



Statement

Before the

**Committee on Government Reform and Oversight
Subcommittee on Civil Service
U.S. House of Representatives**

Hearing on

Long-Term Care Insurance

by

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Principal Points

- Increased life expectancy and the aging of the baby boom generation will bring rapid growth in the number of people at risk of needing long-term care (LTC). Relative to the number of individuals who can provide physical and financial assistance, the proportion of those in need will increase dramatically over the next several decades. In response, the private-sector long-term care insurance (LTCI) market has also evolved significantly in recent years, growing from approximately 815,000 policies sold by 1987 to a total of 4.4 million by 1995. Employment-based plans accounted for a significant proportion of this growth, increasing from 7 employers offering LTCI in 1988 to 1,260 employers offering it in 1996. Improvements in plan design have helped to fuel this growth.
- Private insurance now finances only a small portion of LTC needs. Theoretically, individuals with assets to protect should be willing to pay for LTCI. While the chances of having extended LTC needs are small, the costs of such needs are extremely high. Only a small portion of those who can afford LTCI have actually purchased it. For individuals who have no assets to protect or who believe they will never require formal care, LTCI may never be worth the price. However, others may lack information on the probability of needing such care; may mistakenly believe that they are already covered by Medicare, health insurance, or disability insurance; or may be dissatisfied or mistrustful of policies that are currently available. Still others may not purchase insurance because of the knowledge that Medicaid covers LTC.
- While private insurance now finances only a small portion of LTC needs, its use is expected to grow as plan design improves and as an increasing number of individuals recognize the possibility of needing LTC and the associated costs. Both individually purchased policies and employment-based plans will expand further as a result of the changes in tax laws. However, barriers remain that may inhibit this growth. For example, some studies indicate that growth potential is limited because only a small portion of those most likely to need services—the elderly—can afford a LTCI policy.
- Premiums for LTCI vary substantially, based on age and plan design. For example, average annual premiums in 1995 ranged from \$310 for individuals purchasing a base plan at age 50 to \$8,146 for individuals purchasing a plan that included inflation protection and a nonforfeiture provision at age 79. Other plan features can also significantly affect premium amounts.
- Premiums may rise over time because rates generally can be increased on a class basis if claims are higher than expected. And, because the LTCI market is such a new market, it is difficult to set premiums accurately. Little long-term claims insurance experience yet exists, and it may not be available for many years to come because many of those who currently hold LTCI will likely not use it for many years.
- The largest barrier to the expansion of the private LTCI market is the lack of public readiness to use assets to insure against the relatively low probability of need. Public education is very much needed. Until it occurs and the public is ready to pay either through premiums or taxes, it is unlikely that the goals of adequate coverage, universal access, and affordability through risk pooling will be achieved.

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Long-Term Care Insurance

Introduction

Mr. Chair and members of the committee, I am pleased to appear before you this afternoon to discuss the issue of long-term care and the baby boom generation. My name is Paul Fronstin. I am a research associate at the Employee Benefit Research Institute (EBRI), a private, nonprofit, nonpartisan, public policy research organization based in Washington, DC. EBRI has been committed, since its founding in 1978, to the accurate statistical analysis of economic security issues. Through our research we strive to contribute to the formulation of effective and responsible health and retirement policies. Consistent with our mission, we do not lobby or advocate specific policy solutions. I would ask that my full statement be placed in the record.

Increased life expectancy and the aging of the baby boom generation will bring rapid growth in the number of people at risk of needing long-term care (LTC). Relative to the number of individuals who can provide physical and financial assistance, the proportion of those in need will increase dramatically over the next several decades. Continuing trends of more two-worker families, more single workers, and the increased geographic spread of family members means that there will be fewer family members available to provide care on an informal basis. In this testimony I provide an overview of the current LTC financing and delivery system in the United States, focusing on private-sector initiatives to meet the nation's LTC needs.

Long-Term Care

The terms *long-term care* and *long-term care services* refer to a broad range of health, social, and environmental support services and assistance provided by paid and unpaid caregivers in institutional, home, and community settings to persons who are limited in their ability to function independently on a daily basis. Functional dependency can result from physical or mental limitations and is generally defined in terms of the inability to independently perform essential activities of daily living (ADLs) such as dressing, bathing, eating, toileting, transferring (for example, from a bed to a chair), walking, and maintaining continence or to perform instrumental activities of daily living (IADLs) such as shopping, cooking, and housekeeping.

The majority of LTC services are provided by the private sector but are financed through the public sector. LTC can include care in many different settings and for many different kinds of support services (see chart 1). For example, care may be provided at home, in an adult day care center, or in a nursing facility. It may include both skilled medical care (care that can only be provided by a registered nurse on a doctor's orders) and custodial care (for example, assistance with bathing and dressing) or it may include only custodial care. However, skilled care for an acute temporary medical condition is different from LTC. This can be an important distinction because, while treatment for a temporary medical condition by a licensed provider is generally covered by private medical insurance plans and Medicare, custodial care generally is not.

The Market

The population in need of LTC has become increasingly diverse. While the likelihood of requiring long-term care does increase with age, a growing proportion of those in need of services are under age 65. A study by the U.S. General Accounting Office indicates that, of the 12.8 million people needing assistance with everyday activities, 5.1 million (39.6 percent) are working-age adults, and approximately 420,000 (3.3 percent) are children under age 18 (table 1) (U.S. General Accounting Office, 1994). Chronic conditions such as mental retardation and AIDS affect individuals of all ages. In addition, due to advances in medical technology and treatments, individuals are increasingly likely to survive—although not necessarily free from disability—what may in the past have been a fatal accident or childhood ailment.

The needs of this growing and diverse population vary considerably. For example, some individuals may need around-the-clock assistance. Others may simply need assistance with shopping or traveling to and from school or work.

Individuals, employers, and public policymakers have all begun to focus on the impact of these trends. Among the general population, recognition that neither Medicare nor most private health insurance plans cover LTC has come slowly. Nevertheless, many retirees and workers have now begun to understand their exposure to the risk of needing costly community or institutional LTC as an increasing number have faced the necessity of caring for a parent, spouse, or child needing long-term personal care assistance. Employers have also begun to realize that not only must many of their employees now care for young children, but many are being called on to care for elderly parents. Recognizing and meeting the needs of these individuals by assisting them in providing for their children, parents, and grandparents may have the potential to reduce absenteeism and improve morale, company loyalty, and ultimately productivity.

The debate can be expected to continue about whether government or private-sector initiatives hold greater promise for meeting the needs of a growing and increasingly diverse LTC population. Currently, initiatives are being taken in both sectors. The Medicaid program has increased coverage for home- and community-based care, while several public/private sector partnerships have developed that allow people to become eligible for

Medicaid while retaining some of their assets.

