

Life Insurers + Alabama

2019 ACLI STATE FACT SHEETS

The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Alabama residents are under age 18—typically financially dependent on a loved one or caregiver.



Alabama has **804,000** residents aged **65 or older**.



61% of Alabama residents are of working age.

803,000 Alabama residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **25,800** jobs in Alabama.



Life insurance companies invest approximately **\$63 BILLION** in Alabama's economy, helping to finance businesses, create jobs, and provide services in the state.



418 life insurers are licensed to do business in Alabama and **8** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Alabama residents have **\$422 BILLION** in total life insurance coverage—**92%** from ACLI member companies.



Alabama residents own **5 MILLION** individual life insurance policies, with coverage averaging **\$55,000** per policyholder.



\$1.7 BILLION was paid to Alabama life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Alabama in 2017 totaled **\$23 BILLION**.

Group life insurance coverage in the state amounts to **\$146 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$792 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$113 MILLION**.

EVERY DAY IN ALABAMA, LIFE INSURERS PAY OUT **\$16.7 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**93%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Alaska

2019 ACLI STATE FACT SHEETS

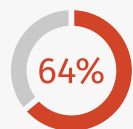
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DID YOU KNOW?

1/4 of Alaska residents are under age 18—typically financially dependent on a loved one or caregiver.



Alaska has **82,600** residents aged **65 or older**.



64% of Alaska residents are of working age.

93,000 Alaska residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **1,280** jobs in Alaska.



Life insurance companies invest approximately **\$18 BILLION** in Alaska's economy, helping to finance businesses, create jobs, and provide services in the state.



348 life insurers are licensed to do business in Alaska.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Alaska residents have **\$65 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



Alaska residents own **171,000** individual life insurance policies, with coverage averaging **\$241,000** per policyholder.



\$177 MILLION was paid to Alaska life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Alaska in 2017 totaled **\$4 BILLION**.

Group life insurance coverage in the state amounts to **\$24 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$106 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$4 MILLION**.

EVERY DAY IN ALASKA, LIFE INSURERS PAY OUT **\$3 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**96%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Arizona

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DID YOU KNOW?

1/4 of Arizona residents are under age 18—typically financially dependent on a loved one or caregiver.



Arizona has **1.2 MILLION** residents aged **65 or older**.



60% of Arizona residents are of working age.

914,000 Arizona residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **49,300** jobs in Arizona.



Life insurance companies invest approximately **\$105 BILLION** in Arizona's economy, helping to finance businesses, create jobs, and provide services in the state.



473 life insurers are licensed to do business in Arizona and **21** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Arizona residents have **\$536 BILLION** in total life insurance coverage—**88%** from ACLI member companies.



Arizona residents own **2 MILLION** individual life insurance policies, with coverage averaging **\$189,000** per policyholder.



\$1.7 BILLION was paid to Arizona life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Arizona in 2017 totaled **\$29 BILLION**.

Group life insurance coverage in the state amounts to **\$202 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$1.8 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$148 MILLION**.

EVERY DAY IN ARIZONA, LIFE INSURERS PAY OUT **\$27.4 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**93%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Arkansas

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DID YOU KNOW?

1/4 of Arkansas residents are under age 18—typically financially dependent on a loved one or caregiver.



Arkansas has **499,000** residents aged **65 or older**.



60% of Arkansas residents are of working age.

541,000 Arkansas residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **9,900** jobs in Arkansas.



Life insurance companies invest approximately **\$36 BILLION** in Arkansas's economy, helping to finance businesses, create jobs, and provide services in the state.



466 life insurers are licensed to do business in Alabama and **21** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Arkansas residents have **\$205 BILLION** in total life insurance coverage—**93%** from ACLI members companies.



Arkansas residents own **2 MILLION** individual life insurance policies, with coverage averaging **\$85,000** per policyholder.



\$779 MILLION was paid to Arkansas life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Arkansas in 2017 totaled **\$12 BILLION**.

Group life insurance coverage in the state amounts to **\$74 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$495 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$73 MILLION**.

EVERY DAY IN ARKANSAS, LIFE INSURERS PAY OUT **\$8.6 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**93%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + California

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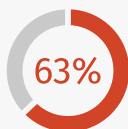
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DID YOU KNOW?

1/4 of California residents are under age 18—typically financially dependent on a loved one or caregiver.



California has **5.5 MILLION** residents aged **65 or older**.



63% of California residents are of working age.

4.2 MILLION California residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **229,600** jobs in California.



Life insurance companies invest approximately **\$810 BILLION** in California's economy, helping to finance businesses, create jobs, and provide services in the state.



416 life insurers are licensed to do business in California and **11** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

California residents have **\$3.8 TRILLION** in total life insurance coverage—**90%** from ACLI members companies.



California residents own **10 MILLION** individual life insurance policies, with coverage averaging **\$250,000** per policyholder.



\$9.6 BILLION was paid to California life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in California in 2017 totaled **\$222 BILLION**.

Group life insurance coverage in the state amounts to **\$1.3 TRILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$8.1 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$896 MILLION**.

EVERY DAY IN CALIFORNIA, LIFE INSURERS PAY OUT **\$141 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Colorado

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DID YOU KNOW?

1/4 of Colorado residents are under age 18—typically financially dependent on a loved one or caregiver.



Colorado has **772,000** residents aged **65 or older**.



64% of Colorado residents are of working age.

614,000 Colorado residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **41,100** jobs in Colorado.



Life insurance companies invest approximately **\$103 BILLION** in Colorado's economy, helping to finance businesses, create jobs, and provide services in the state.



453 life insurers are licensed to do business in Colorado and **9** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Colorado residents have **\$613 BILLION** in total life insurance coverage—**91%** from ACLI member companies.



Colorado residents own **2 MILLION** individual life insurance policies, with coverage averaging **\$212,000** per policyholder.



\$1.5 BILLION was paid to Colorado life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Colorado in 2017 totaled **\$35 BILLION**.

Group life insurance coverage in the state amounts to **\$214 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$1.2 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$166 MILLION**.

EVERY DAY IN COLORADO, LIFE INSURERS PAY OUT **\$23.2 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Connecticut

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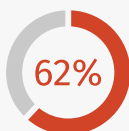
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DID YOU KNOW?

1/5 of Connecticut residents are under age 18—typically financially dependent on a loved one or caregiver.



Connecticut has **602,000** residents aged **65 or older**.



62% of Connecticut residents are of working age.

398,000 Connecticut residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **86,600** jobs in Connecticut.



Life insurance companies invest approximately **\$83 BILLION** in Connecticut's economy, helping to finance businesses, create jobs, and provide services in the state.



375 life insurers are licensed to do business in Connecticut and **22** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Connecticut residents have **\$555 BILLION** in total life insurance coverage—**84%** from ACLI member companies.



Connecticut residents own **1 MILLION** individual life insurance policies, with coverage averaging **\$255,000** per policyholder.



