



SOQ No. 22-032

Dental Insurance Plan

SOQ 22-032 - Dental Insurance Plan
Jefferson Parish Government

Project documents obtained from www.CentralBidding.com

16-Jun-2022 09:40:49 AM

RFP RESPONSE BY:



Margie P. Jepson, MBA
Ashley Waldrup
John Waldrup
Sidney Kidder

Specializing in Public Sector
District Manager
Area Manager
Regional Manager

Unum-Colonial Life
Unum-Colonial Life
Unum-Colonial Life
Unum





June 27, 2022

Jefferson Parish
State of Louisiana
SOQ: 22-032
Dental Insurance Plan

Thank you for the opportunity to present this response. The UNUM-Colonial Life Waldrup District Team is ready to provide dental insurance to your employees.

We bring three distinctive competencies that your CURRENT carriers do not have and that no other vendor can match.

1. Sourcewell Bid/Purchasing VETTING and PRE-APPROVED Status

Sourcewell has awarded Colonial Life a contract as part of a competitive RFP process that is national in scope. Sourcewell (formally NJPA) is the Public Sector purchasing organization that Jefferson Parish already uses.

We earned the contract through a strenuous national vetting process not only because of the quality and affordability of our products and services, but also because we have **more than 65 years** of proven experience working with public sector employees like yours. Colonial Life and Unum have unmatched involvement with the public sector, nationally and locally.

By leveraging your existing Sourcewell contract, you can already contract for voluntary benefits with Colonial life-Unum without the hassle.

The bidding process has been done, the contract's been awarded by Sourcewell.

2. Value Added Services: TeleDentistry and HEARING Savings Plan

It is EASY.

TeleDentistry is a safe and effective way to receive dental care and avoid the emergency room. As a Unum dental member, you can use virtual dental visits when you:

- Are having a dental emergency and do not have a dentist
- Need access to a dentist after hours
- Need to consult a dentist without leaving home, or while traveling

HEARING SAVINGS PLAN: Offered at no additional cost, the Hearing Savings Plan provides

- 40% off hearing exams at thousands of locations nationwide,
- 30-60% discounts off MSRP on name brand hearing instruments, and
- On-call support from professional hearing counselors.

3. Together, you get the best.



- UNUM and Colonial Life are sister companies.
- Colonial Life bought Starmount Dental.
- Unum bought the AlwaysCare Network for Dental and Vision.

The product expertise, flexibility and pricing for large groups is a long-standing hallmark of Unum. The enrollment technology and field service excellence is a level above others with Colonial Life. **And, with ONE DENTAL CARRIER, you have ONE BILL each month instead of two.**

Together, you get the power of two strong companies taking care of your employees.

PREMIER CLIENT Status

Jefferson Parish will be a designated **PREMIER CLIENT** with a Colonial Life Home Office TEAM of 5 assigned to your organization to provide unique enrollment support, service, education, communication and technical expertise.

A COMPLIMENTARY SERVICE

Additionally, we bring you a complimentary service: **Law Assure** giving employees FREE access to a legal document website. Do you have a personal Will? Power of Attorney? Download the document, fill it in, print it off and sign it. And, you'll save hundreds, even thousands of dollars in legal fees.

SELF ENROLLMENT Option

New enrollment options are available to you to best fit your employee needs. Seamlessly, we offer enrollment options at NO COST to the employer.

We are committed to be your year-round partner and have detailed these exciting services in this response.

We hope you all stay well and thank you for your sincere consideration.

Margie P. Jepson, MBA
Ashley Waldrup
John Waldrup
Sidney Kidder

Colonial Life-Unum Broker Services
Colonial Life-Unum District Team Manager
Colonial Life-Unum Area Team Manager
Regional Manager, Unum

Table of Contents	Page
Three Distinctive Competencies	
1. Sourcewell Bid Pre-Approved Status	5
2. Tele-Dentistry	7
3. Hearing Savings Plan	8
4. Strengths of Unum – Colonial Life	9
Services	
5. Premier Client Status	12
6. Enrollment Options	15
7. Law Assure – Complimentary Service	16
Official Vendor Response	
8. License	17
9. Experience	18
10. References	19
11. Financial Strength Rating	20
12. GENERAL PROFESSIONAL SERVICES QUESTIONNAIRE	22
13. Projects	25
14. Signature page	29
GROUP DENTAL INSURANCE PLAN	
15. Dental: High and Low Plan Quote	30
16. Dental Networks: Louisiana and New Orleans-Metairie MSA	38
Affidavit	

1. Sourcewell Bid/Purchasing VETTING and PRE-APPROVED Status



For more than 40 years, Sourcewell has helped government, education and non-profit agencies operate more efficiently. We help save time and money with **contract purchasing solutions** that are solicited nationally and awarded to vendors that have met our stringent requirements.

www.sourcewell-mn.gov

There's Strength in Numbers

50,000

Agency Members

\$3 Billion

Annual Purchases Using our Cooperative Contracts

40

Years of Trusted Service

Jefferson Parish
4901 Jefferson Hwy
Jefferson, LA 70121-3123

Sourcewell Member Identification ID# 134527

Employee Benefits selected vendor of Sourcewell

Colonial Life & Accident Insurance Company

Disability, Accident, Critical Illness, & Supplemental Insurance

Sourcewell Vendor #100319-CLA



The bidding process has been done, the contract's been awarded

Sourcewell awarded Colonial Life a contract as part of a competitive RFP process. We earned the contract not only because of the quality, convenience and affordability of our products and services, but also because we have more than 60 years of experience working with public sector employees like yours.

Colonial Life and Unum are national leaders in serving the Public Sector

Our strategic partnerships

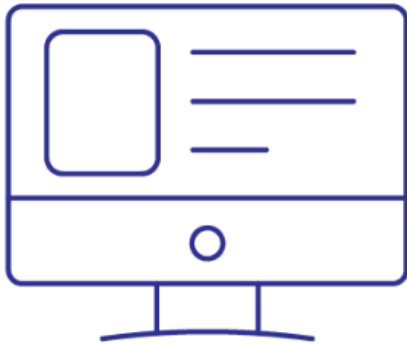


We currently serve:

1. 41 State Governments
2. 5000+ local governments
3. 8,000+ educational entities
4. 1,500+ charitable entities

2. Tele-Dentistry is Included in our Services

Follow these three easy steps to get started



Step 1

Sign up for the virtual dental visits patient portal and create an account.



Step 2

Complete all required online forms.



Step 3

You will be connected with a TeleDentistry.com dentist to begin your consultation.

After the Consultation

TeleDentistry.com dentists provide initial consultation services¹ and can write prescriptions² when appropriate.

TeleDentistry.com is meant to supplement your current dental plan and should be used after business hours, on holidays and weekends, or when experiencing a dental emergency and your regular dentist is not available.

After the consultation the TeleDentistry.com dentist will email consultation notes to your dentist for further treatment. If you do not have a dental provider, TeleDentistry.com will refer you to a participating in-network provider with your authorization. Virtual Dental Visits are subject to your policy year benefit maximum.

