

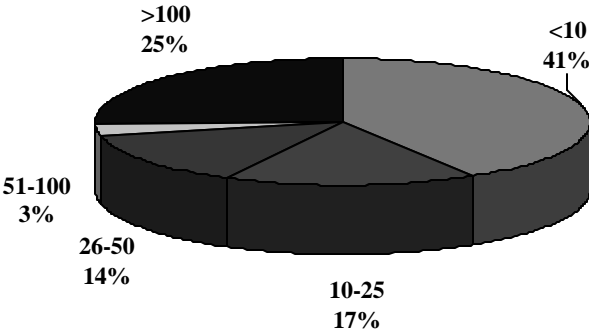
Snapshot of Health Coverage Provided by Virginia Small Businesses

Virginia Chamber of Commerce
Virginia Hospital & Healthcare Association
September 2001

Methodology

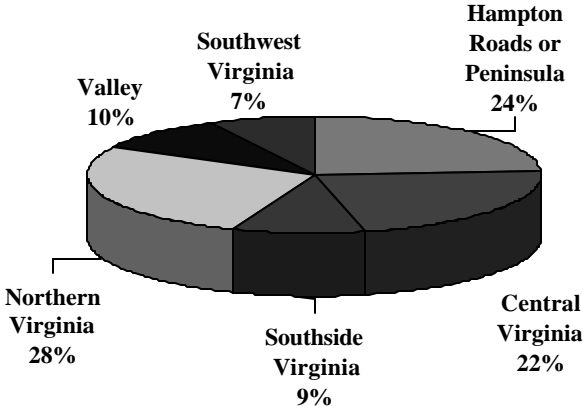
- Survey was administered through the Virginia Chamber's website
 - primarily forced choice items
- Responses were received from 190 small businesses across the state
- Responses provide a snapshot; they are not necessarily generalizable to the entire population of small businesses in the state

Responses by Size of Employer (in number of employees)



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Responses by Region



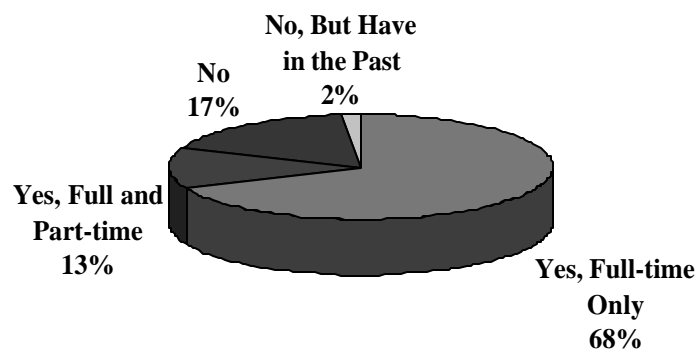
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Summary of Findings

- Most respondents (81%) currently provide health insurance to some or all of their employees
 - Cost is the major factor for employers' decision not to offer health insurance coverage.
- Rising costs may force many small businesses to either discontinue coverage altogether or shift cost to their employees (some of whom may be unable to afford health insurance).

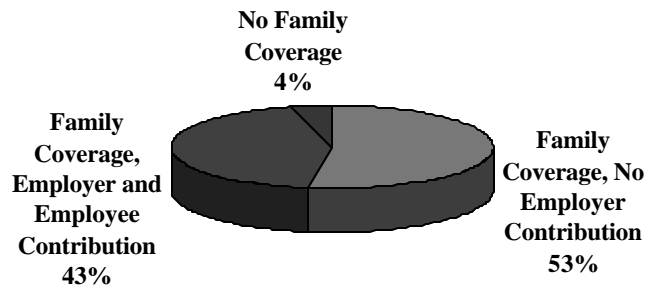
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Do Respondents Offer Employer-Sponsored Health Insurance?



