

## VERMONT

### Jobs

- The life insurance industry generates approximately 3,500 jobs in Vermont, including 1,600 direct employees and 1,900 non-insurance jobs.
- 328 life insurers are licensed to do business in Vermont and 1 is domiciled in the state.

### Protection

- Vermont residents have \$52 billion in total life insurance coverage.
- State residents own 256,000 individual life insurance policies, with coverage averaging \$131,000 per policyholder.
- Group life insurance coverage amounts to \$18 billion.
- Individual life insurance coverage purchased in Vermont in 2016 totaled \$2 billion.
- \$852 million was paid to Vermont residents in the form of death benefits, matured endowments, policy dividends, surrender values, and other payments in 2016.
- Annuity benefits paid in the state in 2016 totaled \$205 million.

### Investments

- Life insurance companies invest approximately \$9 billion in Vermont's economy.
- About \$7 billion of this investment is in stocks and bonds that help finance business development, job creation, and services in the state.
- Life insurers provide \$107 million in mortgage loans on farm, residential, and commercial properties, and own \$56 million in real estate in Vermont.

### ACLI in Vermont

- 211 ACLI member companies provide financial and retirement security to Vermont families through life insurance, annuities, long-term care and disability income insurance, and retirement plans.
- 97 percent of all life and annuity payments are from ACLI members.
- 95 percent of total life insurance coverage is provided by ACLI members.

### Across America

- 90 million American families rely on life insurers' products for financial and retirement security.\*
- Life insurers are leading providers of retirement solutions, including 401(k)s, 403(b)s, 457s, IRAs, and annuities, managing 18 percent of all defined contribution plan assets and 14 percent of all IRA assets.
- More than 16 percent of Americans' long-term savings is in permanent life insurance and retirement annuities.
- Life insurers pay out \$1.7 billion to families and businesses every day.
- Life insurers invest \$6.4 trillion in the U.S. economy—95 percent of the industry's total assets.
- Life insurers are a major source of bond financing for American businesses, holding almost 22 percent of all U.S. corporate bonds.