Need more help? Call 24/7 at (866) 256-2261

¹ TeleDentistry.com services are only available to active UNUM dental members.

² E-prescriptions are not available internationally.

TeleDentistry.com is not affiliated with Unum Group or its affiliates.

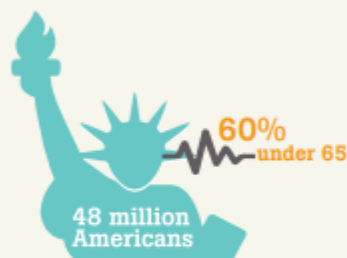
Dental insurance products are underwritten by Starmount Life Insurance Company, Baton Rouge LA and in NY underwritten by Provident Life and Casualty Insurance Company, Chattanooga, TN.

© 2022 Unum Group. All rights reserved. Unum is a registered trademark and marketing brand of Unum Group and its insuring subsidiaries.

Power up your benefits

Hearing savings plan

DID YOU KNOW?



- › Hearing loss affects more than 48 million Americans, and **60%** are younger than 65.¹
- › Studies have linked untreated hearing loss to a wide range of physical and emotional conditions including: stress, fatigue, depression, reduced alertness, reduced job performance and diminished psychological and overall health.²
- › **90 to 95%** of people with hearing loss can be helped with hearing aids and their quality of life significantly improved.²



We are committed to your overall wellness and have partnered with EPIC Hearing Healthcare to offer savings on hearing instruments and accessories — often not covered by health plans!

Benefits for the entire family

- › Available at no cost to Unum Dental and Vision members with enrollment in any group or individual product.
- › 30-60% discounts off major name brand hearing instruments and accessories.
- › 40% savings on hearing aid batteries shipped directly to your home.
- › On-call support for questions, managed by professional hearing counselors.

Hearing device cost comparisons

The EPIC process provides extensive diagnostic information to assure appropriate therapy and treatment, resulting in favorable prices and lower costs. The example below illustrates the potential cost savings and price advantages of the Unum Hearing Savings Plan for hearing aids.

Average price for hearing aid ¹	
Standard retail price for basic hearing aid	\$1,400 - \$1,600
Hearing Savings Plan price	\$495
Average member savings	\$1,005

Offered through: **epic**
Hearing/Health Care

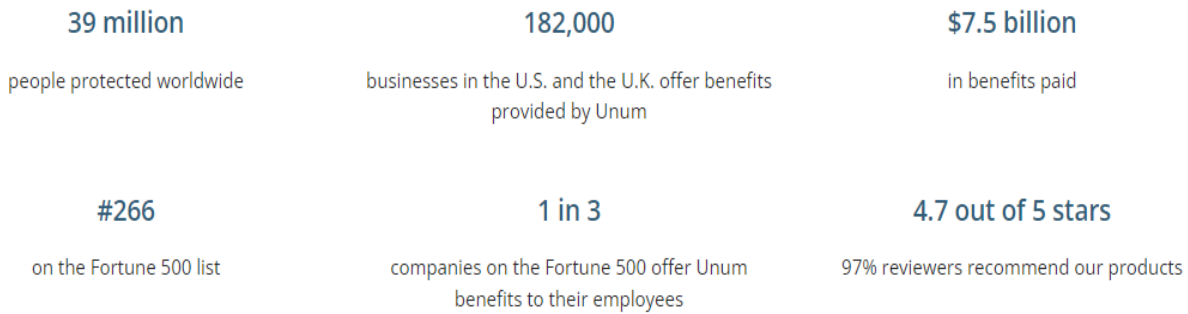
MORE

To learn more call (888) 400-9304

3. Together, you get the best.

When two great companies combine to work together, employers and their employees reap the rewards!
Combined, UNUM – Colonial Life are at the top of the voluntary market position.

Unum at a glance



Colonial Life at a glance



Colonial Life internal data, 2021.



Unum serves **55% of Fortune 100 companies** or their subsidiaries and affiliates.²



Unum protects employees from **more than 88,000 businesses** in the U.S.³



Unum has been a **leading provider** of group disability benefits in the US for over 4 decades.¹



97% of Unum's benefits brokers surveyed gave Unum **positive ratings for overall value**.⁴

Claim Statistics¹

Unum pays billions in benefits. In 2018, Unum processed more than 671,700 new claims and paid \$6.0 billion in benefits in the U.S. Of those, 458,800 were for disability coverage. A breakdown of our disability claims is as follows:

- 84% of all new disability claims submitted were approved and paid
- 16% were not eligible for benefits because of return to work or the terms of their policy
- Of these, 1% of claimants were denied based on the terms of their policy²
- Of the disability claims denied, 1% elected to appeal the decision

Customer Satisfaction³

Our customers like doing business with Unum. During 2018, Harris Insights & Analytics asked more than 1,000 of our employer customers to rate our company in the areas of overall relationship, claims processing and customer service. Among the results:

- 98% reported they are likely to renew their Unum group products
- 93% give us positive marks on their satisfaction with the insurance products they receive
- 90% rate their overall satisfaction with Unum favorably

Recent research conducted by Market Decisions found that people who have filed claims with Unum express high levels of satisfaction with the company:

- 97% of long term disability customers and 96% of short term disability customers rate our claims representatives as courteous and respectful
- 94% of voluntary benefits customers are satisfied with the overall handling of their Unum claim

To hear directly from some of the people who have shared stories of Unum's support through their disability, you can visit our [online newsroom](#) and [customer review page](#).

Complaints⁴

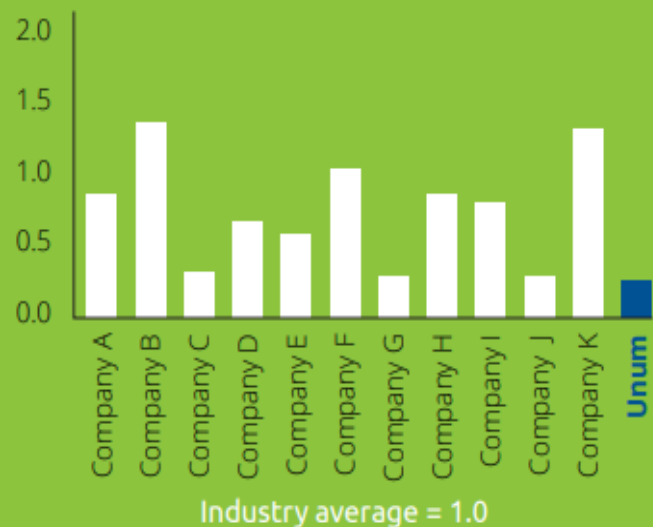
Unum receives fewer complaints.

As reported by the [National Association of Insurance Commissioners](#), Unum's 2018 complaint ratio of 0.25 for group accident and health products underwritten by Unum Life Insurance Company of America is **the lowest** against our primary competitors. NAIC publishes annual complaint ratios as reported by state insurance departments.

