

Email Survey of Small Businesses
Virginia State Planning Grant

1. What is the best way to inform you and other small businesses about a new health insurance product?
 - a. Insurance broker
 - b. Email or direct mail
 - c. Through trade or professional associations
 - d. Through my local Chamber of Commerce
 - e. Other

2. If the total cost of non-HMO health insurance was considered affordable (i.e. < \$150.00 individual/month), would the cost of the product be enough to offer it to your employees:
 - a. Yes
 - b. Yes, IF there were other incentives
 - c. No
 - d. Don't know

3. Are you concerned about the administrative requirements (i.e. processing paperwork and dealing with employees) of offering health insurance:
 - a. Yes, I am concerned enough that it could keep me from offering affordable insurance
 - b. Yes, but not enough to keep me from offering affordable insurance;
 - c. No, its not a big a deal
 - d. Don't know

4. Do you think the prototype small group health insurance product under consideration by the SPG provides the meaningful/useful coverage for health services such that you and/or your employees would purchase it?
 - a. Yes; [skip to question 6]
 - b. No
 - c. Maybe
 - d. Don't know

5. What makes this an undesirable plan to purchase?
 - a. Coverage not worth the premium
 - b. Deductibles and co-pays too high
 - c. I don't worry about paying for healthcare I MIGHT need

6. Please give the maximum dollar amount you would be willing to pay (per individual/month) to provide health insurance to your employees (for a product like the prototype)?
 - a. None
 - b. \$30
 - c. \$50
 - d. \$100