

Re: House Bill 62

Delegate Atterbeary and members of the Maryland House of Delegates Ways and Means Committee:

I am Jim Deligianis, residing at 14608 Pinto Lane in Rockville, Maryland. I speak to you for myself and my wife, Tula, and on behalf of others who have chosen to purchase Long – Term Care Insurance. My wife and I own policies with MetLife and as a former MetLife Representative and now an independent insurance agent, I have provided policies for more than a dozen individuals and families. While I was selling long term care insurance, the insurers were boasting about not raising premiums and not planning on doing so. However, premium increases have almost doubled my own costs well above the proposed \$2000 per year.

Thank you for the opportunity to share my thoughts about HB 62, Income Tax – Credit for Long-Term Care Premiums (Long Term Care Relief Act of 2022). The time to address the high costs of long - term care insurance is long overdue. The existing one time \$500 tax credit provides little or no incentive to purchase this much needed protection. The need for services is becoming more and more necessary. The cost of services is also up due to the increase in need and the limited sources of care available. Long Term Care expenses are growing each year and only a fraction of our citizenry have taken the step to acquire private insurance to help defray the costs. Those of us who have done so should be recognized by our government and given a tax credit to help pay for the protection. Indeed, the burden on the state for those who do not responsibly address this need is scary. It's alarming that Maryland ignores the need that will have to be paid by Medicaid for those who cannot afford the cost of care.

I appreciate the introduction of this bill in this year's General Assembly and hope that you provide a favorable recommendation for the bill. I do, however, wonder how the arbitrary 2005 date was decided. I believe that it would be more appropriate to select 2010 as the date as that better reflects the history of long - term care insurance availability. In November of 2010 MetLife stopped offering individual ltc coverage and in 2019 Genworth following them

in ceasing to offer protection. Only a few companies remain in the business as claims increase and lapse rates continue to be lower than anticipated by insurers.

I urge you to recommend HB 62 for passage in this year's legislation. I hope that you will amend the bill to provide the credit for individuals who have purchased policies before 2010 or to not place a date on the decision to buy private insurance as the State of Maryland ought to have a plan to protect its citizens and to provide an incentive for those seeking a way to pay for future costs, if needed. It's wrong that this bill eliminates the one - time credit for purchasers and does not offer any incentive for responsible citizens to purchase protection.

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