The private-sector LTCI market has also evolved significantly in recent years, growing from approximately 815,000 policies sold by 1987 to a total of 4.4 million by 1995 (Coronel and Fulton, 1997).¹ Improvements in plan design have helped to fuel this growth. For example, many plans now include protection against inflation and loss of benefits due to policy lapses. However, perhaps the most significant change has been in the increased flexibility that is now built into many policies, in some cases even allowing individuals to customize the use of their benefits package to meet their needs at the time care becomes necessary. This flexibility enables plans to keep pace with the continually evolving LTC market.

While private insurance now finances only a small portion of LTC needs (chart 2), it is expected to grow as plan design improves and as an increasing number of individuals recognize the possibility of needing LTC and the associated costs. Both individually purchased policies and employment-based plans will expand further as a result of changes in the tax laws. However, barriers remain that may inhibit this growth. For example, some studies indicate that growth potential is limited because only a small portion (10 percent to 20 percent) of those most likely to need services—the elderly—can afford a good quality LTCI policy (Weiner, et al., 1994; Friedland, 1990). In particular, though, there is currently no clear public policy with regard to LTC in the United States.

Private Programs

Private Insurance

Private insurance now finances only a small portion of LTC needs (chart 2). Theoretically, individuals with assets to protect should be willing to pay for LTCI. Furthermore, since people of any age may potentially need LTC services, their assets could be at risk at any time. While the chances of having extended LTC needs are small, the costs of addressing such needs are extremely high. However, for a variety of reasons, only a small portion of those who can afford LTCI have actually purchased it. For individuals who have no assets they wish to protect or who believe they will never require formal care (perhaps because they have a large family), LTCI may never be worth the price. However, others may lack information on the probability of needing such care; may mistakenly believe that they are already covered by Medicare, health insurance, or disability insurance;² or may be dissatisfied or mistrustful of policies that are currently available. Still others may not purchase insurance because of the knowledge that Medicaid covers LTC, albeit while restricting choice and requiring that the individual be at or near the poverty level to qualify for coverage.

However, as an increasing number of individuals recognize the possibility of needing LTC and the costs associated with such care, private initiatives to provide for this need have grown, both through individually purchased and employment-based plans. As mentioned above, by the end of 1995, a total of 4.4 million private-sector insurance policies had been sold, up from about 815,000 in 1987 (chart 3). Private policies include individual, group association, continuing care retirement community (CCRC), employment-based, and accelerated death benefits specifically for LTC. While the majority of these plans were sold to individuals or through group associations, employment-based plans accounted for a significant proportion of this growth (increasing from 20,000 policies sold and 7 employers offering LTCI in 1988 to over 530,000 policies sold and 1,260 employers offering LTCI in 1996) (chart 3 and table 2). A separate study indicated that 12 percent of all employers with 10 or more employees offered LTCI in 1993, 10 percent to active employees only and 2 percent to both active employees and retirees (table 3). Most likely to offer coverage were employers in the Northeast (23 percent), in the manufacturing industry (17 percent), and those with 500–999 employees (22 percent). Least likely to offer coverage were employers in the West (5 percent), employers in the transportation, communications, and utilities industries (0 percent), and employers with 200–499 employees (8 percent). Among those who did not offer coverage, 9 percent indicated they would consider offering it in the future.

Plan Types

Individual and group association policies are the most common LTCI products (chart 3) and have been available the longest. Individual policies are marketed on an individual basis rather than through an employer or other group. Group association LTCI policies are made available to members of nonemployment-based groups or associations that typically have elderly or near-elderly memberships such as the American Association of Retired Persons. These types of policies are targeted at elderly or near-elderly individuals for whom the prospect of LTC may seem imminent.

Employment-based plans are marketed to individual employers and are typically available to a firm's employees, their spouses, parents of employees and spouses, and retirees on a beneficiary-pay-all basis. These insurance plans have grown significantly over the past few years but are still uncommon relative to other types of employment-based insurance. For example, analysis of the April 1993 Current Population Survey indicates that 73 percent of workers ages 18–64 worked for an employer that sponsored a health insurance plan in 1993 (Yakoboski, et al., 1994). Data from the Bureau of Labor Statistics indicates that 6 percent of full-time employees in medium and large private establishments in 1993 and 1995 were eligible for LTCI (U.S. Department of Labor, 1995 and 1998). However, these policies have the potential to reach a large number of people because they are marketed not only to older retirees and parents of active workers but also to younger active workers and their spouses. Thus, the average age of employment-based LTCI enrollees is younger (age 43) than enrollees in individual and group association plans (age 68) (Coronel and Fulton, 1997).

LTC coverage sold as a rider to life insurance policies is also fairly new and tends to attract younger enrollees. Life insurance policies with a LTC accelerated death benefit rider generally advance the death benefit

(or a portion of it) to the insured in the event of terminal illness or a specified disease and have experienced rapid growth since their introduction. One study indicated that in 1987 there were no life insurance policies with a LTC rider, but that about 335,000 such policies had been sold by 1995 (chart 3).

Although the market is currently dominated by policies that are sold individually and through associations, employment-based plans offer several benefits over individual policies and could potentially dominate the market in the future. Group insurance can be less costly because of potential economies of scale in marketing and administration. Employment-based groups generally have a particular advantage in this respect because there is a central mechanism for collecting premiums (i.e., payroll deduction). These factors, together with the reduced likelihood of adverse selection when younger groups are enrolled, can make group plans less expensive than comparable coverage offered on an individual basis (Friedland, 1990).

In addition to the potential of group insurance to be less expensive, employment-based LTCI policies may make employees, retirees, and their families aware of the possible liabilities associated with LTC at an earlier age, when they can better afford to plan for LTC needs. Moreover, employment-based LTCI policies are generally negotiated by a benefits professional, who may be better informed than a lay person about the nuances of policy provisions and coverage limitations. Past reports citing the prevalence of sales abuses suggest that having a knowledgeable person conduct the search for the best policy can be particularly valuable (Consumer's Union, 1991; Shikles, 1991).

Plan Design

Private LTCI plans have changed significantly since their inception in the early and mid 1980s. LTCI policies have become less restrictive as they have evolved, and many of today's policies have additional provisions that make them more valuable to employees and other individuals than earlier policies. For example, many plans no longer require only a medical trigger to become eligible for benefits, and several insurers now offer policies that adjust the benefit for inflation. Many policies also now offer an optional rider that ensures that policyholders who have stopped paying premiums will nevertheless retain some of the benefit. These and other innovations give an indication of how much the private LTCI market has evolved. However, the most significant development relates to the flexibility included in current plan design.