\$1.6 BILLION was paid to Connecticut life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Connecticut in 2017 totaled **\$25 BILLION**.

Group life insurance coverage in the state amounts to **\$186 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$2.6 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$280 MILLION**.

EVERY DAY IN CONNECTICUT, LIFE INSURERS PAY OUT **\$59.3 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + District of Columbia

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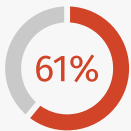
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DID YOU KNOW?

1/5 of District of Columbia residents are under age 18—typically financially dependent on a loved one or caregiver.



District of Columbia has **174,000** residents aged **65 or older**.



61% of District of Columbia residents are of working age.

129,000 District of Columbia residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **3,100** jobs in District of Columbia.



Life insurance companies invest approximately **\$46 BILLION** in District of Columbia's economy, helping to finance businesses, create jobs, and provide services in the state.



408 life insurers are licensed to do business in the District of Columbia.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

District of Columbia residents have **\$187 BILLION** in total life insurance coverage—**88%** from ACLI member companies.



District of Columbia residents own **260,000** individual life insurance policies, with coverage averaging **\$191,000** per policyholder.



\$285 MILLION was paid to District of Columbia life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in District of Columbia in 2017 totaled **\$5 BILLION**.

Group life insurance coverage in the district amounts to **\$137 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$285 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$32 MILLION**.

EVERY DAY IN DISTRICT OF COLUMBIA, LIFE INSURERS PAY OUT **\$5.9 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**92%** FROM ACLI MEMBER COMPANIES.



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DID YOU KNOW?

1/6 of Delaware residents are under age 18—typically financially dependent on a loved one or caregiver.



Delaware has **83,700** residents aged **65 or older**.



70% of Delaware residents are of working age.

\$79,000 Delaware residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **6,100** jobs in Delaware.



Life insurance companies invest approximately **\$30 BILLION** in Delaware's economy, helping to finance businesses, create jobs, and provide services in the state.



419 life insurers are licensed to do business in Delaware and **26** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Delaware residents have **\$210 BILLION** in total life insurance coverage—**92%** from ACLI member companies.



Delaware residents own **463,000** individual life insurance policies, with coverage averaging **\$204,000** per policyholder.



\$698 MILLION was paid to Delaware life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Delaware in 2017 totaled **\$7 BILLION**.

Group life insurance coverage in the state amounts to **\$116 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$918 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$23 MILLION**.

EVERY DAY IN DELAWARE, LIFE INSURERS PAY OUT **\$23.9 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**96%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Florida

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DID YOU KNOW?

1/5 of Florida residents are under age 18—typically financially dependent on a loved one or caregiver.



Florida has **4.2 MILLION** residents aged **65 or older**.



60% of Florida residents are of working age.

\$2.9 MILLION Florida residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **167,700** jobs in Florida.



Life insurance companies invest approximately **\$304 BILLION** in Florida's economy, helping to finance businesses, create jobs, and provide services in the state.



428 life insurers are licensed to do business in Florida and **9** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Florida residents have **\$1.8 TRILLION** in total life insurance coverage—**90%** from ACLI member companies.



Florida residents own **7 MILLION** individual life insurance policies, with coverage averaging **\$162,000** per policyholder.



\$6.8 BILLION was paid to Florida life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Florida in 2017 totaled **\$103 BILLION**.

Group life insurance coverage in the state amounts to **\$615 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$5.6 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$772 MILLION**.

EVERY DAY IN FLORIDA, LIFE INSURERS PAY OUT **\$97.3 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**95%** FROM ACLI MEMBER COMPANIES.



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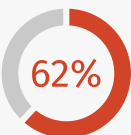
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DID YOU KNOW?

1/4 of Georgia residents are under age 18—typically financially dependent on a loved one or caregiver.



Georgia has **1.4 MILLION** residents aged **65 or older**.



62% of Georgia residents are of working age.

1.3 MILLION Georgia residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **100,700** jobs in Georgia.



Life insurance companies invest approximately **\$163 BILLION** in Georgia's economy, helping to finance businesses, create jobs, and provide services in the state.



439 life insurers are licensed to do business in Georgia and **12** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Georgia residents have **\$1.1 TRILLION** in total life insurance coverage—**88%** from ACLI member companies.



Georgia residents own **5 MILLION** individual life insurance policies, with coverage averaging **\$127,000** per policyholder.



\$3.4 BILLION was paid to Georgia life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Georgia in 2017 totaled **\$56 BILLION**.

Group life insurance coverage in the state amounts to **\$408 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$1.5 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$214 MILLION**.

EVERY DAY IN GEORGIA, LIFE INSURERS PAY OUT **\$37.9 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**93%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Hawaii

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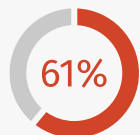
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DID YOU KNOW?

1/5 of Hawaii residents are under age 18—typically financially dependent on a loved one or caregiver.



Hawaii has **254,000** residents aged **65 or older**.



61% of Hawaii residents are of working age.

155,000 Hawaii residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **4,400** jobs in Hawaii.



Life insurance companies invest approximately **\$27 BILLION** in Hawaii's economy, helping to finance businesses, create jobs, and provide services in the state.



362 life insurers are licensed to do business in Hawaii and **3** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Hawaii residents have **\$136 BILLION** in total life insurance coverage—**94%** from ACLI members companies.



Hawaii residents own **575,000** individual life insurance policies, with coverage averaging **\$165,000** per policyholder.



\$385 MILLION was paid to Hawaii life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Hawaii in 2017 totaled **\$7 BILLION**.

Group life insurance coverage in the state amounts to **\$41 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$377 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$71 MILLION**.

EVERY DAY IN HAWAII, LIFE INSURERS PAY OUT **\$6.9 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**95%** FROM ACLI MEMBER COMPANIES.



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DID YOU KNOW?

1/4 of Idaho residents are under age 18—typically financially dependent on a loved one or caregiver.



Idaho has **265,000** residents aged **65 or older**.



59% of Idaho residents are of working age.

243,000 Idaho residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **5,300** jobs in Idaho.



Life insurance companies invest approximately **\$21 BILLION** in Idaho's economy, helping to finance businesses, create jobs, and provide services in the state.



399 life insurers are licensed to do business in Idaho and **1** is domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Idaho residents have **\$142 BILLION** in total life insurance coverage—**92%** from ACLI member companies.



Idaho residents own **502,000** individual life insurance policies, with coverage averaging **\$180,000** per policyholder.



\$483 MILLION was paid to Idaho life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Idaho in 2017 totaled **\$8 BILLION**.

Group life insurance coverage in the state amounts to **\$52 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$358 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$22 MILLION**.

EVERY DAY IN IDAHO, LIFE INSURERS PAY OUT **\$5.8 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**92%** FROM ACLI MEMBER COMPANIES.