Complaint categories include underwriting, sales and marketing, claims handling and policyholder service.

Group accident and health complaints include those related to health insurance and short term and long term disability products.

NAIC Complaint Ratio: Group Accident & Health



Claims Experience



Claim Statistics¹

Colonial Life pays millions in benefits. In 2017, Colonial Life made more than 1 million claims payments totaling \$666.9 million in benefits in the United States. We're committed to providing a market-leading claims experience. Here are some facts about our claims payment experience:

- We provide a simple and modern online claims experience with the ability to file an online claim for any policy type.
- We've been paying claims in one day for over 10 years.
- 82% of online claims are processed within two days (most are within one day).
- We provide overnight delivery or direct deposit of benefit payment*

*charges may apply

Customer Satisfaction²

Recent research conducted by Market Decisions found that people who have filed claims with Colonial Life express high levels of satisfaction with the company:

- 96% were satisfied with the overall handling of their claim
- 97% were satisfied with the experience of submitting a claim
- 96% were satisfied with the ease of completing paper forms
- 96% were satisfied with the ease of checking their claim status
- 94% were satisfied with the timeliness of claims approval
- 92% were satisfied with how they were kept informed of their claim status
- 95% were satisfied with the clear and simple language in communications

Learn more about how we're fulfilling our promise to protect America's workers in our Newsroom and on our WorkLife site.

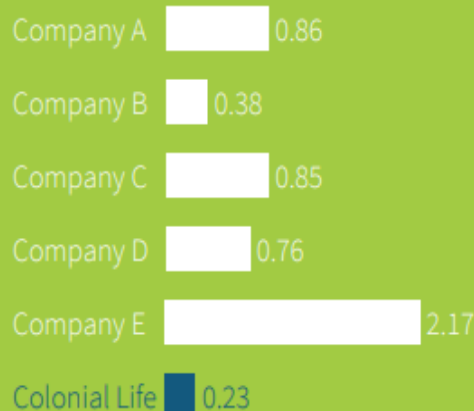
Complaints³

Colonial Life has the lowest complaint ratio among our primary competitors.

As reported by the National Association of Insurance Commissioners (www.naic.org), Colonial Life's 2017 complaint ratio of 0.23 for individual accident and health products underwritten by Colonial Life Accident & Insurance Company is one of the lowest against our primary competitors. The NAIC publishes annual complaint ratios as reported by state insurance departments.

Complaint categories include underwriting, sales and marketing, claims handling and policyholder service.

NAIC Complaint Ratio: Individual Accident & Health



Industry average = 1.0

PREMIER CLIENT SERVICES

■ Enrollment Implementation Team: NEW Engagement Strategy for Enrollment

You have a TEAM of people at the Colonial Life Home Office who cater to your enrollment experience, detail by detail. This team has vast experiences in groups from super-large (10,000+) as well as groups under 1,000.

As great listeners, your Premier Services Enrollment Team brings proven methods, specialized skills and a fresh excitement to your enrollment process.

It is time to maximize the employee experience. The employee experience should be educational, hassle-free and add value to the overall employment of each employee. Your Premier Enrollment Team will make it easy for you and can infuse new satisfaction to the important process of annual enrollment.

■ Benefits Communication and Education

Pre-enrollment communication is vital. Communication and education are pivotal to your immediate and long-term success.

Your goal: Enhance understanding, engagement, participation and satisfaction with Open Enrollment!

From pre-enrollment through to the first bill and then beyond, weekly meetings get immediate results and make sure that your employees are getting the best service and experience possible.

Your Premier Team has years of nation-wide experience with groups just your size. We guide, suggest BEST PRACTICES, and put our expertise to work for you.

Some – but not all – of the communication services available to you at NO charge are:

1. Employees receive **digital postcards** with **clickable videos** to learn about benefits ahead of time.
2. Employees like and appreciate the **Scheduling Tool** as it gives employees a dedicated time to self-enroll, to call for assistance, or to have a Benefits Counselor reach out to talk to them in person.

■ Special Underwriting is available for Premier Clients

You will have access to special underwriting as a Premier client. You also get rate guarantees as a public sector client.

Our quotes and underwriting give you assurance that you are being best-served with the products offered.

Why is this important?

As your needs change, we want to change with you and provide the most favorable underwriting available.

■ New Technical Implementation Support for Self-Enroll

On whatever system you ultimately use, your Colonial Life Premier Services team is dedicated to **provide the technology** that works best for you.

- As a Premier Client we PROVIDE YOU with technology.
This will be provided at no charge.
- Need training and support?
We have that, whenever you need it with dedicated support assigned to you.

■ Ease client administration with technical expertise

We have the best systems for a reason – to capture and manage the complex data required for benefits, payroll and human resource administration.

Whether with Selerix, Ease or any other system that we integrate with or product-host with (more than 80 vendors), the technical implementation will be monitored and guided throughout the process for the outcome you expect, require and even aspire to.

- **Self-Enrollment**
- Corrections, additions and verifications of employee info, beneficiaries and dependents that add great value to data integrity.
- Electronic Deduction coordination with the payroll system.
- Coordination of Call Center follow up and support after enrollment (clean up).
- Post-Enrollment weekly communication through the first bill and then beyond.

■ On-Going Case Management

Our team is YOUR team year-round. As your needs change, grow or shift, you have a national team as a Colonial Life **Premier Client** with decades and decades of experience in cases just like yours.

- Weekly touch-base Teams meeting
- Monitoring and reviewing status of billing and premium payments
- Assisting and resolving elevated service, claims, billing and underwriting issues.

■ Post-Enrollment Employee Feedback

Take advantage of employee surveys to get feedback and input about enrollment and benefit service. We execute this together using employee surveys that Colonial Life has designed for employer groups and already has in place.

This is another enhancement - offered at no charge - that will pay big dividends going forward for your company. Our experts guide the way.



Premier Client Services

Each of our larger clients receives the dedicated time and attention of their own home-office team. And if we need more people to handle the case, we simply go out and get them.

- **Field Support Specialist**

Coordinates activity and support in both the territory and local offices

- **Enrollment consultant**

Coordinates enrollment locally and nationally; ensures the best enrollment experience for your clients' employees

- **Client manager**

Your primary point of contact; ensures you receive the service and attention you need to meet your clients' needs

- **Enrollment data manager**

Leads any necessary technical research and analysis; ensures data exchanges function accurately and securely

- **Billing specialist**

Manages the day-to-day support of your clients' payroll deductions; ensures billing processes take place accurately and on schedule

ColonialLife.com



UNUM - Colonial Life Broker Services

ENROLLMENT SERVICES

The more complex benefits become, the more complex the enrollment – right?

It doesn't have to be that way!

At no cost to you, we work together to determine the best options that suits your needs. Next, we provide a simple, seamless enrollment experience for you and your employer groups.

