



## **The New York State Partnership for Long-Term Care**

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# **QUARTERLY UPDATE**

**Volume 9 Number 2 April 1, 2001 – June 30, 2001**

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### **Prepared by:**

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Report Prepared on February 5, 2002

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#### **Participating Insurers:**

**American Progressive  
CNA Insurance Companies  
Conseco Life Insurance Co of NY  
First Fortis Insurance Company  
G. E. Capital Life Assurance Co of NY  
John Hancock Life Insurance  
Massachusetts Mutual Life Insurance**

**MedAmerica Insurance Co. of NY  
Metropolitan Life Insurance  
Mutual of Omaha  
New York Life Insurance  
The Prudential  
Teachers Insurance and Annuity Assoc  
TransAmerica Life Insurance Co.**

## EXECUTIVE SUMMARY

The New York State Partnership for Long Term Care is a unique program to finance long term care based on the concept of a public-private partnership, linking private insurance to Medicaid. The program became operational on March 1, 1993 when the first group of five insurance companies was approved by the New York State Department of Insurance to market Partnership policies. Fourteen insurance companies are currently approved to sell Partnership policies, which includes four group offerings. Program participation requires participating insurance companies to submit quarterly data on Partnership policy sales activity. This descriptive report is based on an analysis of these data.

This report presents basic data on cumulative Partnership policy sales since April 1993 and provides an in-depth description of activity which occurred during the 2nd quarter of 2001 (April 1 – June 30). Thirteen insurance companies marketed Partnership policies during this quarter: **American Progressive Life & Health Insurance Company of N.Y., Conseco Life Insurance Company, CNA Insurance Companies, MedAmerica Insurance Company of New York, First Fortis Insurance Company, GE Capital Life Assurance Company of NY, John Hancock Life Insurance Company, Metropolitan Life Insurance Company, Mutual of Omaha Insurance Company, New York Life Insurance Company, Prudential Insurance Company, Teachers Insurance and Annuity Association, and Massachusetts Mutual Life Insurance Company.**

From April 1993 through June 2001, the cumulative number of applications for the Partnership policies was **54,509**. Of the **48,925** applications which resulted in an underwriting decision **40,206** (82%) were approved for coverage while **8,719** (18%) were denied. As of June 30, 2001, there were **31,640** active Partnership policyholders. The majority of these policyholders were female (60%) and married (71%); their mean age was **65** years; they tended to be first-time purchasers of LTC insurance (94%); they purchased individual policies (92%).

During the 2nd quarter of 2001, **1,457** applications were received by the 13 participating companies. Of the **1,457** applications which resulted in an underwriting decision, **1,089** (78%) were approved for coverage while **316** (22%) were denied. During the quarter, **218** policyholders lapsed or canceled their policies, including **60** who died. Another **97** individuals chose to relinquish their policy during the free-look period.

During the reporting quarter, **1,089** policyholders were approved for coverage (includes applicants from previous quarters.) Of these, **97** percent were first time purchasers, while the remainder consisted of prior policyholders who either replaced their old policies from a different company or converted to a Partnership policy within the same company. Women accounted for **60** percent; married persons comprised **71** percent; and **96** percent were individual policies. The age of policyholders at purchase ranged from **39** to **85**, with a mean age of **63** years.

The average annual premium cost for all policyholders was **\$2,284**. Only **6.2** percent of all policies sold contained minimum daily benefit amounts, while packages as high as **\$300/day** for both nursing home and home care were also purchased. Seventy-seven (77) percent of policyholders selected a 100-day deductible, while **22** percent chose a deductible of 30 days or less; only **19%** selected a non-forfeiture option. Twenty five (25) percent of the **40** policyholders who were 80 years of age or older at the time of purchase elected to buy optional inflation protection.