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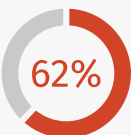
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DID YOU KNOW?

1/4 of Illinois residents are under age 18—typically financially dependent on a loved one or caregiver.



Illinois has **1.9 MILLION** residents aged **65 or older**.



62% of Illinois residents are of working age.

1.4 MILLION Illinois residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **132,000** jobs in Illinois.



Life insurance companies invest approximately **\$253 BILLION** in Illinois's economy, helping to finance businesses, create jobs, and provide services in the state.



485 life insurers are licensed to do business in Illinois and **50** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Illinois residents have **\$1.5 TRILLION** in total life insurance coverage—**89%** from ACLI member companies.



Illinois residents own **6 MILLION** individual life insurance policies, with coverage averaging **\$149,000** per policyholder.



\$4.4 BILLION was paid to Illinois life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Illinois in 2017 totaled **\$73 BILLION**.

Group life insurance coverage in the state amounts to **\$556 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$3.7 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$398 MILLION**.

EVERY DAY IN ILLINOIS, LIFE INSURERS PAY OUT **\$61.6 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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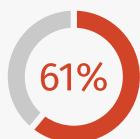
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DID YOU KNOW?

1/4 of Indiana residents are under age 18—typically financially dependent on a loved one or caregiver.



Indiana has **1 MILLION** residents aged **65 or older**.



61% of Indiana residents are of working age.

929,000 Indiana residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **42,900** jobs in Indiana.



Life insurance companies invest approximately **\$98 BILLION** in Indiana's economy, helping to finance businesses, create jobs, and provide services in the state.



482 life insurers are licensed to do business in Indiana and **24** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Indiana residents have **\$548 BILLION** in total life insurance coverage—**87%** from ACLI member companies.



Indiana residents own **3 MILLION** individual life insurance policies, with coverage averaging **\$109,000** per policyholder.



\$1.9 BILLION was paid to Indiana life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Indiana in 2017 totaled **\$27 BILLION**.

Group life insurance coverage in the state amounts to **\$210 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$1.7 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$152 MILLION**.

EVERY DAY IN INDIANA, LIFE INSURERS PAY OUT **\$28.1 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**92%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Iowa

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DID YOU KNOW?

1/4 of Iowa residents are under age 18—typically financially dependent on a loved one or caregiver.



Iowa has **526,000** residents aged **65 or older**.



60% of Iowa residents are of working age.

354,000 Iowa residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **50,100** jobs in Iowa.



Life insurance companies invest approximately **\$60 BILLION** in Iowa's economy, helping to finance businesses, create jobs, and provide services in the state.



423 life insurers are licensed to do business in Iowa and **32** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Iowa residents have **\$345 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



Iowa residents own **2 MILLION** individual life insurance policies, with coverage averaging **\$132,000** per policyholder.



\$1.3 BILLION was paid to Iowa life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Iowa in 2017 totaled **\$17 BILLION**.

Group life insurance coverage in the state amounts to **\$107 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$1.1 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$234 MILLION**.

EVERY DAY IN IOWA, LIFE INSURERS PAY OUT **\$22.2 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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DID YOU KNOW?

1/4 of Kansas residents are under age 18—typically financially dependent on a loved one or caregiver.



Kansas has **450,000** residents aged **65 or older**.



60% of Kansas residents are of working age.

381,000 Kansas residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **22,900** jobs in Kansas.



Life insurance companies invest approximately **\$43 BILLION** in Kansas's economy, helping to finance businesses, create jobs, and provide services in the state.



456 life insurers are licensed to do business in Kansas and **11** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Kansas residents have **\$290 BILLION** in total life insurance coverage—**91%** from ACLI member companies.



Kansas residents own **1 MILLION** individual life insurance policies, with coverage averaging **\$134,000** per policyholder.



\$998 MILLION was paid to Kansas life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Kansas in 2017 totaled **\$15 BILLION**.

Group life insurance coverage in the state amounts to **\$97 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES

Annuity benefits paid in the state in 2017 totaled **\$699 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$184 MILLION**.

EVERY DAY IN KANSAS, LIFE INSURERS PAY OUT **\$13.2 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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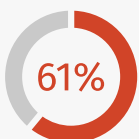
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/4 of Kentucky residents are under age 18—typically financially dependent on a loved one or caregiver.



Kentucky has **711,000** residents aged **65 or older**.



61% of Kentucky residents are of working age.

780,000 Kentucky residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **24,100** jobs in Kentucky.



Life insurance companies invest approximately **\$59 BILLION** in Kentucky's economy, helping to finance businesses, create jobs, and provide services in the state.



445 life insurers are licensed to do business in Kentucky and **7** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Kentucky residents have **\$330 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



Kentucky residents own **2 MILLION** individual life insurance policies, with coverage averaging **\$89,000** per policyholder.



\$1.2 BILLION was paid to Kentucky life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Kentucky in 2017 totaled **\$16 BILLION**.

Group life insurance coverage in the state amounts to **\$138 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$848 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$99 MILLION**.

EVERY DAY IN KENTUCKY, LIFE INSURERS PAY OUT **\$16.8 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**93%** FROM ACLI MEMBER COMPANIES.



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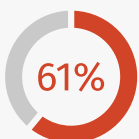
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/4 of Louisiana residents are under age 18—typically financially dependent on a loved one or caregiver.



Louisiana has **697,000** residents aged **65 or older**.



61% of Louisiana residents are of working age.

695,000 Louisiana residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **26,700** jobs in Louisiana.



Life insurance companies invest approximately **\$68 BILLION** in Louisiana's economy, helping to finance businesses, create jobs, and provide services in the state.



469 life insurers are licensed to do business in Louisiana and **28** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Louisiana residents have **\$429 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



Louisiana residents own **4 MILLION** individual life insurance policies, with coverage averaging **\$72,000** per policyholder.



\$1.5 BILLION was paid to Kentucky life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Louisiana in 2017 totaled **\$27 BILLION**.

Group life insurance coverage in the state amounts to **\$149 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$884 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$103 MILLION**.

EVERY DAY IN LOUISIANA, LIFE INSURERS PAY OUT **\$18 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**91%** FROM ACLI MEMBER COMPANIES.



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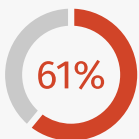
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Maine residents are under age 18—typically financially dependent on a loved one or caregiver.



Maine has **266,000** residents aged **65 or older**.



61% of Maine residents are of working age.

221,000 Maine residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **14,100** jobs in Maine.



Life insurance companies invest approximately **\$18 BILLION** in Maine's economy, helping to finance businesses, create jobs, and provide services in the state.



322 life insurers are licensed to do business in Maine and **2** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Maine residents have **\$104 BILLION** in total life insurance coverage—**87%** from ACLI member companies.



Maine residents own **449,000** individual life insurance policies, with coverage averaging **\$133,000** per policyholder.