Personal enrollment options

Most employees will tell you that benefits education works best face-to-face, with personal interactions. Our research over the years confirms this. With 1-on-1 meetings:

- Get superior employee engagement to build understanding and appreciation of the benefits you provide.
- Our highly trained benefit counselors meet individually, answer questions thoughtfully, and review each employee's benefits personally.

Enrollment customized for you and your employers



ENROLLMENT OPTIONS

With pros and cons to each approach, plus managing the logistics of an enrollment, working with an experienced, tested enrollment partner really pays off.

- **Enrolling 1-to-1 in person**
This is a personal benefits education experience.
- **1-to-1 call center enrollments**
Employees speak with a benefits counselor over the phone at a scheduled time and they are walked through the enrollment process.
- **1-to-1 co-browsing enrollments**
Conducted over the phone and web co-browsing, this option helps employees SEE and understand their benefit options and enroll in their choices.
- **Self-enrollments**
Employees can enroll via a website or an app, driven by AI/data/behavioral models, with communications that clearly outline each step.
- **Express Enroll**
When replacing "like" group products, a takeover enrollment is an easy option.

New Self-Enroll Options

Colonial Life is the largest enrollment company in the United States.

Help your employees manage legal matters with ease

LawAssure™



LawAssure can help your employees:

- Write a will
- Get assistance with estate planning
- Make a power of attorney
- Prepare a healthcare directive

Colonial Life
The benefits of good hard work.®

When employees face legal issues, getting help from high-quality attorneys can be expensive. Thanks to Colonial Life's partnership with LawAssure™, you can offer legal resources for your employees – at no direct cost to you or them.

Our service solution

LawAssure is an online resource designed to provide your employees with access to legal services. For over 20 years, consumers and businesses have used these services to make their lives easier. This powerful resource has prepared more than 5 million legal documents.

Employees who participate in a 1-to-1 benefits counseling session will receive more information on how to create a LawAssure account, which they can access at no cost for one year. Once employees log in, LawAssure's intuitive design makes it easy to navigate:

- **Select service** – Your employees start by choosing the legal service they need.
- **Create document** – By simply answering a series of questions, your employees will have a document automatically tailored to their individual circumstances.
- **Share and print** – During document preparation, your employees can securely collaborate with another person, such as a relative or advisor. Once they're done, they can export it for printing and signature.

Make law easy for your employees

By offering your employees this convenient and easy-to-use service, you may be able to help them avoid costly legal fees. It's a simple way to enhance your benefits package without affecting your budget.

To learn more, talk with your Colonial Life benefits counselor.*

ColonialLife.com

*If employees are unable to meet with their benefits counselor, they can reach out to their employer to find out how to get coverage during open enrollment.

State restrictions may apply.

LawAssure™ is a trademark of and service provided by Epoq, Inc.

Insurance products are underwritten by Colonial Life & Accident Insurance Company, Columbia, SC.

©2019 Colonial Life & Accident Insurance Company. All rights reserved. Colonial Life is a registered trademark and marketing brand of Colonial Life & Accident Insurance Company.

1-19 | 101759-2

OFFICIAL RESPONSE

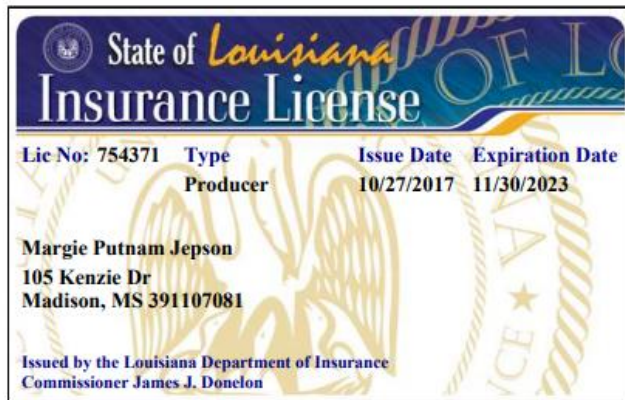
1. Proposer must be licensed in Louisiana and in other states once it is known that a beneficiary has moved to or received services in that state. Please provide copies of all licensing credentials from the State of Louisiana with your proposal.



Louisiana Department of Insurance

James J. Donelon
Commissioner

License Card



Lines:

Producer

Life, Accident and Health or Sickness

Verify license status at www.ldi.la.gov

OFFICIAL RESPONSE

2. Proposer must have at least five (5) years of experience in providing the type of plans and services requested in this SOQ

Colonial Life and UNUM have had decades of experience in large, public sector cases. In fact, our first public sector case in 1955 is still on the books.



Colonial Life
The benefits of good hard work.™

1 in 6 large businesses choose
Colonial Life¹

With our national network of independent offices and local enrollment specialists, we're everywhere large businesses need us to be. And we're there with scalable solutions and staffing that can adapt to any business's need.

Preferred by large businesses and their employees

- Large-case expertise
 - 3,500+ customers with 500+ employees
 - 17% market share¹
 - 13 years average tenure

Success through scalable systems and resources

- Enrollment
 - 6,300 benefits counselors nationwide (1,300 large-case-certified enrollment specialists)
 - Over 9,000 locations enrolled annually across all 50 states
- Connectivity
 - Over 80 BenAdmin plug-and-play partners and the ability to connect to almost any system
- Service and support
 - Hundreds of local offices supported by home-office staff and coordination

OFFICIAL RESPONSE

3. Proposer must offer the type of plans and services as described in this SOQ to at least three (3) similar employer groups or municipalities with similar total members as Jefferson Parish Government, and provide as references.

Rankin County Schools Dental and Critical Illness policies enrolled. 4,000 Employees	Dr. Amanda Stocks, Assistant Superintendent Carol Breeland, Employee Benefits 601-825-2618
Jackson MS Public Schools Voluntary products for the teachers and staff of every school in Jackson, MS 4,200 Employees	Stephanie Nelson, Director (601) 960-8743
State of Florida 105,000 employees; 65 years as customer State of Arkansas 55,000 employees; 20 years as customer State of Connecticut 30,000 employees; 14 years as customer State of Louisiana 38,000 employees; 20 years as customer	Steve Vermette Public Sector Large Group Benefits 407-414-4623

OFFICIAL RESPONSE

4. Company's financial strength based on A.M. Best Rating or Standard & Poor's.

Built to last

Customer-focused financial stability



For more than 75 years, we've helped America's workers preserve and protect the vitally important things they work so hard to build.

We've done this by always staying true to our mission, and by placing our commitment to our customers ahead of everything else.

This led us to develop and maintain a stable, diverse investment portfolio, a history of profitable growth and a reputation for consistently strong industry ratings. In other words, we're a company you can trust – an industry leader that always meets our financial obligations and keeps our promises.