**NEW YORK STATE PARTNERSHIP FOR LONG TERM CARE**

**SUMMARY CUMULATIVE STATISTICS ON PARTNERSHIP ACTIVITY SINCE  
APRIL 1993**

APPLICATIONS RECEIVED <sup>a</sup>	54,509
APPLICATIONS PROCESSED	48,925
APPLICATIONS APPROVED	40,206 (82%)
APPLICATIONS DENIED	8,719 (18%)
ACTIVE POLICYHOLDERS <sup>b</sup>	31,640
MALE	12,786 (40%)
FEMALE	18,854 (60%)
MARRIED	22,384 (71%)
NOT MARRIED	8,273 (26%)
UNKNOWN	983 (3%)
AGE	65 (Mean) 65 (Median) 19 (Minimum) 93 (Maximum)
1st TIME PURCHASERS	29,755 (94%)
UPGRADES (Internal)	1,592 (5%)
REPLACEMENTS (External)	293 (1%)
INDIVIDUAL	28,969 (92%)
GROUP	1,091 (3%)
ORG. SPONSORED	1,580 (5%)
NYC (Metro Area) <sup>c</sup>	8,641 (27%)
UPSTATE <sup>d</sup>	22,999 (73%)
POLICIES DROPPED <sup>e</sup>	8,586 4,258 Not Taken 466 Died 3,862 Other

**a. Includes applications which were withdrawn or are currently pending.**

**b. Excludes purchasers who dropped their policies as of end of quarter.**

**c. Includes NYC five boroughs, Nassau, Suffolk, & Westchester.**

**d. Includes policyholders who live outside N.Y. State or whose addresses are under review.**

**e. Adjusted for reinstatements.**

➤ Due to rounding, percents may not equal 100.

**NEW YORK STATE PARTNERSHIP FOR LONG TERM CARE**  
**SUMMARY STATISTICS FOR THE QUARTER *APRIL 1 TO JUNE 30 2001***

<b>APPLICATIONS RECEIVED<sup>a</sup></b>	<b>1,457</b>
<b>APPLICATIONS PROCESSED<sup>b</sup></b>	<b>1,405</b>
<b>APPLICATIONS APPROVED</b>	<b>1,089 (78%)</b>
<b>APPLICATIONS DENIED</b>	<b>316 (22%)</b>
<b>APPROVED POLICYHOLDERS</b>	<b>1,089</b>
<b>MALE</b>	<b>440 (40%)</b>
<b>FEMALE</b>	<b>649 (60%)</b>
<b>MARRIED</b>	<b>775 (71%)</b>
<b>NOT MARRIED</b>	<b>298 (27%)</b>
<b>UNKNOWN</b>	<b>16 ( 2%)</b>
<b>AGE</b>	<b>63 (Mean)</b> <b>63 (Median)</b> <b>39 (Minimum)</b> <b>85 (Maximum)</b>
<b>1st TIME PURCHASERS</b>	<b>1,061 (97%)</b>
<b>UPGRADES (Internal)</b>	<b>24 ( 2%)</b>
<b>REPLACEMENTS (External)</b>	<b>4 (&lt;1%)</b>
<b>INDIVIDUAL</b>	<b>1,047 (96%)</b>
<b>GROUP</b>	<b>9 ( 1%)</b>
<b>ORG. SPONSORED</b>	<b>33 ( 3%)</b>
<b>NYC (Metro Area)<sup>c</sup></b>	<b>219 (20%)</b>
<b>UPSTATE<sup>d</sup></b>	<b>870 (80%)</b>
<b>POLICIES DROPPED<sup>e</sup></b>	<b>315</b> <b>97 Not Taken</b> <b>60 Died</b> <b>158 Other</b>
<b>POLICIES REINSTATED</b>	<b>8</b>

<sup>a</sup> Refers to applications received during the current quarter, only.

<sup>b</sup> Refers to underwriting decisions made during the current quarter, regardless of application date.

<sup>c</sup> Includes NYC five boroughs, Nassau, Suffolk, & Westchester.

<sup>d</sup> Also includes policyholders whose addresses are under review.

<sup>e</sup> Refers to policyholders who dropped policies during current quarter.

➤ Due to rounding, percents may not equal 100.

**NEW YORK STATE PARTNERSHIP FOR LONG TERM CARE  
QUARTERLY STATISTICS OF APPROVED POLICYHOLDERS (N=1,089)**

*APRIL 1 TO JUNE 30, 2001*

**DEMOGRAPHICS**

**AGE RANGE: 39-85**

**AGE DISTRIBUTION**

<=35	36-45	46-55	56-60	61-65	66-70	71-75	76-80	81-85	86+
0 (0%)	12 (1%)	141 (13%)	227 (20%)	309 (28%)	211 (19%)	116 (11%)	47 (4%)	26 (2%)	0 (0%)