\$384 MILLION was paid to Maine life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Maine in 2017 totaled **\$4 BILLION**.

Group life insurance coverage in the state amounts to **\$44 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$363 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$44 MILLION**.

EVERY DAY IN MAINE, LIFE INSURERS PAY OUT **\$5.9 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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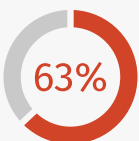
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Maryland residents are under age 18—typically financially dependent on a loved one or caregiver.



Maryland has **905,000** residents aged **65 or older**.



63% of Maryland residents are of working age.

671,000 Maryland residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **33,500** jobs in Maryland.



Life insurance companies invest approximately **\$122 BILLION** in Maryland's economy, helping to finance businesses, create jobs, and provide services in the state.



426 life insurers are licensed to do business in Maryland and **3** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Maryland residents have **\$701 BILLION** in total life insurance coverage—**93%** from ACLI member companies.



Maryland residents own **4 MILLION** individual life insurance policies, with coverage averaging **\$116,000** per policyholder.



\$2.2 BILLION was paid to Maryland life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Maryland in 2017 totaled **\$33 BILLION**.

Group life insurance coverage in the state amounts to **\$276 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$1.6 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$194 MILLION**.

EVERY DAY IN MARYLAND, LIFE INSURERS PAY OUT **\$27.8 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**93%** FROM ACLI MEMBER COMPANIES.



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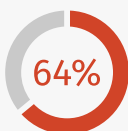
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Massachusetts residents are under age 18—typically financially dependent on a loved one or caregiver.



Massachusetts has **1.1 MILLION** residents aged **65 or older**.



64% of Massachusetts residents are of working age.

813,000 Massachusetts residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **70,400** jobs in Massachusetts.



Life insurance companies invest approximately **\$159 BILLION** in Massachusetts's economy, helping to finance businesses, create jobs, and provide services in the state.



376 life insurers are licensed to do business in Massachusetts and **14** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Massachusetts residents have **\$916 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



Massachusetts residents own **2 MILLION** individual life insurance policies, with coverage averaging **\$235,000** per policyholder.



\$2.3 BILLION was paid to Massachusetts life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Massachusetts in 2017 totaled **\$40 BILLION**.

Group life insurance coverage in the state amounts to **\$341 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$2.9 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$302 MILLION**.

EVERY DAY IN MASSACHUSETTS, LIFE INSURERS PAY OUT **\$45.5 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**96%** FROM ACLI MEMBER COMPANIES.



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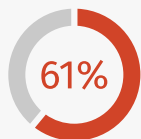
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Michigan residents are under age 18—typically financially dependent on a loved one or caregiver.



Michigan has **1.7 MILLION** residents aged **65 or older**.



61% of Michigan residents are of working age.

1.4 MILLION Michigan residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **46,400** jobs in Michigan.



Life insurance companies invest approximately **\$140 BILLION** in Michigan's economy, helping to finance businesses, create jobs, and provide services in the state.



444 life insurers are licensed to do business in Michigan and **18** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Michigan residents have **\$880 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



Michigan residents own **4 MILLION** individual life insurance policies, with coverage averaging **\$133,000** per policyholder.



\$3.5 BILLION was paid to Michigan life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Michigan in 2017 totaled **\$39 BILLION**.

Group life insurance coverage in the state amounts to **\$369 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$3.7 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$185 MILLION**.

EVERY DAY IN MICHIGAN, LIFE INSURERS PAY OUT **\$51.7 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**92%** FROM ACLI MEMBER COMPANIES.



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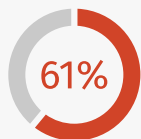
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/4 of Minnesota residents are under age 18—typically financially dependent on a loved one or caregiver.



Minnesota has **860,000** residents aged **65 or older**.



61% of Minnesota residents are of working age.

622,000 Minnesota residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **58,100** jobs in Minnesota.



Life insurance companies invest approximately **\$100 BILLION** in Minnesota's economy, helping to finance businesses, create jobs, and provide services in the state.



418 life insurers are licensed to do business in Minnesota and **9** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Minnesota residents have **\$711 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



Minnesota residents own **3 MILLION** individual life insurance policies, with coverage averaging **\$179,000** per policyholder.



\$4.4 BILLION was paid to Minnesota life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Minnesota in 2017 totaled **\$34 BILLION**.

Group life insurance coverage in the state amounts to **\$241 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$1.5 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$290 MILLION**.

EVERY DAY IN MINNESOTA, LIFE INSURERS PAY OUT **\$37.6 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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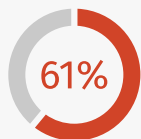
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DID YOU KNOW?

1/4 of Mississippi residents are under age 18—typically financially dependent on a loved one or caregiver.



Mississippi has **462,000** residents aged **65 or older**.



61% of Mississippi residents are of working age.

502,000 Mississippi residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **10,200** jobs in Mississippi.



Life insurance companies invest approximately **\$34 BILLION** in Mississippi's economy, helping to finance businesses, create jobs, and provide services in the state.



455 life insurers are licensed to do business in Mississippi and **10** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Mississippi residents have **\$225 BILLION** in total life insurance coverage—**92%** from ACLI member companies.



Mississippi residents own **2 MILLION** individual life insurance policies, with coverage averaging **\$75,000** per policyholder.



\$952 MILLION was paid to Mississippi life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Mississippi in 2017 totaled **\$15 BILLION**.

Group life insurance coverage in the state amounts to **\$76 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$404 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$68 MILLION**.

EVERY DAY IN MISSISSIPPI, LIFE INSURERS PAY OUT **\$8.5 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**93%** FROM ACLI MEMBER COMPANIES.



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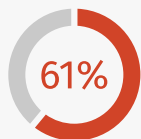
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DID YOU KNOW?

1/4 of Missouri residents are under age 18—typically financially dependent on a loved one or caregiver.



Missouri has **1 MILLION** residents aged **65 or older**.



61% of Missouri residents are of working age.

911,000 Missouri residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **55,300** jobs in Missouri.



Life insurance companies invest approximately **\$90 BILLION** in Missouri's economy, helping to finance businesses, create jobs, and provide services in the state.



468 life insurers are licensed to do business in Missouri and **23** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Missouri residents have **\$591 BILLION** in total life insurance coverage—**89%** from ACLI member companies.



Missouri residents own **3 MILLION** individual life insurance policies, with coverage averaging **\$119,000** per policyholder.



\$2 BILLION was paid to Missouri life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Missouri in 2017 totaled **\$29 BILLION**.

Group life insurance coverage in the state amounts to **\$237 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$1.9 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$222 MILLION**.

EVERY DAY IN MISSOURI, LIFE INSURERS PAY OUT **\$31.6 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**90%** FROM ACLI MEMBER COMPANIES.



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DID YOU KNOW?

1/5 of Montana residents are under age 18—typically financially dependent on a loved one or caregiver.