At-a-glance

- Voluntary benefits provider offering disability insurance, life insurance, accident insurance, cancer insurance, critical illness insurance, dental insurance and hospital confinement indemnity insurance
- Serving more than 90,000 businesses and organizations
- Covering more than 3.7 million of America's workers and their families
- Operating in 49 states, the District of Columbia and Puerto Rico; in New York, similar products and services, if approved, are underwritten by a Colonial Life affiliate, The Paul Revere Life Insurance Company
- Approximately 1,200 employees, 10,000 independent sales agents and more than 16,000 contracted brokers
- Headquartered in Columbia, SC since 1939

Colonial Life operates as a stand-alone business of Unum, a Fortune 500 company and market leader in voluntary benefits.

The experts agree

Colonial Life, with all of Unum Group's primary subsidiaries¹, consistently earns strong financial ratings from the four major rating agencies.²

Agency	Rating
A.M. Best Company Measures an insurer's financial strength and ability to meet its ongoing insurance policy and contract obligations	A Excellent
Moody's Investors Service Provides opinions of the ability of insurance companies to punctually pay senior policyholder claims and obligations	A2 Good
Standard & Poor's Offers a forward-looking opinion about the financial security characteristics of an insurance organization with respect to its ability to pay under its insurance policies and contracts in accordance with their terms	A Strong
Fitch Assigns a rating to the insurance company's policyholder obligations, including assumed reinsurance obligations and contract holder obligations, and reflects the ability of the insurer to meet these obligations on a timely basis	A Strong



FINANCIALLY STRONG

AGENCY	RATING
A.M. Best	A Excellent
Fitch	A- Strong
Moody's	A3 Good
S&P	A Strong

Ratings are given to the U.S. insuring subsidiaries of Unum Group and are current as of March 1, 2021.



Together,
get the power of
two strong
companies
taking care
of your employees.



General Professional Services Questionnaire

A. Project Name and Advertisement Resolution Number:

SOQ 22-032 - Dental Insurance Plan
Jefferson Parish Government

B. Firm Name & Address:

UNUM-Colonial Life Broker Services
71360 Keller Street
Abita Springs, LA

C. Name, title, & contact information of Firm Representative, as defined in Section 2-926 of the Jefferson Parish Code of Ordinances, with at least five (5) years of experience in the applicable field required for this Project:

UNUM-Colonial Life Broker Services:
Margie P. Jepson, MBA, Agent, Public Sector Specialist
Ashley S. Waldrup, District Manager, Colonial Life-Unum Benefits
John R. Waldrup, Area Manager, Colonial Life-Unum Benefits
Sidney Kidder,

D. Address of principal office where Project work will be performed:

UNUM-Colonial Life Broker Services
71360 Keller Street
Abita Springs, LA

E. Is this submittal by a JOINT-VENTURE? Please check:

YES _____ NO ☒ _____

If marked "No" skip to Section H. If marked "Yes" complete Sections F-G.

F. If submittal is by JOINT-VENTURE, list the firms participating and outline specific areas of responsibility (including administrative, technical, and financial) for each firm. Please attach additional pages if necessary.

1.

2.

General Professional Services Questionnaire

G. Has this JOINT-VENTURE previously worked together? Please check: YES _____ NO _____		
H. List all subcontractors anticipated for this Project. Please note that <u>all subcontractors must submit a fully completed copy of this questionnaire</u>, applicable licenses, and any other information required by the advertisement. See Jefferson Parish Code of Ordinances, Sec. 2-928(a)(3). Please attach additional pages if necessary.		
Name & Address:	Specialty:	Worked with Firm Before (Yes or No):
1. No subcontractors will be used for the delivery of the dental insurance plan.		
2.		
3.		
4.		
5.		

General Professional Services Questionnaire

I. Please specify the total number of support personnel that may assist in the completion of this Project: <div style="border-bottom: 1px solid black; width: 100px; margin-top: 5px;">16</div>
J. List any professionals that may assist in the completion of this Project. If necessary, please attach additional documentation that demonstrates the employment history and experience of the Firm's professionals that may assist in the completion of this Project (i.e. resume). Please attach additional pages if necessary.
PROFESSIONAL NO. 1
Name & Title:
UNUM-Colonial Life has team members in Abita Springs, LA; and there are Premier Service team members at the Home Office in South Carolina that will support the enrollment, communications, implementation, billing, and customer support in the successful delivery of the dental insurance plan; team members are in the UNUM regional office, Memphis, TN; and team members are in the MS Territory Office in Jackson, MS.
Name of Firm with which associated:
Description of job responsibilities:
UNUM-Colonial Life direct support team: 8 UNUM support team: 4 Colonial Life Home Office support team: 5
Years' experience with this Firm:
We currently serve: 1. 41 State Governments 2. 5000+ local governments 3. 8,000+ educational entities 4. 1,500+ charitable entities
Education: Degree(s)/Year/Specialization:
Other experience and qualifications relevant to the proposed Project:
<div style="margin-left: 20px;"> Large case expertise - 3,500+ companies with 500+ employees - 17% national market share for large cases - 13 years average tenure; Public Sector aver tenure is 20 years Large case enrollment expertise - 1,300 large-case-certified enrollment specialists - More than 9,000 locations enrolled annually across the 50 states. - Colonial Life is the largest enrollment firm in the US. </div>

General Professional Services Questionnaire

PROJECT NO. 1	
Project Name, Location and Owner's contact information:	Description of Services Provided:
State of Florida 105,000 employees	Voluntary insurance products
Length of Services Provided:	Cost of Services Provided:
65 years a customer	No cost to the employer

PROJECT NO. 2	
Project Name, Location and Owner's contact information:	Description of Services Provided:
State of Louisiana	Voluntary insurance products
Length of Services Provided:	Cost of Services Provided:
20 years as customer	No cost to the employer

General Professional Services Questionnaire

PROJECT NO. 3	
Project Name, Location and Owner's contact information:	Description of Services Provided:
State of Arkansas 55,000 Employees	Life and Voluntary insurance products
Length of Services Provided:	Cost of Services Provided:
20 Years a customer	No cost to the employer

PROJECT NO. 4	
Project Name, Location and Owner's contact information:	Description of Services Provided:
State of CT 30,000 employees	Life and Voluntary insurance products
Length of Services Provided:	Cost of Services Provided:
14 years a customer	No cost to the employer

General Professional Services Questionnaire

PROJECT NO. 5	
Project Name, Location and Owner's contact information:	Description of Services Provided:
<p>Rankin County Schools Mississippi</p> <p>Dr. Amanda Stocks, Assistant Superintendent Carol Breeland, Employee Benefits 601-825-2618</p>	<p>Dental, Vision and Critical Illness benefits</p> <p>3,500 Employees</p>
Length of Services Provided:	Cost of Services Provided:
<p>4 years</p>	<p>No cost to the employer</p>

PROJECT NO. 6	
Project Name, Location and Owner's contact information:	Description of Services Provided:
<p>Jackson Public Schools Stephanie Nelson, Director</p> <p>(601) 960-8743</p>	<p>Voluntary products for the teachers and staff of every school district in Jackson, MS</p> <p>4,200 Employees</p>
Length of Services Provided:	Cost of Services Provided:
<p>15 years a customer</p>	<p>No cost to the employer</p>

General Professional Services Questionnaire

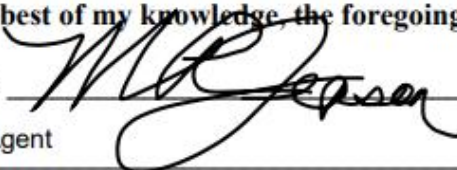
L. List all prior and/or on-going litigation between Firm and Jefferson Parish. Please attach additional pages if necessary.

