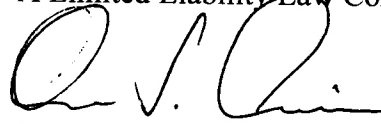
Thank you for the opportunity to testify in support of SCR 42, SD 1, which proposes that the Legislative Reference Bureau be requested to conduct a study to determine ways, other than tax incentives, to encourage employers to provide and pay for long-term care insurance.

Our firm represents the American Council of Life Insurers (“ACLI”), a national trade association, who represents more than three hundred (300) legal reserve life insurer and fraternal benefit society member companies operating in the United States. These member companies account for 90% of the assets and premiums of the United States Life and annuity industry. ACLI member company assets account for 91% of legal reserve company total assets. Two hundred thirty-five (235) ACLI member companies currently do business in the State of Hawaii; and they represent 93% of the life insurance premiums and 92% of the annuity considerations in this State.

As a matter of policy the State of Hawaii should encourage individuals to provide for their own financial well-being. If a person is unable to support his or her long-term care needs, the State will need to spend its scarce resources for that purpose. Accordingly the ACLI supports the proposed resolution calling for a study of options other than tax incentives to encourage employers to provide and pay for long term care insurance and individuals to purchase such insurance.

Again, thank you for the opportunity to testify in support of SCR 42, SD 1.

LAW OFFICES OF  
OREN T. CHIKAMOTO  
A Limited Liability Law Company

A handwritten signature in black ink, appearing to read "Oren T. Chikamoto". The signature is stylized with large, sweeping loops and a prominent initial "O".

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