Montana has **191,000** residents aged **65 or older**.



60% of Montana residents are of working age.

144,000 Montana residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **5,500** jobs in Montana.



Life insurance companies invest approximately **\$14 BILLION** in Montana's economy, helping to finance businesses, create jobs, and provide services in the state.



425 life insurers are licensed to do business in Montana and **1** is domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Montana residents have **\$77 BILLION** in total life insurance coverage—**94%** from ACLI member companies.



Montana residents own **355,000** individual life insurance policies, with coverage averaging **\$151,000** per policyholder.



\$267 MILLION was paid to Montana life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Montana in 2017 totaled **\$5 BILLION**.

Group life insurance coverage in the state amounts to **\$24 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$236 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$39 MILLION**.

EVERY DAY IN MONTANA, LIFE INSURERS PAY OUT **\$3.4 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**95%** FROM ACLI MEMBER COMPANIES.



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DID YOU KNOW?

1/4 of Nebraska residents are under age 18—typically financially dependent on a loved one or caregiver.



Nebraska has **295,000** residents aged **65 or older**.



60% of Nebraska residents are of working age.

231,000 Nebraska residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **20,100** jobs in Nebraska.



Life insurance companies invest approximately **\$38 BILLION** in Nebraska's economy, helping to finance businesses, create jobs, and provide services in the state.



453 life insurers are licensed to do business in Nebraska and **29** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Nebraska residents have **\$234 BILLION** in total life insurance coverage—**91%** from ACLI member companies.



Nebraska residents own **1 MILLION** individual life insurance policies, with coverage averaging **\$146,000** per policyholder.



\$703 MILLION was paid to Nebraska life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Nebraska in 2017 totaled **\$13 BILLION**.

Group life insurance coverage in the state amounts to **\$81 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$845 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$155 MILLION**.

EVERY DAY IN NEBRASKA, LIFE INSURERS PAY OUT **\$10.5 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**95%** FROM ACLI MEMBER COMPANIES.



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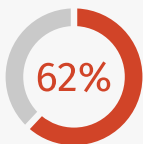
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DID YOU KNOW?

1/4 of Nevada residents are under age 18—typically financially dependent on a loved one or caregiver.



Nevada has **459,000** residents aged **65 or older**.



62% of Nevada residents are of working age.

367,000 Nevada residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **11,200** jobs in Nevada.



Life insurance companies invest approximately **\$46 BILLION** in Nevada's economy, helping to finance businesses, create jobs, and provide services in the state.



417 life insurers are licensed to do business in Nevada.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Nevada residents have **\$207 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



Nevada residents own **736,000** individual life insurance policies, with coverage averaging **\$194,000** per policyholder.



\$654 MILLION was paid to Nevada life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Nevada in 2017 totaled **\$14 BILLION**.

Group life insurance coverage in the state amounts to **\$64 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$548 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$37 MILLION**.

EVERY DAY IN NEVADA, LIFE INSURERS PAY OUT **\$8.5 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + New Hampshire

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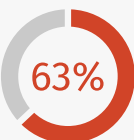
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of New Hampshire residents are under age 18—typically financially dependent on a loved one or caregiver.



New Hampshire has **236,000** residents aged **65 or older**.



63% of New Hampshire residents are of working age.

174,000 New Hampshire residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **10,800** jobs in New Hampshire.



Life insurance companies invest approximately **\$22 BILLION** in New Hampshire's economy, helping to finance businesses, create jobs, and provide services in the state.



325 life insurers are licensed to do business in the New Hampshire and **1** is domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

New Hampshire residents have **\$138 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



New Hampshire residents own **504,000** individual life insurance policies, with coverage averaging **\$178,000** per policyholder.



\$438 MILLION was paid to New Hampshire life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in New Hampshire in 2017 totaled **\$6 BILLION**.

Group life insurance coverage in the state amounts to **\$48 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$460 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$45 MILLION**.

EVERY DAY IN NEW HAMPSHIRE, LIFE INSURERS PAY OUT **\$5.9 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**92%** FROM ACLI MEMBER COMPANIES.



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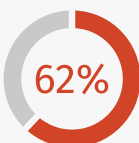
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DID YOU KNOW?

1/5 of New Jersey residents are under age 18—typically financially dependent on a loved one or caregiver.



New Jersey has **1.4 MILLION** residents aged **65 or older**.



62% of New Jersey residents are of working age.

925,000 New Jersey residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **94,600** jobs in New Jersey.



Life insurance companies invest approximately **\$181 BILLION** in New Jersey's economy, helping to finance businesses, create jobs, and provide services in the state.



381 life insurers are licensed to do business in New Jersey and **5** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

New Jersey residents have **\$1.4 TRILLION** in total life insurance coverage—**92%** from ACLI member companies.



New Jersey residents own **4 MILLION** individual life insurance policies, with coverage averaging **\$238,000** per policyholder.



\$3.6 BILLION was paid to New Jersey life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in New Jersey in 2017 totaled **\$68 BILLION**.

Group life insurance coverage in the state amounts to **\$551 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$3.1 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$376 MILLION**.

EVERY DAY IN NEW JERSEY, LIFE INSURERS PAY OUT **\$58.8 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**95%** FROM ACLI MEMBER COMPANIES.



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DID YOU KNOW?

1/4 of New Mexico residents are under age 18—typically financially dependent on a loved one or caregiver.



New Mexico has **353,000** residents aged **65 or older**.



60% of New Mexico residents are of working age.

328,000 New Mexico residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **5,200** jobs in New Mexico.



Life insurance companies invest approximately **\$31 BILLION** in New Mexico's economy, helping to finance businesses, create jobs, and provide services in the state.



427 life insurers are licensed to do business in New Mexico and **1** is domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

New Mexico residents have **\$152 BILLION** in total life insurance coverage—**94%** from ACLI member companies.



New Mexico residents own **622,000** individual life insurance policies, with coverage averaging **\$116,000** per policyholder.



\$522 MILLION was paid to New Mexico life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in New Mexico in 2017 totaled **\$6 BILLION**.

Group life insurance coverage in the state amounts to **\$79 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$769 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$38 MILLION**.

EVERY DAY IN NEW MEXICO, LIFE INSURERS PAY OUT **\$7.1 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**97%** FROM ACLI MEMBER COMPANIES.



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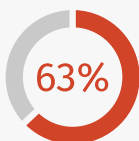
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of New York residents are under age 18—typically financially dependent on a loved one or caregiver.



New York has **3.2 MILLION** residents aged **65 or older**.



63% of New York residents are of working age.

2.3 MILLION New York residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **148,600** jobs in New York.



Life insurance companies invest approximately **\$512 BILLION** in New York's economy, helping to finance businesses, create jobs, and provide services in the state.



170 life insurers are licensed to do business in New York and **86** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

New York residents have **\$2.4 TRILLION** in total life insurance coverage—**90%** from ACLI member companies.