Parties:		Status/Result of Case:
Plaintiff:	Defendant:	
1. NONE - N/A		
2.		
3.		
4.		

M. Use this space to provide any additional information or description of resources supporting Firm's qualifications for the proposed project.

Jefferson Parish
State of Louisiana

N. To the best of my knowledge, the foregoing is an accurate statement of facts.

Signature:  Print Name: Margie P. Jepson, MBA

Title: Agent Date: 06/27/2022

Group Dental Insurance

A dual option High/Low dental plan option for active employees and their dependents is being offered.

- The low plan should match the current Parish PPO plan with a \$1,000 annual maximum, no waiting periods (including no late entrant waiting periods) and an orthodontia benefit.
- The high plan having an increased annual maximum and enhanced benefit coverage.

Two Plans Offered:

Low - \$1,000 Annual Max

High - \$2,000 Annual Max

Waiting period is waived.



JEFFERSON PARISH GOVERNMENT

Situs state: Louisiana

Expires: September 27, 2022

Better benefits ahead

At Unum, we combine our expertise and dedication to employee wellbeing for a workplace benefits solution that's been an industry leader for more than 170 years.

BENEFITS PROPOSED



Group Dental

Ask your UNUM representative about the additional benefits we offer:



Vision



Short Term Disability



Long Term Disability



Term Life and AD&D



Critical Illness



Accident



Hospital

Employer and employee funding methods available for the benefits above.



Unum has been a **leading provider** of group disability benefits in the US for over 4 decades.¹



Unum serves **55% of Fortune 100 companies** or their subsidiaries and affiliates.²



Unum protects employees from **more than 88,000 businesses** in the U.S.³



97% of Unum's benefits brokers surveyed gave Unum **positive ratings for overall value**.⁴

FINANCIALLY STRONG

AGENCY	RATING
A.M. Best	A Excellent
Fitch	A- Strong
Moody's	A3 Good
S&P	A Strong

Ratings are given to the U.S. insuring subsidiaries of Unum Group and are current as of March 1, 2021.



GROUP DENTAL INSURANCE

Coverage Effective Date: January 1, 2023 Rate Guarantee: 24 Months

Employees choose
one plan option →

	Option 1: Passive MAC Monthly Premiums	Option 2: Passive MAC Monthly Premiums
Employee	\$21.97	\$18.81
Employee & Spouse	\$43.20	\$36.99
Employee & Child(ren)	\$53.15	\$45.50
Employee & Family	\$64.75	\$55.44

Employees Eligible for Coverage	Minimum Participation Requirement	Minimum Hours for Eligibility
3136	75% of the total eligible lives (5 employees must be enrolled in each option)	30 hours per week

PLAN DESCRIPTION

	Option 1 : Passive MAC	Option 2 : Passive MAC
	IN/OUT OF NETWORK	IN/OUT OF NETWORK
Deductible	\$50 ANNUAL MAXIMUM 3 PER FAMILY Waived for Class A (Applies to Class B & C Services)	\$50 ANNUAL MAXIMUM 3 PER FAMILY Waived for Class A (Applies to Class B & C Services)
Benefit Year Maximum	\$2,000 (Applies to Class A, B & C Services, if applicable)	\$1,000 (Applies to Class A, B & C Services, if applicable)
Orthodontia Maximum	Lifetime: \$1,500 Annual: NONE (Applies to Class D Services)	Lifetime: \$1,000 Annual: NONE (Applies to Class D Services)
Co-insurance		
Class A: Preventive	100%	100%
Class B: Basic	80%	80%
Class C: Major	50%	50%
Class D: Orthodontics	50%	50%
Reimburse- ments	In Network: Fee Schedule Out of Network: Services are reimbursed from the IN NETWORK schedule	In Network: Fee Schedule Out of Network: Services are reimbursed from the IN NETWORK schedule



PLAN SERVICES

	Option 1: Passive MAC	Option 2: Passive MAC
Class A Preventive Services	<ul style="list-style-type: none"> • Waiting Period: None • Routine exams (2 per 12 months) • Prophylaxis (2 per 12 months) (1 additional cleaning or periodontal maintenance per 12 months if member is in 2nd or 3rd trimester of pregnancy) • Bitewing x-rays (max 4 films:1 per 12 months) • Full mouth x-ray (1 per 36 months) • Fluoride to age 16 (1 per 12 months) • Space maintainers • Adjunctive pre-diagnostic oral cancer screening (1 per 12 months for ages 40+) 	<ul style="list-style-type: none"> • Waiting Period: None • Routine exams (2 per 12 months) • Prophylaxis (2 per 12 months) (1 additional cleaning or periodontal maintenance per 12 months if member is in 2nd or 3rd trimester of pregnancy) • Bitewing x-rays (max 4 films:1 per 12 months) • Full mouth x-ray (1 per 36 months) • Fluoride to age 16 (1 per 12 months) • Space maintainers • Adjunctive pre-diagnostic oral cancer screening (1 per 12 months for ages 40+)
Class B Basic Services	<ul style="list-style-type: none"> • Waiting Period: None • Emergency pain (1 per 12 months) • Sealants to age 16 (permanent molars, 1 per 36 months) • Fillings • Posterior composite restorations • Anesthesia (subject to review, covered with complex oral surgery) • Simple extractions • Non-surgical periodontics • Periodontal maintenance (in combination with Prophylaxis) • Oral surgery (surgical extractions & impactions) • Endodontics (root canals) • Surgical periodontics (gum treatments) • Repairs: crown, denture, and bridges 	<ul style="list-style-type: none"> • Waiting Period: None • Emergency pain (1 per 12 months) • Sealants to age 16 (permanent molars, 1 per 36 months) • Fillings (benefit allowed for amalgam restorations on posterior teeth) • Anesthesia (subject to review, covered with complex oral surgery) • Simple extractions • Non-surgical periodontics • Periodontal maintenance (in combination with Prophylaxis) • Oral surgery (surgical extractions & impactions) • Endodontics (root canals) • Surgical periodontics (gum treatments) • Repairs: crown, denture, and bridges
Class C Major Services	<ul style="list-style-type: none"> • Waiting Period: None • Inlays • Onlays • Crowns, bridges, dentures, and implants 	<ul style="list-style-type: none"> • Waiting Period: None • Inlays • Onlays • Crowns, bridges, dentures, and implants
Class D Orthodontics	<ul style="list-style-type: none"> • Waiting Period: None • Orthodontia Lifetime/Annual Maximum: \$1,500/None • Dependent Children to age 19 only • Up to 25% of lifetime allowance may be payable on initial banding 	<ul style="list-style-type: none"> • Waiting Period: None • Orthodontia Lifetime/Annual Maximum: \$1,000/None • Dependent Children to age 19 only • Up to 25% of lifetime allowance may be payable on initial banding

20-GDN

THE UNUM DIFFERENCE

DENTAL NETWORKS: Unum Dental members have the freedom to choose a dentist from our large national network. Find a certified, independently reviewed provider and take your dental program to a new level of comprehensive care at unumdentalcare.com.

