

May 13, 2016

Mr. Mike Solokas  
Business Administrator  
Franklin Lakes Board of Education  
490 Pulis Avenue  
Franklin Lakes, NJ 07417

Re: Delta Dental and Benecard Prescription Drug Renewals

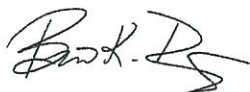
Dear Mike:

As per our conversation, it is my pleasure to provide you with the Delta Dental and BeneCard Services prescription drug program renewals for July 1, 2016. As for the Delta Dental renewal, the Board of Education is currently in the middle of a **24 month contract, therefore the rates will remain the same for the period July 1, 2016 through June 30, 2017.**

As for the BeneCard Prescription Drug, the initial renewal estimate was +12% and after receiving this information, we immediately requested a review of the claims experience and marketed for competitive quotes. With this information, we were able to negotiate a reduction in BeneCard's original increase. Our negotiations have resulted in a final renewal increase of **+6% for the period July 1, 2016 through June 30, 2017.** We have enclosed a spreadsheet that reflects how your renewal rates are slightly more than that of the SEHBP rx plan, however the benefit design is different. If the BOE were to diminish the current rx benefit level to match that of the SEHBP, it would result in a reduction off the final renewal rates from BeneCard.

We recommend that the Board of Education renew with Delta Dental and BeneCard Services for the upcoming fiscal year. Thank you for allowing Brown and Brown Benefit Advisors to be of service to you and the Franklin Lakes Board of Education. If you need anything further regarding the upcoming renewal, please feel free to contact our office.

Sincerely,



Brian K. Rizor  
Sr. Vice President

Enclosures