New York residents own **8 MILLION** individual life insurance policies, with coverage averaging **\$215,000** per policyholder.



\$6.8 BILLION was paid to New York life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in New York in 2017 totaled **\$136 BILLION**.

Group life insurance coverage in the state amounts to **\$739 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$6.4 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$995 MILLION**.

EVERY DAY IN NEW YORK, LIFE INSURERS PAY OUT **\$116.2 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**93%** FROM ACLI MEMBER COMPANIES.



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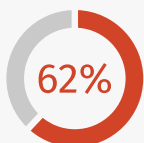
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of North Carolina residents are under age 18—typically financially dependent on a loved one or caregiver.



North Carolina has **1.6 MILLION** residents aged **65 or older**.



62% of North Carolina residents are of working age.

1.4 MILLION North Carolina residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **55,200** jobs in North Carolina.



Life insurance companies invest approximately **\$154 BILLION** in North Carolina's economy, helping to finance businesses, create jobs, and provide services in the state.



427 life insurers are licensed to do business in North Carolina and **6** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

North Carolina residents have **\$1.1 TRILLION** in total life insurance coverage—**82%** from ACLI member companies.



North Carolina residents own **5 MILLION** individual life insurance policies, with coverage averaging **\$112,000** per policyholder.



\$3.6 BILLION was paid to North Carolina life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in North Carolina in 2017 totaled **\$46 BILLION**.

Group life insurance coverage in the state amounts to **\$447 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$2.1 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$292 MILLION**.

EVERY DAY IN NORTH CAROLINA, LIFE INSURERS PAY OUT **\$47 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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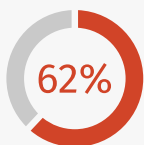
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/4 of North Dakota residents are under age 18—typically financially dependent on a loved one or caregiver.



North Dakota has **113,000** residents aged **65 or older**.



62% of North Dakota residents are of working age.

78,000 North Dakota residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **4,800** jobs in North Dakota.



Life insurance companies invest approximately **\$17 BILLION** in North Dakota's economy, helping to finance businesses, create jobs, and provide services in the state.



422 life insurers are licensed to do business in North Dakota and **3** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

North Dakota residents have **\$81 BILLION** in total life insurance coverage—**94%** from ACLI member companies.



North Dakota residents own **395,000** individual life insurance policies, with coverage averaging **\$144,000** per policyholder.



\$260 MILLION was paid to North Dakota life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in North Dakota in 2017 totaled **\$5 BILLION**.

Group life insurance coverage in the state amounts to **\$24 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$194 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$89 MILLION**.

EVERY DAY IN NORTH DAKOTA, LIFE INSURERS PAY OUT **\$3.6 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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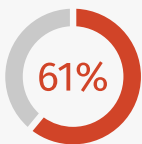
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Ohio residents are under age 18—typically financially dependent on a loved one or caregiver.



Ohio has **1.9 MILLION** residents aged **65 or older**.



61% of Ohio residents are of working age.

1.6 MILLION Ohio residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **91,700** jobs in Ohio.



Life insurance companies invest approximately **\$189 BILLION** in Ohio's economy, helping to finance businesses, create jobs, and provide services in the state.



471 life insurers are licensed to do business in Ohio and **39** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Ohio residents have **\$1.1 TRILLION** in total life insurance coverage—**87%** from ACLI member companies.



Ohio residents own **6 MILLION** individual life insurance policies, with coverage averaging **\$112,000** per policyholder.



\$3.9 BILLION was paid to Ohio life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Ohio in 2017 totaled **\$46 BILLION**.

Group life insurance coverage in the state amounts to **\$437 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$3.5 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$304 MILLION**.

EVERY DAY IN OHIO, LIFE INSURERS PAY OUT **\$57.3 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**93%** FROM ACLI MEMBER COMPANIES.



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DID YOU KNOW?

1/4 of Oklahoma residents are under age 18—typically financially dependent on a loved one or caregiver.



Oklahoma has **603,000** residents aged **65 or older**.



60% of Oklahoma residents are of working age.

648,000 Oklahoma residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **19,200** jobs in Oklahoma.



Life insurance companies invest approximately **\$59 BILLION** in Oklahoma's economy, helping to finance businesses, create jobs, and provide services in the state.



468 life insurers are licensed to do business in Oklahoma and **21** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Oklahoma residents have **\$293 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



Oklahoma residents own **1 MILLION** individual life insurance policies, with coverage averaging **\$123,000** per policyholder.



\$1.1. BILLION was paid to Oklahoma life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Oklahoma in 2017 totaled **\$16 BILLION**.

Group life insurance coverage in the state amounts to **\$117 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$697 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$79 MILLION**.

EVERY DAY IN OKLAHOMA, LIFE INSURERS PAY OUT **\$16 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**93%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Oregon

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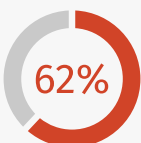
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Oregon residents are under age 18—typically financially dependent on a loved one or caregiver.



Oregon has **709,000** residents aged **65 or older**.



62% of Oregon residents are of working age.

578,000 Oregon residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **21,200** jobs in Oregon.



Life insurance companies invest approximately **\$69 BILLION** in Oregon's economy, helping to finance businesses, create jobs, and provide services in the state.



417 life insurers are licensed to do business in Oregon and **2** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Oregon residents have **\$320 BILLION** in total life insurance coverage—**92%** from ACLI member companies.



Oregon residents own **1 MILLION** individual life insurance policies, with coverage averaging **\$188,000** per policyholder.



\$924 MILLION was paid to Oregon life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Oregon in 2017 totaled **\$15 BILLION**.

Group life insurance coverage in the state amounts to **\$121 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$1.3 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$99 MILLION**.

EVERY DAY IN OREGON, LIFE INSURERS PAY OUT **\$15.5 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**96%** FROM ACLI MEMBER COMPANIES.



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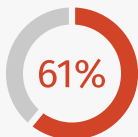
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Pennsylvania residents are under age 18—typically financially dependent on a loved one or caregiver.



Pennsylvania has **2.3 MILLION** residents aged **65 or older**.



61% of Pennsylvania residents are of working age.

1.8 MILLION Pennsylvania residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **121,200** jobs in Pennsylvania.



Life insurance companies invest approximately **\$216 BILLION** in Pennsylvania's economy, helping to finance businesses, create jobs, and provide services in the state.



464 life insurers are licensed to do business in Pennsylvania and **31** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Pennsylvania residents have **\$1.3 TRILLION** in total life insurance coverage—**88%** from ACLI member companies.



Pennsylvania residents own **7 MILLION** individual life insurance policies, with coverage averaging **\$124,000** per policyholder.



\$4.6 BILLION was paid to Pennsylvania life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Pennsylvania in 2017 totaled **\$58 BILLION**.

Group life insurance coverage in the state amounts to **\$527 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$4.5 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$396 MILLION**.