HEARING SAVINGS PLAN: Offered at no additional cost, the Hearing Savings Plan provides 40% off hearing exams at thousands of locations nationwide, 30-60% discounts off MSRP on name brand hearing instruments, and on-call support from professional hearing counselors.

OPTIONAL COBRA ADMINISTRATIVE SERVICES

The Consolidated Omnibus Budget Reconciliation Act (COBRA) requires employers offering group health benefits (including dental and vision) to offer employees and their families the opportunity to extend coverage if they lose health benefits due to specific qualifying events. Unum has partnered with TASC to provide COBRA administrative services to Unum customers.*

TASC COBRA takes the worry out of COBRA with comprehensive and efficient administrative services that will allow you to remain compliant, ease your administrative burden, and provide a potential cost savings over administering COBRA in-house. If you elect to have COBRA administrative services for your dental and/or vision plans provided by Unum, your cost will be \$0.24 per participating employee per month. This additional fee will be included as a line item on your monthly bill from Unum.

*Access to COBRA administrative services does not require the purchase of Unum insurance products.

PLAN INFORMATION

Reimbursements

In-network: Reimbursement is based on our schedule of participating provider maximum allowable charges. This is the amount that the dentist has agreed to accept as payment in full for covered dental services.

Out of Network: The maximum allowable charge for a non-participating provider is equal to the lesser of: (1) the dentist's actual charge or the (2) customary charge of dentists in the same geographic area for the same or similar services, as determined by Us.

Dependent Children

Dependent children guidelines vary by state.

Alternate Treatments

There are multiple options for dental treatment, all of which provide acceptable results. An Alternate Benefit may be applied if there is a less expensive Covered Procedure appropriate for the course of treatment, capable of producing acceptable results. When an Alternate Benefit is applied, the less expensive Alternate Benefit is used to determine the amount payable under the certificate.

Unum Dental Takeover Benefits

Takeover benefits apply if we are taking over a comparable benefits plan from another carrier and only if there is no break in coverage between the original plan and the takeover date. Takeover is available to those individuals insured under the employer's dental plan in effect at the time of the employer's application. If takeover benefits are included, then waiting periods for service listed as subject to takeover will be waived for the individuals currently insured under the employer's previous plan during the month prior to coverage moving to Unum Dental. Application of takeover benefits is subject to Underwriting review and approval.

Takeover is also available to new hires, those who enroll during open enrollment, or due to a Qualifying Life Event with prior-like group dental coverage, provided there has not been a lapse in coverage greater than 63 days. Individuals are responsible for providing proof of Prior Plan which should include, but not be limited to, coverage effective dates, a benefit summary, certificate of coverage, etc.

PLAN INFORMATION

Exclusions and Limitations

The following services are not covered unless stated otherwise in the Certificate of Coverage: 1) Any treatment which is elective or primarily cosmetic in nature and not generally recognized as a generally accepted dental practice by the American Dental Association, as well as any replacement of prior elective or cosmetic restorations. 2) Replacement of a removeable device or appliance that is lost, missing or stolen, and for the replacement of removeable appliances that have been damaged due to abuse, misuse, or neglect. This may include but not be limited to removable partial dentures or dentures. 3) Replacement of any permanent or removeable device or appliance unless the device or appliance is no longer functional and is older than the limitation in the Schedule of Covered Procedures. This may include but not be limited to bridges, dentures, and crowns. 4) Any appliance, service, or procedure performed for the purpose of splinting, to alter vertical dimension or to restore occlusion. 5) Any appliance, service, or procedure performed for the purpose of correcting attrition, abrasion, erosion, abfraction, bite registration, or bite analysis. 6) Charges for implants (except noted above), removal of implants, precision or semi-precision attachments, denture duplication, over dentures and any associated surgery, or other customized services or attachments, and related procedures.

Services provided for any type of temporomandibular joint (TMJ) dysfunction, muscular, skeletal deficiencies involving TMJ or related structures, myofascial pain.

Multiple restorations on one surface are payable as one surface. Multiple surfaces on a single tooth will not be paid as separate restorations. On any given day, more than 8 periapical x-rays or a panoramic film in conjunction with bitewings will be paid as a full mouth radiograph.

Pre-Estimates are recommended for any treatment expected to exceed \$300.

A Network Access Plan is available.

Option 1 - Policy Year Dental Plan Number:
Option 1 - Calendar Year Dental Plan Number:
Option 2 - Policy Year Dental Plan Number:
Option 2 - Calendar Year Dental Plan Number:

Broker Commissions:

Rates reflect net of commissions.

PROPOSAL CONDITIONS AND DISCLOSURES

Dental Cancellation:

We may cancel the Policy at any time by providing at least 60 days advance written notice to the Policyholder. The Policyholder may cancel the Policy at any time by providing written notice to Us at least 31 days prior to the cancellations date. Such cancellation shall be without prejudice to any claim originating prior to the effective date of such cancellation.

Broker Compensation Disclosure Notice for Group Products:

- Your insurance or benefits advisor can offer you advice and guidance as you select the policy and provider most appropriate for your needs. At Unum we recognize the important role these professionals play in the sale of our products and services and offer them a variety of compensation programs. Your advisor can provide you with information about these programs as well as those available from other providers. We support disclosure of broker compensation so that customers can make an informed buying decision.
- Brokers may be eligible to receive Base Commissions as well as Supplemental Commissions from Unum.
- Unless you have agreed in writing to compensate the broker differently, Unum provides Base Commissions to all brokers in connection with the sale of an insurance policy. Base Commissions are a fixed percentage of the policy premium, and may include a one time, first year flat amount for each policy sold. Base Commissions are paid by Unum to the broker(s) on your policy. In some circumstances, broker(s) may be eligible to receive commissions on your policy even after a broker of record change has occurred.
- A broker may also qualify for Supplemental Commissions paid by Unum. For group insurance products, Supplemental Commissions may be paid as a fixed percentage of total eligible group insurance premiums. The Supplemental Commission rate depends on the total dollar amount of all eligible premiums or number of group policies that the broker had in force with Unum in the prior calendar year. The Supplemental Commission rate may range from 0% to 13.80% of total premium paid.
- Your broker may also be eligible to receive Supplemental Commissions on other insurance products, which may be calculated differently. The premium you pay is not impacted whether or not your broker receives Supplemental Commissions.
- If you would like additional information about the range of compensation programs our company offers for your group insurance policy or any other Unum insurance product, or if you want to speak to us directly about broker compensation, please call 1-800-ASK-UNUM (1-800-275-8686).