LTCI is evolving in an environment of continuously changing regulations and uncertainty regarding the future direction of LTC policy, the cost of LTC, which services are most cost effective, and which design features are best suited to meet individuals' needs—especially given the increasingly diverse population in need of LTC services. The market has responded by creating plans that have several options and that, in some cases, can be custom tailored at the time care is needed. The “alternate plan of care” option provides the possibility of payment for nonstandard customized services not specified in the policy. Services may include alternative sites of care, facilities, and/or providers. Examples are care in a facility that is not a nursing home but that specializes in care for patients with Alzheimer's disease or modifying a residence to accommodate wheelchair access (Teachers Insurance and Annuity Association, 1993). Generally, a plan of care is developed that the insured, insurer, and provider agree on at the time care is needed. In addition, some plans now enable the individual to select from numerous options when purchasing a policy, such as the daily benefit amount, a maximum benefit amount, the type of care to be provided (e.g., nursing home only versus nursing home or other type of care setting to be determined at the time care is needed), or whether to include provisions such as inflation protection. This flexibility is a likely imperative to the survival of the LTCI market given the continually evolving LTC system.

These and other design features now commonly available—particularly in employment-based plans—include those listed in table 4. Much of the following discussion is based on review of individual employers' and insurers' current actual LTC policies for the individual and/or group markets. (Individual and group plan design features are not discussed separately.)

Eligibility and Benefit Eligibility Triggers—Many employment-based plans guarantee issue of insurance to active workers, with limited or no medical underwriting, during an enrollment period. Others (e.g., retirees, spouses, parents, and parents-in-law) are generally medically underwritten.

Benefit eligibility is generally triggered when the insured is unable to perform or needs assistance with two out of five or three out of six or seven ADLs, depending on the insurer and insurer's definition of ADL. Eligibility may also be triggered based on cognitive impairment such as the need for supervision due to Alzheimer's disease.

Benefit waiting periods generally require the individual to wait between 20 days and 100 days from the time of meeting the criteria to the time of receiving payment for services received. The waiting period (often called the elimination period) may be based on a set number of days regardless of the receipt of services or may be based on services received. In the first case, the waiting period generally begins based on the date ADL dependence is ascertained. In the latter case, the waiting period usually begins based on the first day of services received. In general, the waiting period must be satisfied again if care is not received for a specified amount of time (for example, six months) (The Prudential, 1994).

Although policies are now generally less restrictive than in previous years, several limitations may still apply, particularly for individuals who purchased a policy in years past and have not updated that policy. For example, some plans may still base benefit eligibility on physician certification of need and medical necessity rather than on the failure to perform ADLs or on the need for supervision based on a cognitive disability. Because much LTC is by definition not medical in nature, the medical necessity trigger can prevent people from qualifying for claims payment. Some plans may also require prior hospitalization as a prerequisite for nursing home coverage

and/or skilled nursing care as a prerequisite for home- or community-based care. However, medical necessity triggers and prior hospitalization requirements are prohibited by current model regulations and are regarded as anti-consumer by regulators and consumer advocates. For the most part, these features are no longer included in current plan design. However, in past—as well as in current plans—definitions of ADL are not standardized; some insurers may clearly define each ADL, others may not, making eligibility less clear. Some insurers may also specify that the individual be unable to perform the ADL, as opposed to simply needing supervision with the activity, thereby making eligibility more restrictive.

Some plans may also include limitations on preexisting conditions, although such provisions are no longer common. Policies are much more likely to include a specified waiting period for benefits based on a preexisting condition (generally six months).

Sites of Care—Most plans now offer coverage for nursing home care and home- and community-based care. In addition, coverage is often now available in many nontraditional types of settings such as in adult day care centers (see chart 1).

Some plans give potential insureds the option of selecting a nursing-home-only provision or a more comprehensive plan that lets the individual decide on where care will be provided at the time the care is needed. However, even though a policy may indicate that care at home is covered, there may be restrictions such as a maximum daily benefit amount.

Many plans also now include a case management or care advisory provision. Case management is a form of utilization review. In some plans, it is mandatory that the plan of care be followed in order for benefits to be paid. Sometimes mandated case management is combined with premium reduction incentives. More often, plans include a care advisory provision. In this case, the plan of care does not need to be followed in order that benefits be paid but is there to assist the individual in identifying and sorting through care options. Care may also be monitored to ensure that the individual has access to services that meet his or her needs. However, terms are not standard and are not used consistently; therefore, it is important to carefully interpret what type of care provision is included in a given contract.

Benefit Amounts—Private LTCI plans now generally base benefit amounts on a daily benefit maximum, with a corresponding lifetime benefit maximum. Generally, an individual is given several options regarding level of coverage. For example, an individual may select a daily benefit maximum of \$50, \$100, or \$150 per day with corresponding lifetime benefit maximums of \$91,250, \$182,500, or \$273,750. Once the individual becomes eligible for benefits, the insurer would pay based on charges incurred up to the daily benefit maximum and based on the site of care. Nursing home care is generally paid at 100 percent of the daily benefit amount, while charges incurred for home health care and adult day care are generally paid at 50 percent of the daily benefit amount.

The level of benefits selected can significantly affect premiums. Thus, factors to consider in selecting a daily and maximum benefit amount should include, for example, the cost of services in the service area (table 5), what the individual can afford, and the type of care that will likely be needed. For example, if the individual has a good support system (i.e., family members in the area), adult day care and/or respite care benefits may suffice. Others may prefer—or need—nursing home care.³

Most plans now also include a coordination of benefits feature to prevent duplication of benefits. For example, if the daily benefit amount selected is \$100 and an individual is receiving care at the cost of \$90 per day in a nursing home and Medicare pays \$19 for that care, then the LTCI plan would pay \$71. The remaining \$29 would still be available as part of the maximum lifetime benefit.

Inflation Protection—Several insurers now offer policies that adjust the daily benefit maximum and lifetime benefit maximum for inflation. One type of inflation protection feature results in an automatic adjustment in the benefit, commonly 5 percent per year. Premiums for a policy with this feature will be considerably higher than for a policy without such a feature. A second type of inflation protection feature allows policyholders the option of increasing their benefit every so many years (for example, every three to five years) (Teachers Insurance and Annuity Association, 1993; The Prudential, 1994). In this case, premiums are lower from the outset, but the cost of any additional coverage purchased is based on age at the time the increase is selected. Some proposals have advocated that inflation protection be made mandatory, while others would require only that insurers offer the option of an inflation protection feature when a policy is initially sold.

Premiums—Premiums for LTCI vary substantially based on age and plan design. For example, Health Insurance Association of America survey data indicate that average annual premiums for leading individual and group association LTC sellers in 1995 ranged from \$310 for individuals purchasing a base plan at age 50 to \$8,146 for individuals purchasing a plan that included inflation protection and a nonforfeiture provision at age 79 (table 6). Other plan features, such as categories of care covered (nursing home care, home care, community care), daily benefit amount, maximum benefit duration, and deductible periods can also significantly affect premium amounts (National Association of Insurance Commissioners, 1993). Because premiums are based on age at enrollment, the younger the individual, the lower the premium. Insurers generally attempt to set premiums such that they will remain level over the individual's lifetime. Thus, premiums do not increase based on aging or use of benefits. In addition, policies are guaranteed renewable; thus, as long as premiums are paid, coverage cannot be canceled.