EVERY DAY IN PENNSYLVANIA, LIFE INSURERS PAY OUT **\$72 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**92%** FROM ACLI MEMBER COMPANIES.



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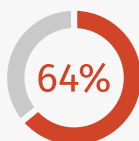
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Rhode Island residents are under age 18—typically financially dependent on a loved one or caregiver.



Rhode Island has **178,000** residents aged **65 or older**.



64% of Rhode Island residents are of working age.

143,000 Rhode Island residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **7,200** jobs in Rhode Island.



Life insurance companies invest approximately **\$17 BILLION** in Rhode Island's economy, helping to finance businesses, create jobs, and provide services in the state.



371 life insurers are licensed to do business in Rhode Island and **1** is domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Rhode Island residents have **\$108 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



Rhode Island residents own **374,000** individual life insurance policies, with coverage averaging **\$183,000** per policyholder.



\$398 MILLION was paid to Rhode Island life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Rhode Island in 2017 totaled **\$4 BILLION**.

Group life insurance coverage in the state amounts to **\$39 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$347 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$43 MILLION**.

EVERY DAY IN RHODE ISLAND, LIFE INSURERS PAY OUT **\$5.5 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**96%** FROM ACLI MEMBER COMPANIES.



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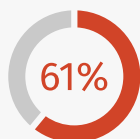
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of South Carolina residents are under age 18—typically financially dependent on a loved one or caregiver.



South Carolina has **865,000** residents aged **65 or older**.



61% of South Carolina residents are of working age.

742,000 South Carolina residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **28,400** jobs in South Carolina.



Life insurance companies invest approximately **\$62 BILLION** in South Carolina's economy, helping to finance businesses, create jobs, and provide services in the state.



433 life insurers are licensed to do business in South Carolina and **8** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

South Carolina residents have **\$414 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



South Carolina residents own **3 MILLION** individual life insurance policies, with coverage averaging **\$86,000** per policyholder.



\$1.7 BILLION was paid to South Carolina life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in South Carolina in 2017 totaled **\$23 BILLION**.

Group life insurance coverage in the state amounts to **\$155 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$961 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$148 MILLION**.

EVERY DAY IN SOUTH CAROLINA, LIFE INSURERS PAY OUT **\$18.7 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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DID YOU KNOW?

1/4 of South Dakota residents are under age 18—typically financially dependent on a loved one or caregiver.



South Dakota has **142,000** residents aged **65 or older**.



59% of South Dakota residents are of working age.

101,000 South Dakota residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **6,300** jobs in South Dakota.



Life insurance companies invest approximately **\$15 BILLION** in South Dakota's economy, helping to finance businesses, create jobs, and provide services in the state.



422 life insurers are licensed to do business in South Dakota and **2** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

South Dakota residents have **\$113 BILLION** in total life insurance coverage—**91%** from ACLI member companies.



South Dakota residents own **498,000** individual life insurance policies, with coverage averaging **\$172,000** per policyholder.



\$331 MILLION was paid to South Dakota life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in South Dakota in 2017 totaled **\$7 BILLION**.

Group life insurance coverage in the state amounts to **\$27 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$213 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$78 MILLION**.

EVERY DAY IN SOUTH DAKOTA, LIFE INSURERS PAY OUT **\$4.3 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Tennessee

2019 ACLI STATE FACT SHEETS

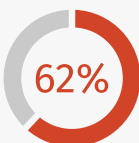
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Tennessee residents are under age 18—typically financially dependent on a loved one or caregiver.



Tennessee has **1.1 MILLION** residents aged **65 or older**.



62% of Tennessee residents are of working age.

1 MILLION Tennessee residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **48,100** jobs in Tennessee.



Life insurance companies invest approximately **\$96 BILLION** in Tennessee's economy, helping to finance businesses, create jobs, and provide services in the state.



450 life insurers are licensed to do business in Tennessee and **11** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Tennessee residents have **\$667 BILLION** in total life insurance coverage—**84%** from ACLI member companies.



Tennessee residents own **3 MILLION** individual life insurance policies, with coverage averaging **\$114,000** per policyholder.



\$2.4 BILLION was paid to Tennessee life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Tennessee in 2017 totaled **\$34 BILLION**.

Group life insurance coverage in the state amounts to **\$272 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$1.3 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$165 MILLION**.

EVERY DAY IN TENNESSEE, LIFE INSURERS PAY OUT **\$26.8 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**91%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Texas

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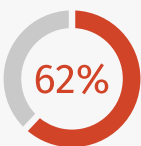
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/4 of Texas residents are under age 18—typically financially dependent on a loved one or caregiver.



Texas has **3.5 MILLION** residents aged **65 or older**.



62% of Texas residents are of working age.

3.2 MILLION Texas residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **227,600** jobs in Texas.



Life insurance companies invest approximately **\$501 BILLION** in Texas's economy, helping to finance businesses, create jobs, and provide services in the state.



517 life insurers are licensed to do business in Texas and **102** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Texas residents have **\$2.5 TRILLION** in total life insurance coverage—**88%** from ACLI member companies.



Texas residents own **11 MILLION** individual life insurance policies, with coverage averaging **\$142,000** per policyholder.



\$7.1 BILLION was paid to Texas life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Texas in 2017 totaled **\$140 BILLION**.

Group life insurance coverage in the state amounts to **\$983 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$5.5 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$527 MILLION**.

EVERY DAY IN TEXAS, LIFE INSURERS PAY OUT **\$88.1 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**91%** FROM ACLI MEMBER COMPANIES.



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The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/3 of Utah residents are under age 18—typically financially dependent on a loved one or caregiver.



Utah has **336,000** residents aged **65 or older**.



59% of Utah residents are of working age.

299,000 Utah residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **21,400** jobs in Utah.



Life insurance companies invest approximately **\$49 BILLION** in Utah's economy, helping to finance businesses, create jobs, and provide services in the state.



431 life insurers are licensed to do business in Utah and **12** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Utah residents have **\$315 BILLION** in total life insurance coverage—**89%** from ACLI member companies.



Utah residents own **813,000** individual life insurance policies, with coverage averaging **\$261,000** per policyholder.



\$903 MILLION was paid to Utah life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Utah in 2017 totaled **\$20 BILLION**.

Group life insurance coverage in the state amounts to **\$103 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$572 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$30 MILLION**.

EVERY DAY IN UTAH, LIFE INSURERS PAY OUT **\$10.8 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**91%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Vermont

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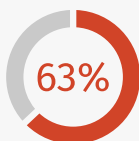
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Vermont residents are under age 18—typically financially dependent on a loved one or caregiver.



Vermont has **117,000** residents aged **65 or older**.



63% of Vermont residents are of working age.

90,000 Vermont residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **3,900** jobs in Vermont.



Life insurance companies invest approximately **\$9 BILLION** in Vermont's economy, helping to finance businesses, create jobs, and provide services in the state.