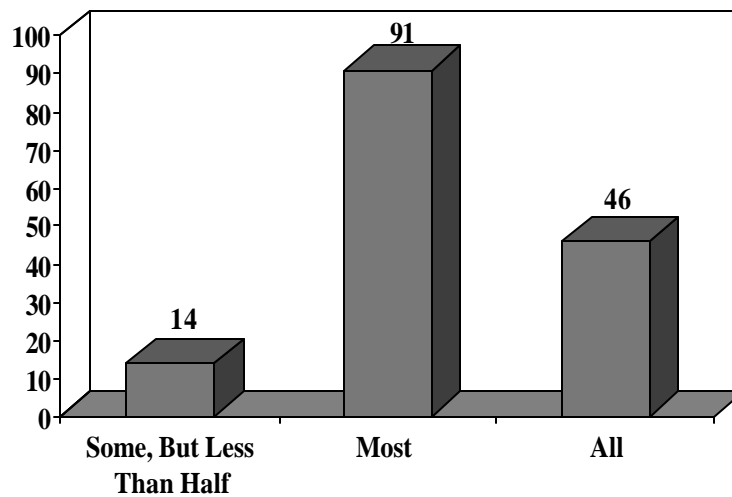
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Respondents Offering Family Health Insurance Coverage (in addition to employee coverage)



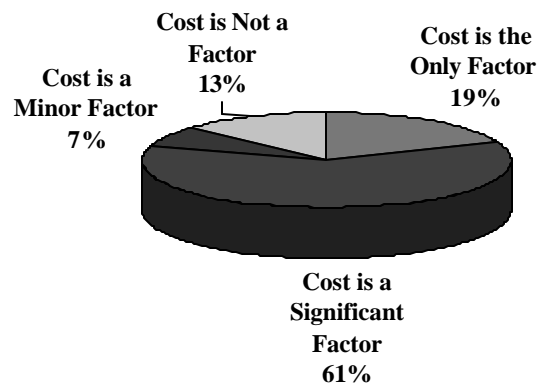
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Employee Participation in Respondents' Health Plans



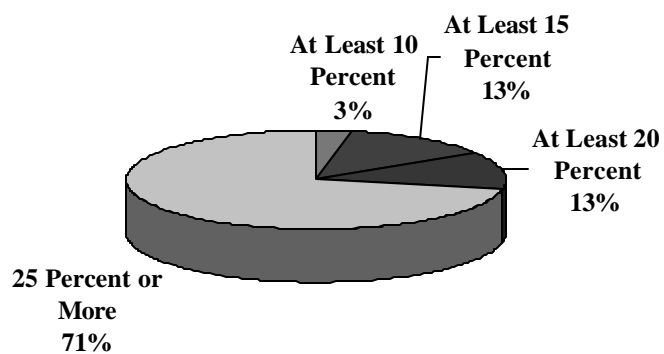
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Cost is a Significant Factor for Those Respondents Who Do Not Offer Health Insurance



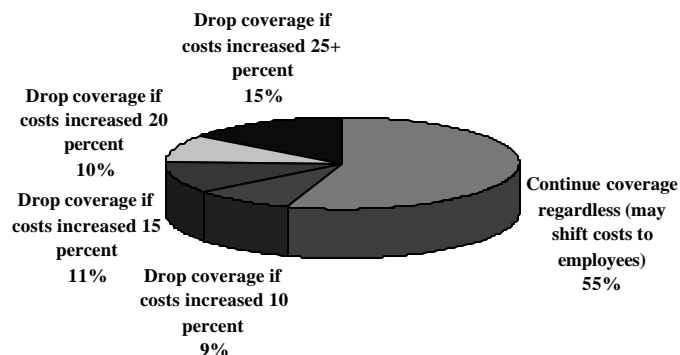
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Premium Decrease Required to Offer Coverage for Those Not Offering Coverage Now



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Premium Increases that Would Cause Respondents Now Offering Coverage to Drop It



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Employers' Options for Coping With Rising Costs

- Absorb the costs
- Shift Costs to Employees (premiums, copays, deductibles)
- Reduce Benefits (e.g. family coverage)
- Shop Other Carriers
- Drop Coverage Altogether
- Reduce Other Insurance Coverage (e.g. dental, life, disability)

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