However, premiums may rise over time because rates generally can be increased on a class basis if claims are higher than expected. And, because the LTCI market is such a new market, it is difficult to set premiums

accurately. Little long-term claims insurance experience yet exists, and it may not be available for many years to come because many of those who currently hold LTCI will likely not use it for many years. Insurers are encouraged by current legislative proposals to enter the field of LTC financing in order to provide an alternative to public-sector financing. They are also encouraged to keep premiums level. Yet, the actuarial basis for developing premiums and statutory reserves is limited.

Nonforfeiture—As is increasingly common in private disability insurance, many LTCI policies now include optional nonforfeiture features. Nonforfeiture provisions prevent the policyholder from forfeiting his or her full benefit in the event of a voluntary policy lapse.

Nonforfeiture benefits can take many different forms and may vary with an insured's age, claims history, and the duration the policy has been in force. These benefits may be included in the policy on a voluntary basis, with a higher premium assessed for those purchasing the option.

One type of nonforfeiture provision continues coverage at a reduced benefit level if a minimum number of payments has been made. For example, one employer plan provides that if the insured has paid premiums in the LTCI program for 10 consecutive years and then voluntarily discontinues premium payments, he or she will retain coverage of 30 percent of the original daily maximum benefit. For each year beyond the 10th year that the insured continues to pay premiums, the amount of the reduced coverage is increased by 3 percent, up to a maximum reduced coverage of 75 percent of the daily maximum benefit (IBM, 1994). Some plans, rather than reducing the daily benefit amount, provide for a shortened benefit period. For example, in one plan, if a shortened benefit period nonforfeiture rider has been in effect for at least five years at the time the policy lapses, coverage is continued based on the same benefits in effect at the time of the lapse; however, the policy maximum is reduced (Transamerica Life Companies, 1995).

Another type of nonforfeiture benefit allows partial recovery of premiums paid in the event of voluntary lapse of the policy. For example, one employer plan provides that for every year the policy is in force, 5 percent of the premium will be refunded in the event of a voluntary lapse (less any benefits that have already been paid). Thus, for example, if the policy has been in force for one full year, 5 percent of the premium would be refunded; if the policy has been in force for two full years, 10 percent would be refunded. The individual is entitled to a 100 percent refund if the policy is in force for 20 or more years (The Prudential, 1994).

While a nonforfeiture provision may be effective for the person who does not want another LTC policy, for the buyer who wants to exchange one policy for another, a nonforfeiture provision is of only limited value (McNamara, 1995). On the group side, policies may be upgraded through the same insurer, or reserves may be transferred to a new insurer who will then upgrade the policies. By transferring reserves, credit is given such that the upgraded policies may be based on the age at which coverage was originally purchased rather than at the more expensive rate based on the insured's current age. Some larger employers may be able to negotiate when establishing their plan to provide for upgrades and to ensure that funds will be transferred to another insurer on request. If this is not done, the insurer may refuse to transfer reserves. Then, if the employer does decide to move to a new insurer, individuals in the plan are required to decide whether they want to pay the higher premium or leave the group plan in order to remain with the original insurer.

Although not specifically a type of nonforfeiture benefit, another design feature sometimes included in a policy provides that a portion of the premium may be returned to the insured's estate in the event of death. For example, one employer plan provides that if the insured dies on or before his or her 65th birthday, an amount equal to all contributions paid up to the time of death, less any benefits paid, will be paid to the insured's estate. If the individual covered under the plan dies between his or her 65th and 75th birthday, the estate receives an amount equal to all contributions paid up to the 65th birthday, reduced by 10 percent for each year after the 65th birthday and less any benefits already received (J.P. Morgan & Co., 1994; Prudential, 1994). Many policies also now include protection against unintended lapse through the designation of an alternative party who would be notified in the case of a missed premium payment before the policy lapses.

Some companies may also offer "paid-up" policies. These policies entitle the insured to the full amount of benefits if premiums have been paid for a certain amount of time (for example, for 20 years or 30 years). Once the policy is "paid-up," no additional payments are required (American Association of Retired Persons, 1995).

Waiver of Premium—Many policies now include a provision that allows policyholders to stop paying premiums after a specified number of days of care in a nursing home. Some policies include a waiting period such as 60 days from the day payments are first made to the day premiums are waived.

Financing Sources

The majority of functionally dependent individuals receive LTC on an informal "unpaid" basis from friends and family, making it difficult to measure the total value of this care (U.S. Bipartisan Commission on Comprehensive Health Care, 1990). In a 1993 EBRI/Gallup poll, 59 percent of respondents who indicated they had a family member receiving LTC said they were providing that care (Employee Benefit Research Institute, 1993). However, data from the U.S. Health Care Financing Administration's national health accounts indicate that of the \$1,035.1 billion in total health expenditures in 1996, \$108.7 billion (11 percent) was spent on nursing home care and on care received from home health agencies (chart 2). Medicaid financed the largest proportion of this care (\$41.7 billion or 38 percent), followed by out-of-pocket payments from patients and families (\$30.6 billion or 28 percent), Medicare (\$22.5 billion or 21 percent), and private health insurance (\$7.2 billion or 7 percent). Of the \$108.7 billion, nursing home expenditures totaled \$78.5 billion in 1996, of which 32 percent was financed through

consumer out-of-pocket payments (chart 4). Most of the remainder was financed through the Medicaid program (47.8 percent), with Medicare accounting for 11.3 percent, other public and private programs accounting for 4.3 percent, and private insurance paying for 5.1 percent. Home health agencies accounted for \$32.2 billion, of which 42.2 percent was financed through Medicare, 13 percent through Medicaid, and 18.3 percent through out-of-pocket payments.

Trends

While expenditures for nursing home care have risen from \$20.5 billion in 1980 to \$78.5 billion in 1996, they have remained fairly constant as a proportion of total national health expenditures over this same time period (table 7). As a proportion of all expenditures for nursing home care, Medicaid has remained fairly constant, with Medicare accounting for an increasingly larger proportion and out-of-pocket costs accounting for an increasingly smaller proportion.

Home health care expenditures have also risen over time (from \$2.4 billion in 1980 to 30.2 billion in 1996). However, unlike nursing home expenditures, home health care expenditures have risen as a proportion of total national health expenditures, increasing from 1.0 percent in 1980 to 2.9 percent in 1996. As a proportion of all home health care expenditures, both Medicaid and out-of-pocket expenditures have declined since 1990, whereas Medicare has accounted for an increasingly larger proportion.

Out-of-Pocket

A large proportion of LTC is financed out-of-pocket by recipients or their friends and families. National health account data indicate that \$30.6 billion, or 28 percent, was spent by patients and their families on nursing home and home health care in 1996 (chart 2). Additional amounts spent in nontraditional LTC settings, such as for adult day care and respite care as well as, for example, costs for help with personal care and homemaking, meal programs, and special transportation would increase this amount but are difficult to determine.

