
American Council of Life Insurers

American Council of Life Insurers (ACLI) is a Washington, D.C.-based trade association with more than 300 member companies operating in the United States and abroad. ACLI advocates in federal, state, and international forums. Its members represent more than 90 percent of industry assets and premiums. ACLI members offer life insurance, annuities, retirement plans, long-term care and disability income insurance, and reinsurance.

The life insurance industry has more than 200 years of experience providing financial security to families, workers, and businesses. Today, seventy-five million—or two out of three—American families count on life insurers' products for protection, long-term savings, and a guarantee of lifetime income when it's time to retire. Given today's economic uncertainties, the financial and retirement security these products provide has never been more important.

Providing Jobs

- The life insurance industry generates approximately 2.5 million jobs in the U.S., including direct employees, those who sell life insurance products, and non-insurance jobs supported by the industry.

Protecting American Families

In 2010, American families received:

- \$58 billion in life insurance death benefits
- \$70 billion in annuity payments
- \$16 billion in disability income insurance benefits
- \$7 billion in long-term care insurance benefits

Investing in the Economy

With approximately \$4.8 trillion in assets at the end of 2010, life insurers represent one of the largest investors in U.S. capital markets.

- Life insurers are the single largest source of bond financing for American business, holding 18% of all U.S. corporate bonds.
- Of the \$769 billion in government and agency bonds held by life insurers, the overwhelming majority, \$740 billion, were in long-term obligations.
- Life insurers provide long-term capital to the commercial mortgage market, financing more than \$299 billion, or 9.5%, of U.S. commercial mortgages.
- Life insurers invest in American business for the long-term. More than 33% of bonds held by life insurers had a maturity of more than 20 years at the time of purchase. More than 60% had a maturity of more than 10 years.

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KANSAS LIFE INSURANCE FACTS

JOBS

- 490 life insurers are licensed to do business in Kansas and 10 are domiciled in the state.
- The life insurance industry employs approximately 10,000 people in Kansas.
- In addition, the life insurance industry supports approximately 11,000 non-insurance jobs in Kansas.

PROTECTION

- Kansas residents have \$245 billion in death benefit coverage.
- State residents own 2 million individual life insurance policies, with coverage averaging \$106,000 per policyholder.
- Group life insurance coverage amounts to \$85 billion.
- Individual life insurance coverage purchased in 2010 in Kansas totaled \$15 billion.
- \$3 billion was paid to Kansas residents in the form of death benefits, matured endowments, policy dividends, surrender values, and other payments in 2010.
- Annuity benefits paid in the state in 2010 totaled \$590 million.

INVESTMENTS

- Life insurance companies invest approximately \$35 billion in Kansas' economy.
- About \$29 billion of this investment is in stocks and bonds that help finance business development, job creation, and services in the state.
- Life insurers provide \$2 billion in mortgage loans on farm, residential, and commercial properties, and own \$160 million in real estate in Kansas.
- In 2010, life insurers held \$700 million of Kansas-related Build America Bonds, or 43 percent of these bonds issued. These bonds include those issued by the Kansas State Development Authority, the Riley County Unified School District and the Sedgwick County School District.

ACLI IN KANSAS

- 268 ACLI member companies provide financial and retirement security to families.
- 92 percent of all life and annuity payments are from ACLI member companies.
- 88 percent of total life insurance coverage is provided by ACLI members.

2012

Sources: ACLI calculations based on National Association of Insurance Commissioners (NAIC) 2010 annual statement data; U.S. Bureau of Economic Analysis, 2010 data; U.S. Census Bureau, 2010 data; U.S. Bureau of Labor Statistics, 2010 data; and U.S. Treasury Department, 2010 data.