<u>DEMOGRAPHIC CATEGORY</u>	<u>COMPOSITION</u>		<u>MEAN AGE</u>
	#	Pct.	
<b>ALL POLICYHOLDERS</b>	1,089	100	63
<b>POLICY CATEGORY</b>			
INDIVIDUAL	1,047	96	64
GROUP	9	1	60
ORGANIZATION-SPONSORED	33	3	63
<b>GENDER</b>			
MALES	440	40	64
FEMALES	649	60	63
<b>MARITAL STATUS</b>			
NOT MARRIED	298	27	66
MARRIED	775	71	63
UNKNOWN	15	2	64
<b>PURCHASE TYPE</b>			
UPGRADES (Internal Replacements)	24	2	64
REPLACEMENTS (External)	4	<1	64
NEW PURCHASERS	1,061	97	63
<b>GEOGRAPHIC REGIONS</b>			
NEW YORK CITY <sup>a</sup>	61	6	66
DOWNSTATE COUNTIES <sup>b</sup>	167	15	64
UPSTATE COUNTIES <sup>c</sup>	861	79	63

a The five boroughs of New York

b Metropolitan PMSA counties: Nassau, Putnam, Rockland, Suffolk, and Westchester.

c All other counties in New York State.

➤ Due to rounding, percents may not equal 100.

**NEW YORK STATE PARTNERSHIP  
FOR LONG TERM CARE**

**QUARTERLY STATISTICS OF APPROVED POLICYHOLDERS (N=1,089)**

*APRIL 1 TO JUNE 30, 2001*

<b>POLICY FEATURES</b>
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**MAXIMUM LENGTH OF NURSING HOME AND HOME CARE COVERAGE**

<u>NURSING HOME</u>	<u>HOME CARE</u>	<u>POLICYHOLDERS</u>	
		<u>#</u>	<u>Pct.</u>
3 years	6 years	1,086	99
4 years	6 years	1	<0
5 years	10 years	1	<1
6 years	6 years	1	<1

**ELIMINATION PERIOD**

<u>DAYS</u>	<u>POLICYHOLDERS</u>	
	<u>#</u>	<u>Pct.</u>
0	22	2
20	134	12
30	84	8
60	8	1
90	7	1
100	834	77

**WAIVER OF PREMIUM**

<u>PREMIUM WAIVED</u>	<u>POLICYHOLDERS*</u>	
	<u>#</u>	<u>Pct.</u>
Nursing Home	1,089	100
Home Care	419	39

\* Not mutually exclusive

Due to rounding, percents may not equal 100.

**NEW YORK STATE PARTNERSHIP  
FOR LONG TERM CARE**

**QUARTERLY STATISTICS OF APPROVED POLICYHOLDERS  
(N=1,089)**

*APRIL 1 TO JUNE 30, 2001*

**POLICY FEATURES**

**NON-FORFEITURE BENEFIT**

<u>NON-FORFEITURE OPTION</u>	<u>POLICYHOLDERS</u>	
	#	Pct.
None	878	81
Shortened Benefit Period	211	19

**PREMIUM PAYMENT MODE**

<u>PAYMENT MODE</u>	<u>POLICYHOLDERS</u>	
	#	Pct.
Monthly	171	16
Quarterly	161	15
Semi-Annual	73	7
Annual	684	63

**INFLATION PROTECTION STATUS FOR AGE 80 AND OVER\***

<u>INFLATION STATUS</u>	<u>POLICYHOLDERS</u>	
	#	Pct.
None	30	75
5% Compounded	10	25

\* New York State Partnership for Long Term Care mandates a minimum rate of inflation protection of 5% compounded annually for Program participants under age 80.

➤ Due to rounding, percents may not equal 100.

**NEW YORK STATE PARTNERSHIP  
FOR LONG TERM CARE**

**QUARTERLY STATISTICS OF APPROVED POLICYHOLDERS  
(N=1,089)**

*APRIL 1 To JUNE 30, 2001*

**POLICY FEATURES**

**MAXIMUM NURSING HOME DAILY BENEFIT**

**RANGE:                 \$130-\$300**  
**MEAN:                 \$173**  
**MEDIAN:               \$160**

<b>MAXIMUM DAILY BENEFIT (\$)</b>	<b>POLICYHOLDERS (#)</b>	<b>(Pct.)</b>
<b>≤ \$148*</b>	<b>81</b>	<b>7</b>
<b>\$150 - \$159</b>	<b>441</b>	<b>41</b>
<b>\$160 - \$169</b>	<b>53</b>	<b>5</b>
<b>\$170 - \$179</b>	<b>86</b>	<b>8</b>
<b>\$180 - \$189</b>	<b>92</b>	<b>8</b>
<b>\$190 - \$199</b>	<b>31</b>	<b>3</b>
<b>\$200</b>	<b>237</b>	<b>22</b>
<b>\$201 - \$249</b>	<b>22</b>	<b>2</b>
<b>\$250+</b>	<b>46</b>	<b>4</b>

\* New York State Partnership for Long Term Care requires a minimum Nursing Home Daily Benefit Amount of \$148 in 2001. This report also includes policies issued prior to 2001.