Nursing home care—the most expensive type of LTC—consumes the greatest amount of out-of-pocket spending. As shown in chart 4, individuals spent \$24.7 billion on nursing home care and an additional \$5.9 billion on home health care in 1996.

Conclusion

Although a large proportion of LTC is provided on an informal basis by family and friends, many individuals require formal care either in the community or in an institutional setting, which can be quite expensive. The need for LTC services is most prevalent among the elderly. However, individuals of all ages may need LTC services. Moreover, demographic trends such as an aging population, an increased female labor participation rate, and delayed childbearing may mean a reduction in traditional sources of informal LTC. These factors have caused leaders in business, academia, and government to be concerned about financing LTC.

Aside from informal care provided in the community, the current system of financing LTC depends on the Medicaid program and individual financing. Issues confronting this system include spiraling costs associated with LTC services that may threaten beneficiaries' access to care. Other issues include the potential depletion of personal assets, a bias toward institutionalization (which may not always provide the most cost-effective or desired type of care available), and the ability of some individuals who transfer assets to become eligible for Medicaid. Many leaders regard private LTCI as a way to increase access to financing and as a potential alternative to Medicaid and out-of-pocket financing. As a recent innovation, this method of financing care currently accounts for only a small proportion of expenditures. However, tax incentive measures, plan design improvements, and population aging may encourage more Americans to purchase coverage. Some analysts believe that taxpayer financed public social programs should simply be expanded.

The largest barrier to the expansion of the private LTCI market is the lack of public readiness to use assets to insure against the relatively low probability of need. Public education is very much needed. Until it occurs and the public is ready to pay either through premiums or taxes, it is unlikely that the goals of adequate coverage, universal access, and affordability through risk pooling will be achieved.

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Endnotes

¹These data represent the total number of policies sold as of the date indicated. Due to policy lapses, the number of policies actually in force is lower.

²Disability insurance replaces lost wages; it does not cover any health or long-term care costs.

³One study indicates that, for persons who reached age 65 in 1990, 43 percent will enter a nursing home at some time before they die. Of those entering a nursing home, 55 percent will have a total lifetime use of five years or more. The authors of the study also projected that women are more likely to enter a nursing home than men (52 percent versus 33 percent). See Kemper and Murtaugh (1991).

Chart 1
Long-Term Care Services, Settings, and Providers

Long-term care can generally be classified as skilled nursing care, intermediate nursing care, and custodial (or personal) care. These services have traditionally been provided either by family members at home or in formal settings such as in a nursing home. While care is still often provided at home by family members, a number of nontraditional settings and types of providers have developed that focus on providing care in the most home-like setting possible. While it is difficult to classify these settings and providers, the following continuum attempts to present a range of the services, settings, and providers—from the least intensive to the most intensive—now available.

| Intensity | | | | | |
|------------------|----------------|---------------------------|------------------------|------------------------------|-------------------------|
| LOW | | | | HIGH | |
| Services | | | | | |
| Custodial | | Intermediate Nursing Care | | Skilled Nursing Care | |
| Settings | | | | | |
| At Home | Adult Day Care | CCRC | | Assisted Living Facility | Nursing Home |
| Providers | | | | | |
| Family Members | Volunteers | Respite Care Personnel | Hospice Care Personnel | Home Health Agency Personnel | Institutional Personnel |

This continuum is by no means all inclusive or standardized. It is meant to give a general idea of the range of LTC services, settings, and providers. For example, while assisted living facilities are presented as more intensive with regard to the type of setting in which care is provided, based on the given individual's needs, the type of care provided at an adult day care center may actually be more intensive. In addition to variation based on each individual's needs, definitions vary and may overlap. Following are general descriptions of the terms used in this illustration.

Adult Day Care

Adult day care offers a structured daytime program that typically includes assistance with personal care, lunches, and a variety of social, recreational, and rehabilitative activities in a protective environment (The Prudential, 1994). Long-term care insurance (LTCI) contracts may only pay for care in an adult day care center if the center is appropriately state licensed or is recognized as a home health agency by Medicare.

Assisted Living Facilities

These facilities offer shared and supervised housing for those who cannot function independently, including individuals needing only minimal support as well as those who are more severely impaired (Teachers Insurance and Annuity Association, 1993).

Continuing Care Retirement Community (CCRC)

A CCRC is a residential community for older people that offers lifetime housing and a range of social and health care services (Teachers Insurance and Annuity Association, 1993). These services are generally provided in exchange for an upfront fee and monthly payments.

Custodial (or Personal) Care

Custodial care may be given by people without medical skills to help a person perform activities of daily living, which include assistance with bathing, eating, dressing, and other routine activities. It is less intensive or complicated than skilled or intermediate care and can be provided in many settings, including nursing homes, adult day care centers, or at home (National Association of Insurance Commissioners, 1993).

Family Members

Although a large proportion of LTC services are provided informally by family members,¹ most policies, with rare exceptions, specifically exclude coverage for such care.

Home Health Care

This care includes a wide variety of services delivered at home or in a residential setting that can range from skilled nursing care and physical therapy to personal care and help with household chores (Teachers Insurance and Annuity Association, 1993).

Hospice Care

Hospice care includes services provided to assist a person with a terminal illness that may be provided in various settings, including, for example, at home or in a nursing home care setting (Travelers Group, 1995).

Intermediate Nursing Care²

This type of care is ordered by a physician and supervised by a registered nurse for stable conditions that require daily, but not 24-hour, nursing supervision. Intermediate care is generally needed for a long period of time (National Association of Insurance Commissioners, 1993), is less specialized than skilled nursing care, and often involves more personal care.

Respite Care

Respite care offers temporary relief, or time off, for family members or other unpaid caregivers who are responsible for the care of a dependent person (The Prudential, 1994). This service is provided by volunteers, an institution, or an adult day care center (Teachers Insurance and Annuity Association, 1993). LTCI plans generally limit the number of days for which respite care is reimbursable (The Prudential, 1994).

