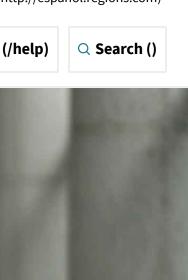


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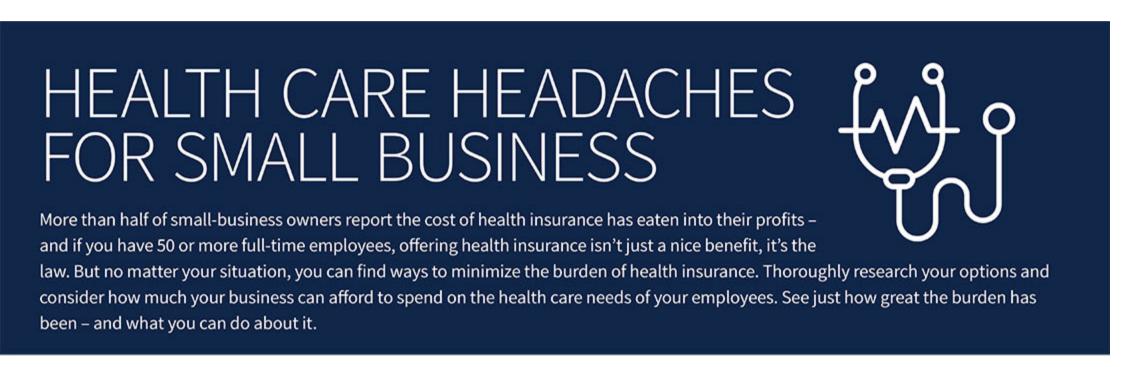
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Health Care Headaches for Small Business

Health insurance can be confusing, complicated and expensive for smallbusiness owners. And if you have 50 or more full-time employees, you're required to provide employer-sponsored health insurance. So, what options are available for lowering health care costs?



SMALL-BUSINESS OWNER PROBLEMS: HEALTH CARE IS NUMBER 1¹

According to the 2016 edition of the National Federation of Independent Business's Small Business Problems & Priorities survey, providing employer-sponsored health insurance is the top concern of small business owners:

TOP 5 BUSINESS CONCERNS OF SMALL BUSINESS OWNERS



















RISING COSTS FOR SMALL BUSINESSES

Between 2003 and 2016, the smallest firms (with fewer than 50 employees) saw single premiums increase

In 2015, 95% of small businesses reported increased health insurance costs over the past five years.4

DIRECT PURCHASE⁷

DIMINISHING HEALTH CARE BENEFITS



Of the **60%** of small-business owners not offering health insurance, say cost is the reason.5

of small-business owners say their employee health insurance has been hurt because of high compliance costs (due to regulatory requirements).2



OTHER INSURANCE OPTIONS BEYOND GOVERNMENT MARKETPLACES

TRADE OR **PROFESSIONAL ASSOCIATION**⁶



a member

Regions Bank.

discounts if you're







Cost savings



Limited selection; responsible for all paperwork

HEALTH REIMBURSEMENT AGREEMENT (HRA)⁸





A REGIONS

Cost control; flexibility benefits



² 2017 NSBA Small Business Regulations Survey, National Small Business Association, 2017 ³ Medical Expenditure Panel Survey Insurance Component 2016 Chartbook, Agency for Healthcare Research and Quality, 2017

4 NSBA 2015 Small Business Health Care Survey, National Small Business Association, 2015

5 Small Business's Introduction to the Affordable Care Act, Part III, NFIB Research Foundation, 2015 ⁶ Trade Associations, Health Care Coverage Guide, Small Business Majority, 2017

Health Insurance: The 4 Best Options for Small Businesses, Inc., 2016 8 Top 5 Health Insurance Options for Small Groups 2017, PeopleKeep, 2017

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