331 life insurers are licensed to do business in Vermont and **1** is domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Vermont residents have **\$54 BILLION** in total life insurance coverage—**94%** from ACLI member companies.



Vermont residents own **253,000** individual life insurance policies, with coverage averaging **\$140,000** per policyholder.



\$177 MILLION was paid to Vermont life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Vermont in 2017 totaled **\$6 BILLION**.

Group life insurance coverage in the state amounts to **\$19 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$200 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$23 MILLION**.

EVERY DAY IN VERMONT, LIFE INSURERS PAY OUT **\$3.1 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**98%** FROM ACLI MEMBER COMPANIES.



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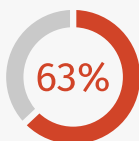
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Virginia residents are under age 18—typically financially dependent on a loved one or caregiver.



Virginia has **1.3 MILLION** residents aged **65 or older**.



63% of Virginia residents are of working age.

1 MILLION Virginia residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **37,600** jobs in Virginia.



Life insurance companies invest approximately **\$156 BILLION** in Virginia's economy, helping to finance businesses, create jobs, and provide services in the state.



424 life insurers are licensed to do business in Virginia and **3** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Virginia residents have **\$965 BILLION** in total life insurance coverage—**88%** from ACLI member companies.



Virginia residents own **4 MILLION** individual life insurance policies, with coverage averaging **\$138,000** per policyholder.



\$3 BILLION was paid to Virginia life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Virginia in 2017 totaled **\$36 BILLION**.

Group life insurance coverage in the state amounts to **\$432 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$1.8 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$285 MILLION**.

EVERY DAY IN VIRGINIA, LIFE INSURERS PAY OUT **\$34.4 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**94%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Washington

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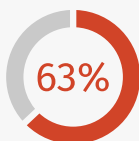
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Washington residents are under age 18—typically financially dependent on a loved one or caregiver.



Washington has **1.1 MILLION** residents aged **65 or older**.



63% of Washington residents are of working age.

956,000 Washington residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **35,800** jobs in Washington.



Life insurance companies invest approximately **\$141 BILLION** in Washington's economy, helping to finance businesses, create jobs, and provide services in the state.



404 life insurers are licensed to do business in Washington and **6** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Washington residents have **\$669 BILLION** in total life insurance coverage—**87%** from ACLI member companies.



Washington residents own **2 MILLION** individual life insurance policies, with coverage averaging **\$214,000** per policyholder.



\$1.7 BILLION was paid to Washington life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Washington in 2017 totaled **\$32 BILLION**.

Group life insurance coverage in the state amounts to **\$277 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$2 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$215 MILLION**.

EVERY DAY IN WASHINGTON, LIFE INSURERS PAY OUT **\$26 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**96%** FROM ACLI MEMBER COMPANIES.



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The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of West Virginia residents are under age 18—typically financially dependent on a loved one or caregiver.



West Virginia has **352,000** residents aged **65 or older**.



60% of West Virginia residents are of working age.

367,000 West Virginia residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **5,300** jobs in West Virginia.



Life insurance companies invest approximately **\$25 BILLION** in West Virginia's economy, helping to finance businesses, create jobs, and provide services in the state.



422 life insurers are licensed to do business in West Virginia.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

West Virginia residents have **\$113 BILLION** in total life insurance coverage—**93%** from ACLI member companies.



West Virginia residents own **880,000** individual life insurance policies, with coverage averaging **\$65,000** per policyholder.



\$510 MILLION was paid to West Virginia life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in West Virginia in 2017 totaled **\$4 BILLION**.

Group life insurance coverage in the state amounts to **\$55 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$443 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$30 MILLION**.

EVERY DAY IN WEST VIRGINIA, LIFE INSURERS PAY OUT **\$6.3 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**93%** FROM ACLI MEMBER COMPANIES.



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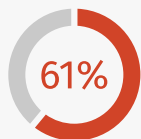
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/5 of Wisconsin residents are under age 18—typically financially dependent on a loved one or caregiver.



Wisconsin has **955,000** residents aged **65 or older**.



61% of Wisconsin residents are of working age.

686,000 Wisconsin residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **58,800** jobs in Wisconsin.



Life insurance companies invest approximately **\$93 BILLION** in Wisconsin's economy, helping to finance businesses, create jobs, and provide services in the state.



424 life insurers are licensed to do business in Wisconsin and **22** are domiciled in the state.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Wisconsin residents have **\$582 BILLION** in total life insurance coverage—**90%** from ACLI member companies.



Wisconsin residents own **3 MILLION** individual life insurance policies, with coverage averaging **\$129,000** per policyholder.



\$1.9 BILLION was paid to Wisconsin life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Wisconsin in 2017 totaled **\$28 BILLION**.

Group life insurance coverage in the state amounts to **\$203 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$1.9 BILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$215 MILLION**.

EVERY DAY IN WISCONSIN, LIFE INSURERS PAY OUT **\$31.9 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**93%** FROM ACLI MEMBER COMPANIES.



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Life Insurers + Wyoming

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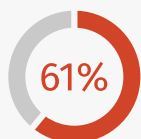
The life insurance industry's mission is to help all Americans, regardless of where and how they work, their life stage, or their economic status, deal with life's financial challenges and achieve peace of mind. Here's how we help in your state:

DID YOU KNOW?

1/4 of Wyoming residents are under age 18—typically financially dependent on a loved one or caregiver.



Wyoming has **91,600** residents aged **65 or older**.



61% of Wyoming residents are of working age.

84,000 Wyoming residents are dealing with a disability.

INVESTING IN THE ECONOMY

The life insurance industry generates approximately **1,430** jobs in Wyoming.



Life insurance companies invest approximately **\$14 BILLION** in Wyoming's economy, helping to finance businesses, create jobs, and provide services in the state.



383 life insurers are licensed to do business in Wyoming.

PROTECTING FAMILIES FROM THE LOSS OF A BREADWINNER

Wyoming residents have **\$51 BILLION** in total life insurance coverage—**94%** from ACLI member companies.



Wyoming residents own **220,000** individual life insurance policies, with coverage averaging **\$157,000** per policyholder.



\$166 MILLION was paid to Wyoming life insurance beneficiaries in 2017.

Individual life insurance coverage purchased in Wyoming in 2017 totaled **\$3 BILLION**.

Group life insurance coverage in the state amounts to **\$16 BILLION**.



PROVIDING GUARANTEED INCOME AND LONG-TERM CARE TO RETIREES



Annuity benefits paid in the state in 2017 totaled **\$120 MILLION**.

Long-term care insurance paid in the state in 2017 totaled **\$14 MILLION**.

EVERY DAY IN WYOMING, LIFE INSURERS PAY OUT **\$2.5 MILLION** IN LIFE INSURANCE AND ANNUITIES TO FAMILIES AND BUSINESSES—**95%** FROM ACLI MEMBER COMPANIES.



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