Skilled Nursing Care³

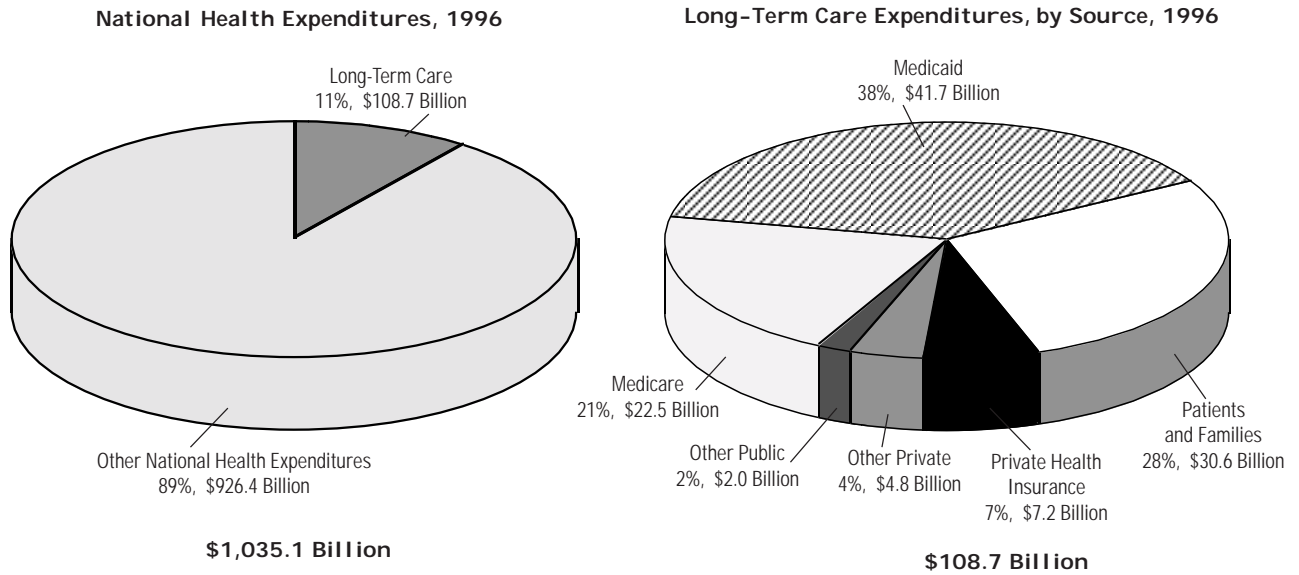
This care is available 24 hours a day, is ordered by a physician, and involves a treatment plan for medical conditions that require care by skilled medical personnel such as registered nurses or professional therapists. Some people need skilled care for a short time after an acute illness. Others require skilled care for longer periods of time. Sometimes skilled care is provided in a person's home with help from visiting nurses (National Association of Insurance Commissioners, 1993).

¹ In 1989, one study estimates that 70 percent of the severely disabled elderly relied solely on family members or other unpaid help to provide long-term care services. See U.S. Bipartisan Commission on Comprehensive Health Care, 1990. (Data are based on Lewin/ICF and Brookings Institution estimates of the 1982 National Long-Term Care Survey.)

² Medicare and Medicaid have their own definitions of nursing care that do not necessarily match definitions found in LTC policies.

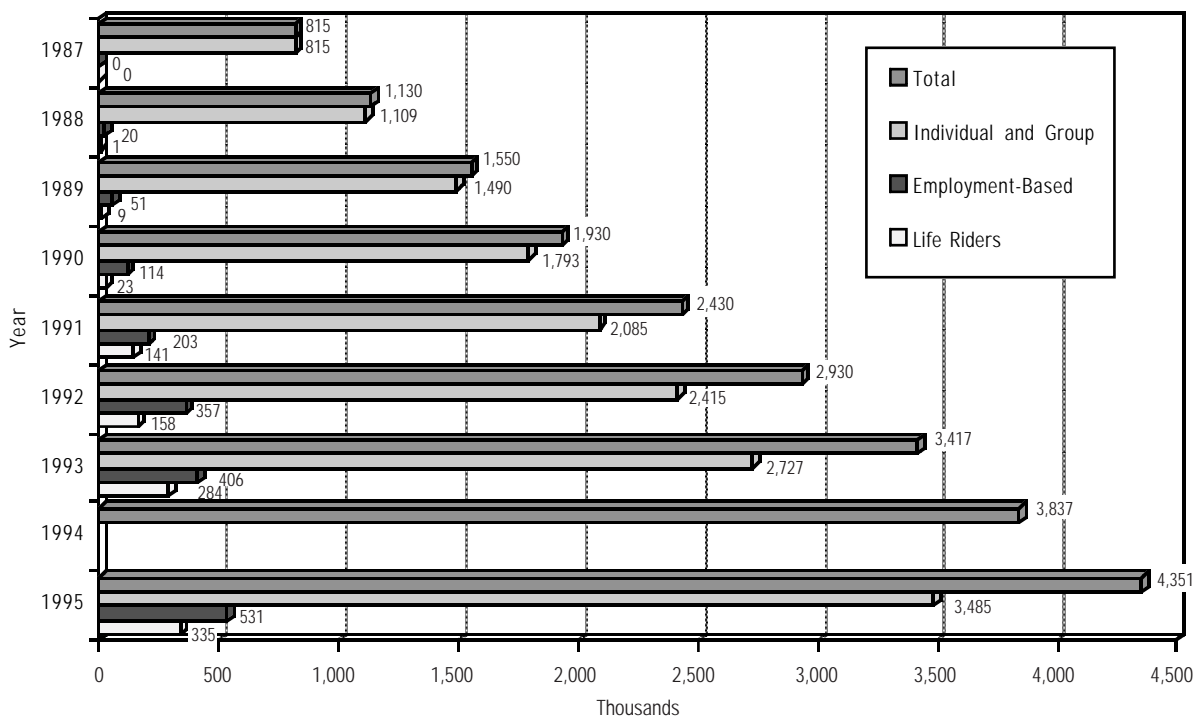
³ Ibid.

Chart 2
Long-Term Care Expenditures as a Proportion of Total National Health Expenditures and by Source of Funds, 1996



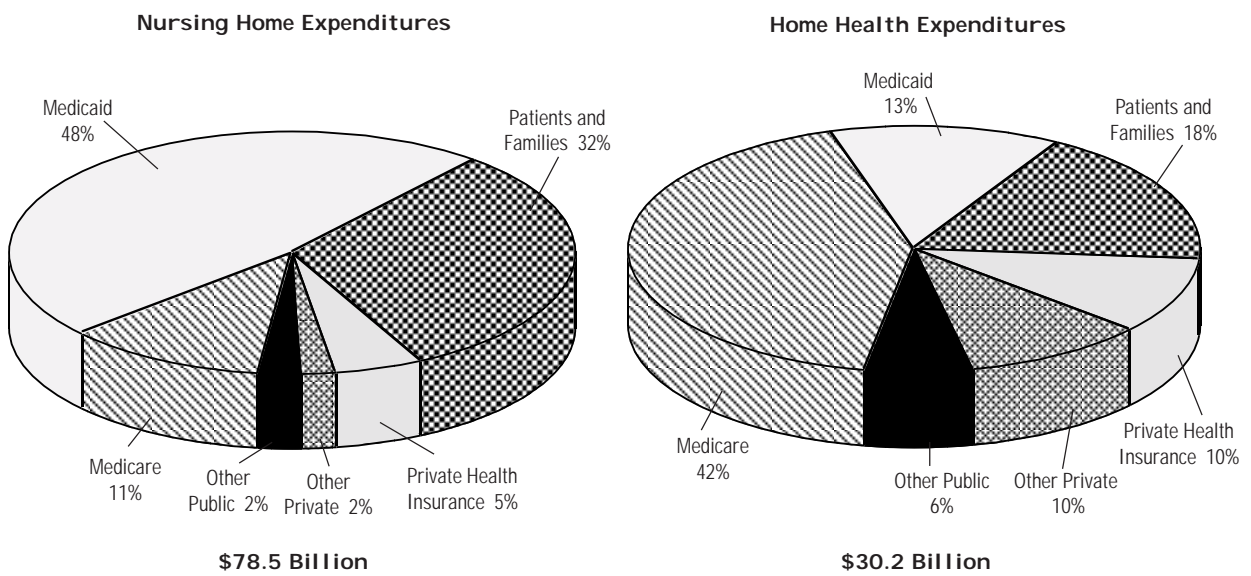
Source: Health Care Financing Administration.