➤ Due to rounding, percents may not equal 100.

**NEW YORK STATE PARTNERSHIP  
FOR LONG TERM CARE**

**QUARTERLY STATISTICS OF APPROVED POLICYHOLDERS  
(N=1,089)**

*APRIL 1 TO JUNE 30, 2001*

**POLICY FEATURES**

**MAXIMUM HOME CARE DAILY BENEFIT**

**RANGE:           \$65-\$300**  
**MEAN:           \$102**  
**MEDIAN:         \$90**

<b>MAXIMUM DAILY BENEFIT (\$)</b>	<b>POLICYHOLDERS (#)           (Pct.)</b>	
<b>≤ \$74*</b>	<b>70</b>	<b>6</b>
<b>\$75 - \$79</b>	<b>345</b>	<b>32</b>
<b>\$80 - \$89</b>	<b>111</b>	<b>10</b>
<b>\$90 - \$99</b>	<b>98</b>	<b>9</b>
<b>\$100 - \$124</b>	<b>237</b>	<b>22</b>
<b>\$125 - \$149</b>	<b>60</b>	<b>6</b>
<b>\$150 - \$199</b>	<b>124</b>	<b>11</b>
<b>\$200+</b>	<b>44</b>	<b>4</b>

- \* New York State Partnership for Long Term Care requires a minimum Home Care Daily Benefit Amount of \$74 in 2001. This report also includes policies issued prior to 2001.
- Due to rounding, percents may not equal 100.

**NEW YORK STATE PARTNERSHIP FOR LONG TERM CARE  
QUARTERLY STATISTICS OF APPROVED POLICYHOLDERS  
(N=1,089)**

*APRIL 1 TO JUNE 30, 2001*

**AVERAGE (MEAN) POLICY PREMIUMS**

AGE RANGE	POLICY TYPE							
	ALL	#	BASIC	#	OPTIONAL	#	BASIC+	#
ALL AGE	\$2,284	1,089	\$2,004	51	\$2,295	1,035	\$3,445	3
<40	\$1,083	1	-	-	\$1,083	1	-	-
40 - 44	\$849	10	-	-	\$849	10	-	-
45 - 49	\$1,125	24	\$1,076	3	\$970	20	\$4,374	1
50 - 54	\$1,173	91	\$1,031	1	\$1,175	90	-	-
55 - 59	\$1,329	205	\$1,100	14	\$1,345	191	-	-
60 - 64	\$1,780	296	\$1,456	11	\$1,793	285	-	-
65 - 69	\$2,360	238	\$1,851	9	\$2,375	227	\$2,980	2
70 - 74	\$3,481	136	\$3,015	8	\$3,510	128	-	-
75 - 79	\$5,634	48	\$4,646	3	\$5,700	45	-	-
80 +	\$5,992	40	\$5,911	2	\$5,996	38	-	-

**BASIC:** Basic policy includes the following policy features:

- 1) 3 years of nursing home care (\$148 daily benefit for 2001);
- 2) 6 years of home care (\$74 daily benefit for 2001);
- 3) inflation protection at the annual rate of 5% compounded;
- 4) 100 day elimination period;
- 5) no non-forfeiture benefit; and
- 6) all other benefit standards defined in New York State Insurance Department Regulation No. 144 (11 NYCRR 39). Enriched benefit coverage may be provided if there is no or minimal (2% or less) premium impact from the premium cost without such enriched benefits.

**OPTIONAL:** Optional policy includes the following policy features:

- 1) 3 years of nursing home (minimally \$148 DBA for 2001);
- 2) 6 years of home care (minimally \$74 for 2001);
- 3) inflation protection minimally at the annual rate of 5% compounded;
- 4) up to 100 day elimination period; and
- 5) at minimum, all other benefit standards defined in New York Insurance Department Regulation No. 144 (11 NYCRR 39).

**BASIC+:** Basic+ policy is defined as policies offering benefit coverage beyond those provided by Basic and Optional policies.





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