Proposal Conditions:

This proposal is under no circumstances a contract for the insurance coverage described within. If this proposal is accepted, a contract outlining the coverage will be issued. This proposal is based on census data received by Unum. Actual costs will be based on the final enrollment data of employees insured under the plan on its effective date. Quote assumes coverage of employees who are in active employment in the United States with the employer working the minimum hours for eligibility. Please contact your Unum representative to request a quote for coverage of any employees who do not fit this category. This quote will expire on the date listed on the first page and includes standard services only, unless otherwise expressly described herein. **Important Information Concerning the Sale of these Benefits:** State laws require that insurance brokers be licensed and appointed with the applicable Unum insurance subsidiary before engaging in the solicitation or sale of these benefits. Note that Unum cannot accept this business if the broker is not properly licensed and appointed before soliciting this proposal. Unum is prepared to help ensure compliance with these state regulations. Brokers who need to check their Unum appointment status should call 1-800-ASK-UNUM (1-800-275-8686). **Dental Plan Form Number: 20-GDN-POL-LA**

Recently, there has been heightened attention on companies that promote "tax advantaged" wellness programs to help sell voluntary benefits. These offerings promise employers that they can use their payroll tax savings to pay for the wellness program, and that employees can use income and payroll tax savings to purchase voluntary benefits.

Unum's position is that this practice is not in compliance with applicable laws and regulations. This means Unum will not offer any products in conjunction with such a wellness plan offering.

For additional guidance please consult your tax attorney and see the IRS Chief Counsel Memorandum 201703013, addressing the taxability of fixed indemnity payments from wellness programs at <https://www.irs.gov/pub/irs-wd/201703013.pdf>

1. Employee Benefit Plan Review, "Group Accident & Health Surveys 1976-1990" (1977-1991); Gen Re, "U.S. Group Disability Market Surveys 1991-2013" (1992-2014); LIMRA, "U.S. Group Disability Insurance 2014-2018 Annual Sales and In Force" (2015-2018); LIMRA, 4Q 2017 U.S. Workplace Disability Insurance Inforce (2019).
2. Fortune, "Fortune 500 2019," (2019); Unum customer database, 2020.
3. Unum internal data, 2020.
4. Versta Research, 2019 Unum Benefits Broker Study (2019). Results represent % 6-9 on 9-point scale where 1=Poor and 9=Excellent.

PROPOSAL CONDITIONS AND DISCLOSURES

DENTAL INSURANCE PROVIDES LIMITED BENEFITS

The policy or its provisions may vary or be unavailable in some states. The policy has exclusions and limitations which may affect any benefits payable. See the actual policy or your Unum representative for specific provisions and details of availability.

Dental plans are underwritten by Starmount Life Insurance Company, Baton Rouge, LA.

© 2022 Unum Group. All rights reserved. Unum is a registered trademark and marketing brand of Unum Group and its insuring subsidiaries.

SD-1143

DENTAL NETWORKS REPORT: LOUISIANA

Location	Louisiana
Total Market	1725
UNUM-Colonial Life Dental AlwaysCare	808
Lincoln Financial DentalConnect	983
Sun Life Dental Network	982
Principal PPO	979
United Healthcare Options	969
Guardian PPO	935
United Concordia Alliance	915
MetLife PDP Plus	911
Cigna Total DPPO	902
Dental Network of America Preferred	862
Humana PPO	848
Ameritas PPO	831
Aetna PPO II	816
Delta Dental PPO	738
Anthem Dental Complete	664
Mutual of Omaha Dental Network	657
Aflac Dental	505
Beam Dental PPO	132
BCBS AL Preferred Dentists	0
BCBS IL PPO	0
BCBS MA Dental Blue	0
BCBS TN Dental Blue	0
CareFirst BCBS Regional Preferred Dental	0
DentalSelect Gold	0
Diversified Dental PPO	0
First Dental Health - (Principal) EPO	0
Superior Dental Care Preferred	0

DENTAL NETWORKS REPORT: New Orleans-Metairie

Location	New Orleans- Metairie, LA MSA
Total Market	648
Colonial Life Dental AlwaysCare P	306
United Healthcare Options	405
Guardian PPO	399
Lincoln Financial DentalConnect	392
Principal PPO	392
Sun Life Dental Network	388
MetLife PDP Plus	379
Humana PPO	372
United Concordia Alliance	364
Aetna PPO II	361
Cigna Total DPPO	361
Ameritas PPO	345
Anthem Dental Complete	300
Delta Dental PPO	298
Dental Network of America Preferred	291
Mutual of Omaha Dental Network	282
Aflac Dental	225
Beam Dental PPO	49
BCBS AL Preferred Dentists	0
BCBS IL PPO	0
BCBS MA Dental Blue	0
BCBS TN Dental Blue	0
CareFirst BCBS Regional Preferred Dental	0
DentalSelect Gold	0
Diversified Dental PPO	0
First Dental Health - (Principal) EPO	0
Superior Dental Care Preferred	0

Statement of Qualifications

AFFIDAVIT

STATE OF Mississippi

PARISH/COUNTY OF Madison

BEFORE ME, the undersigned authority, personally came and appeared: _____

Margie P. Jepson, (Affiant) who after being by me duly sworn, deposed and said that
he/she is the fully authorized Agent of Colonial Life-Unum (Entity),
the party who submitted a Statement of Qualifications (SOQ) to _____
Offer Dental Plan and Services (Briefly describe the services the SOQ
will cover), to the Parish of Jefferson.

Affiant further said:

Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required
attachment):**

Choice A _____ Attached hereto is a list of all campaign contributions, including
the date and amount of each contribution, made to current or
former elected officials of the Parish of Jefferson by Entity,
Affiant, and/or officers, directors and owners, including
employees, owning 25% or more of the Entity during the two-year
period immediately preceding the date of this affidavit or the
current term of the elected official, whichever is greater. Further,
Entity, Affiant, and/or Entity Owners have not made any
contributions to or in support of current or former members of the
Jefferson Parish Council or the Jefferson Parish President through
or in the name of another person or legal entity, either directly or
indirectly.

Choice B X there are **NO** campaign contributions made which would require
disclosure under Choice A of this section.

Affiant further said:

Debt Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A _____ Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

Choice B X There are NO debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A _____ Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by telephone or by personal contact, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.

Choice B X there are NO solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affiant further said:

Subcontractor Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A _____ Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned SOQ.

Choice B X _____ There are **NO** subcontractors which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

[The remainder of this page is intentionally left blank.]

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.



Margie P. Jepson
Signature of Affiant
Margie P. Jepson
Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME
ON THE 30th DAY OF June, 2022.

W. Miller
Notary Public

Wendy Miller
Printed Name of Notary

126894
Notary/Bar Roll Number

My commission expires 2/24/2023