



## HUMAN RESOURCES

**To:** Mayor and Town Council

**From:** James Edwards, Director of Human Resources

**Through:** Ron K. Patterson, Interim Town Manager  
Bob Scott, Executive Director of Administrative Services

**Re:** Dental Benefits

Town Council Meeting – November 8, 2022

---

**Agenda Item:**

Consider and act upon awarding RFP No. 2022-59-A for fully insured dental benefits insurance effective January 1, 2023 and authorizing the Interim Town Manager to execute all documents for the same.

**Description of Agenda Item:**

The Town provides dental insurance benefits to employees. McGriff, Seibels and Williams, Inc. marketed this coverage on the Town's behalf. United Healthcare offered competitive pricing to bundle health, dental and voluntary products. The best and final offer from United Health Care provides an 8.34% reduction in rates over the incumbent dental provider Principal resulting in a \$18,888 savings. The annual total projected cost is \$207,636 versus \$231,057 to remain with the incumbent dental carrier Principal Dental.

**Budget Impact:**

United Healthcare provided a 8.34% rate reduction from our current provider that equates to approximately \$18,888 less than last year's cost, total annual cost of \$207,636 to #730-5165-10-00.

**Legal Obligations and Review:**

Terrence Welch of Brown & Hofmeister, L.L.P., has approved paperwork as to their form and legality.

**Attached Documents:**

1. United Healthcare Dental Application

**Town Staff Recommendation:**

Town staff recommends awarding RFP No. 2022-59-A to United Health Care and authorizing the Interim Town Manager to execute all documents for the same.

**Proposed Motion:**

I move to award RFP No. 2022-59-A for dental insurance to United Health Care and authorize the Interim Town Manager to execute all documents for the same.