Chart 3
Long-Term Care Policies Sold in Individual and Group, Employer, and Life Insurance Markets, 1987-1995



Source: Health Insurance Association of America.

Chart 4
National Nursing Home and Home Health Care Expenditures, by Source of Funds, 1996



Source: Health Care Financing Administration.

Table 1
The U.S. Long-Term Care Population by Age and Care Setting

| Age Group | In Institutions | At Home or in Community Settings | Total Population |
|-------------------|-----------------|----------------------------------|------------------|
| (thousands) | | | |
| Total | 2,440 | 10,400 | 12,840 |
| Under age 18 | 90 | 330 | 420 |
| Ages 18-64 | 710 | 4,380 | 5,090 |
| Ages 65 and older | 1,640 | 5,690 | 7,330 |
| (percentage) | | | |
| Total | 100.0% | 100.0% | 100.0% |
| Under age 18 | 3.7 | 3.2 | 3.3 |
| Ages 18-64 | 29.1 | 42.1 | 39.6 |
| Ages 65 and older | 67.2 | 54.7 | 57.1 |

Source: U.S. General Accounting Office, 1994.

Table 2
Employer-Sponsored Long-Term Care Plans Introduced Each Year, 1987-1995

| Year | Total Number of Plans Introduced | Cumulative Total of Plans Introduced |
|------|----------------------------------|--------------------------------------|
| 1987 | 2 | 2 |
| 1988 | 5 | 7 |
| 1989 | 47 | 54 |
| 1990 | 81 | 135 |
| 1991 | 153 | 288 |
| 1992 | 218 | 506 |
| 1993 | 462 | 968 |
| 1994 | 60 | 1,028 |
| 1995 | 232 | 1,260 |

Source: Health Insurance Association of America, 1995.

Table 3
**Percentage of Employers Offering Long-Term Care Insurance, by Region,
 Industry, and Firm Size, 1993**

| | Percentage of Employers Offering Long-Term Care Insurance to: | | | | Of Those Not Offering Long-Term Care Percentage Who: | | | |
|---|---|---------------|------------------------------------|-------------------------|--|----------------------|---------------------|---------------------|
| | Active employees only | Retirees only | Both active employees and retirees | Total Offering Coverage | Do Not Offer Coverage | Decided not to offer | May offer in future | Never considered it |
| Total | 10% | 0% | 2% | 12% | 88% | 3% | 9% | 87% |
| Region | | | | | | | | |
| West | 5 | 0 | 0 | 2 | 95 | 3 | 11 | 86 |
| Midwest | 7 | 0 | 5 | 12 | 88 | 0 | 10 | 89 |
| Northeast | 20 | 0 | 3 | 23 | 7 | 6 | 6 | 88 |
| South | 8 | 0 | 0 | 8 | 92 | 5 | 10 | 86 |
| Industry | | | | | | | | |
| Manufacturing | 17 | 0 | 0 | 17 | 83 | 2 | 9 | 88 |
| Wholesale and retail trade | 8 | 0 | 5 | 13 | 87 | 0 | 11 | 89 |
| Services | 2 | 0 | 5 | 7 | 93 | 0 | 19 | 81 |
| Transportation, communications, and utilities | 0 | 0 | 0 | 0 | 100 | 12 | 0 | 88 |
| Health care | 14 | 0 | 0 | 14 | 86 | 1 | 1 | 98 |
| Finance | 2 | 0 | 2 | 4 | 96 | 1 | 2 | 96 |
| Government | 3 | 0 | 8 | 10 | 90 | 0 | 6 | 94 |
| Other | 13 | 0 | 0 | 13 | 87 | 11 | 11 | 77 |
| Firm Size | | | | | | | | |
| 10-49 | 10 | 0 | 2 | 11 | 89 | 4 | 12 | 84 |
| 50-199 | 13 | 0 | 3 | 15 | 85 | 0 | 0 | 100 |
| 200-499 | 7 | 0 | 1 | 8 | 92 | 1 | 4 | 95 |
| 500-999 | 14 | 0 | 8 | 22 | 78 | 7 | 7 | 86 |
| 1,000-4,999 | 10 | 2 | 10 | 21 | 79 | 12 | 24 | 64 |
| 5,000-9,999 | 5 | 0 | 10 | 15 | 85 | 19 | 34 | 47 |
| 10,000-19,999 | 7 | 1 | 8 | 15 | 85 | 15 | 42 | 41 |
| 20,000 or more | 4 | 0 | 15 | 19 | 81 | 22 | 37 | 41 |
| Under 500 | 10 | 0 | 2 | 12 | 88 | 3 | 9 | 88 |
| 500 or more | 11 | 1 | 9 | 21 | 79 | 10 | 18 | 74 |

Source: Foster Higgins.

Table 4
Typical Coverage Offered by 1995 Leading Sellers

| | |
|--|--|
| Services Covered | Nursing home care (11 out of 11) Home health care (11 out of 11) Alternate care (11 out of 11) Assisted-living facility (9 out of 11) Hospice care (10 out of 11) Respite care (11 out of 11) |
| Daily Benefit | \$40-\$250/day nursing home \$40-\$250/day home health care |
| Benefit Eligibility | Medical necessity or ADLs or cognitive impairment (11 out of 11) |
| Maximum Benefit Period | Unlimited/lifetime (11 out of 11) |
| Deductible Period | 0-100 days |
| Preexisting Condition | 6 months (2 out of 11) None if disclosed during application (9 out of 11) |
| Renewability | Guaranteed (11 out of 11) |
| Alzheimer's Disease Coverage | For ages 18-99 |
| Age Limits for Purchasing | Yes (11 out of 11) |
| Waiver of Premiums | Yes (11 out of 11) |
| Free Look Period | 30 days (11 out of 11) |
| Inflation Protection of 5 Percent Compounded | Yes (11 out of 11) |
| Nonforfeiture Benefit | Return of premium or reduced paid-up (11 out of 11) |
| Marketing | Company or independent agents |

Source: Health Insurance Association of America.

Note: Eleven sellers were identified as having sold 80 percent of all individual and group association long-term care insurance policies in 1995.

Table 5
Median Daily Nursing Home Charges, 1991 and 1993

| State | Intermediate Care | Skilled Care | Intermediate Care | Skilled Care |
|----------------------|-------------------|--------------|-------------------|--------------|
| | 1991 | | 1993 | |
| Alabama | \$ 65 | \$ 68 | \$ 72 | \$ 75 |
| Alaska | a | a | a | a |
| Arizona | 69 | 80 | 75 | 85 |
| Arkansas | 54 | 59 | 55 | 63 |
| California | 85 | 90 | 75 | 94 |
| Colorado | 70 | 74 | 75 | 81 |
| Connecticut | 130 | 148 | 126 | 157 |
| Delaware | 80 | 91 | 87 | 86 |
| District of Columbia | 178 | 178 | 91 | 94 |
| Florida | 78 | 85 | 85 | 90 |
| Georgia | 60 | 64 | 65 | 75 |
| Hawaii | 105 | 115 | 109 | 114 |
| Idaho | 72 | 76 | 79 | 75 |
| Illinois | 65 | 78 | 70 | 80 |
| Indiana | 71 | 86 | 73 | 90 |
| Iowa | 58 | 90 | 60 | 89 |
| Kansas | 52 | 74 | 55 | 70 |
| Kentucky | 64 | 80 | 66 | 87 |
| Louisiana | 51 | 59 | 64 | 74 |
| Maine | 99 | 124 | 114 | 141 |
| Maryland | 95 | 105 | 101 | 105 |
| Massachusetts | 125 | 135 | 134 | 145 |
| Michigan | 79 | 84 | 80 | 86 |
| Minnesota | 67 | 89 | 66 | 95 |
| Mississippi | 58 | 60 | 61 | 62 |
| Missouri | 55 | 62 | 60 | 66 |
| Montana | 68 | 82 | 74 | 84 |
| Nebraska | 58 | 68 | 60 | 78 |
| Nevada | 82 | 100 | 93 | 97 |
| New Hampshire | 108 | 150 | 120 | 133 |
| New Jersey | 116 | 122 | 118 | 122 |
| New Mexico | 75 | 111 | 74 | 138 |
| New York | 103 | 144 | 105 | 148 |
| North Carolina | 75 | 86 | 75 | 90 |
| North Dakota | 65 | 80 | a | 82 |
| Ohio | 80 | 93 | 85 | 100 |
| Oklahoma | 48 | 75 | 50 | 75 |
| Oregon | 76 | 118 | 76 | 116 |
| Pennsylvania | 90 | 97 | 95 | 101 |
| Rhode Island | 107 | 112 | 109 | 115 |
| South Carolina | 74 | 75 | 75 | 79 |
| South Dakota | 65 | 69 | 66 | 71 |
| Tennessee | 58 | 91 | 70 | 105 |
| Texas | 57 | 78 | 58 | 78 |
| Utah | 65 | 75 | 69 | 80 |
| Vermont | 90 | 100 | 102 | 116 |
| Virginia | 96 | 79 | 80 | 104 |
| Washington | 89 | 84 | 89 | 99 |
| West Virginia | 74 | 76 | 75 | 85 |
| Wisconsin | 73 | 80 | 80 | 86 |
| Wyoming | 75 | 76 | 76 | 76 |

Source: CNA Nursing Home Cost Surveys.
^aData not available.

Table 6
**Average Annual Premiums for Leading Individual and Group Association
 Long-Term Care Sellers, 1995**

| Age | Base Plan | Base Plan with 5 Percent Compounded Inflation Protection | Base Plan with Nonforfeiture Provision | Base Plan with Both Inflation Protection and Nonforfeiture Protection |
|---|-----------|--|--|---|
| Coverage Amount: \$80/\$40 a Day Nursing Home/Home Health Care | | | | |
| 50 | \$ 310 | \$ 651 | \$ 451 | \$ 929 |
| 65 | 817 | 1,481 | 1,158 | 2,419 |
| 79 | 3,353 | 4,579 | 4,738 | 6,800 |
| Coverage Amount: \$100/\$50 a Day Nursing Home/Home Health Care | | | | |
| 50 | \$ 378 | \$ 798 | \$ 540 | \$1,124 |
| 65 | 1,010 | 1,881 | 1,395 | 2,560 |
| 79 | 4,148 | 5,889 | 5,676 | 8,146 |

Source: Health Insurance Association of America.

Notes: These policies generally includes a 20-day elimination period and provides 4 years coverage.

Table 7
**National Health Expenditures (NHE) in Nursing Home and Home Health Agencies,
 Selected Years, 1960-1996**

| Year | Nursing Home Expenditures | | | | | | Home Health Expenditures | | | | |
|---------------|-----------------------------------|---|----------|----------|------------------|-------|-----------------------------------|--|----------|------------------|-------|
| | Total NHE | Total | Medicaid | Medicare | Out of pocket | Other | Total | Medicaid | Medicare | Out of pocket | Other |
| (\$ billions) | | | | | | | | | | | |
| 1960 | \$ 27.1 | \$ 1.0 | \$ 0.0 | \$0.0 | \$ 0.8 | \$0.2 | \$ 0.0 | \$0.0 | \$ 0.0 | \$0.0 | \$0.0 |
| 1980 | 247.3 | 17.6 | 8.8 | 0.3 | 7.4 | 1.1 | 2.4 | 0.3 | 0.7 | 0.5 | 0.9 |
| 1990 | 699.5 | 50.9 | 23.1 | 1.8 | 22.0 | 4.0 | 13.1 | 2.1 | 3.0 | 3.6 | 4.4 |
| 1996 | 1,035.1 | 78.5 | 37.5 | 8.9 | 24.7 | 7.4 | 30.2 | 4.2 | 13.6 | 5.9 | 6.5 |
| | (as a percentage of total NHE) | (as a percentage of total nursing home expenditures) | | | | | (as a percentage of total NHE) | (as a percentage of total home health expenditures) | | | |
| 1960 | 100.0% | 3.7% | 0.0% | 0.0% | 80.0% | 20.0% | 0.0% | n/a | n/a | n/a | n/a |
| 1980 | 100.0 | 7.1 | 50.0 | 1.7 | 42.0 | 6.3 | 1.0 | 12.5% | 29.2% | 20.8% | 37.5% |
| 1990 | 100.0 | 7.3 | 45.4 | 3.5 | 43.2 | 7.9 | 1.9 | 16.0 | 22.9 | 27.5 | 33.6 |
| 1996 | 100.0 | 7.6 | 47.8 | 11.3 | 31.5 | 9.4 | 2.9 | 13.9 | 45.0 | 19.5 | 21.5 |

Source: Health Care Financing Administration.