



Dannel P. Malloy

GOVERNOR
STATE OF CONNECTICUT

March 6, 2017

Mr. Mark T. Bertolini
Chairman and Chief Executive Officer
Aetna
151 Farmington Ave.
Hartford, CT

Dear Mr. Bertolini,

We have many things in common. We are both adept at being frank. We are both large employers of thousands of greater Hartford residents. And, we both see the potential in Hartford and are committed to helping the city fulfill its promise.

Since its creation in 1853, Aetna has been an esteemed member of Hartford and the broader community. The company has an iconic presence in our state, and I want to assure you that we very much value the relationship the company and its employees have within our community. From the 400,000 hours of volunteer time logged by your employees to your support of the Billings Forge Farmers Market and the Hartford's Young Women's Leadership Corps, we are appreciative.

Last week's announcement of Aetna's commitment in partnership with other Hartford corporate stalwarts to provide \$50 million to Hartford over the next five years as part of larger stabilization of the city is commendable. Aetna's leadership and partnership for more than one hundred fifty years has been critical to our evolution and will continue to be. I am eager to be partners as we shape the future of our capitol city.

Under your personal leadership Aetna has gone even further in its meaningful support and empowerment of employees. Your strategic policies match well the values and policies of the state of Connecticut. Your support of the LGBT community and as a result your perfect score on the Corporate Equality Index is just one example. Similar to the Connecticut's minimum wage increase, you took the visionary step of raising Aetna's lowest wage to \$16 despite Wall Street risks. This investment in the very people who live in the greater Hartford area and across our country is more than laudable. It exemplifies the greatest qualities of the kind of corporate citizen every Governor should want headquartered in their state.

Over the last several months, I have followed closely Aetna's efforts to merge with Humana, and your recent decision to pursue other opportunities. It is regrettable that your proposed merger did not proceed, as the complementary nature of the merger certainly appeared to be beneficial to the company, its members and shareholders. And, I fear your candid comments on health exchanges may come true all too soon since Congress seems less inclined to act expeditiously to stabilize the markets for carriers and customers. These developments leave us both in churning waters.


In light of all of this, I'd like to propose we meet to discuss Aetna's future in the state. I am fully aware of the concerns you have raised about doing business in Connecticut, and I'd like to work with you to address those that we can. Perhaps working together, we may be able to reduce the uncertainty we face and unlock unrealized potential.

My administration is committed to putting the state on firm and stable financial footing to ensure a predictable economic climate, attractive to business. To that end my budget proposal attempts to address several systemic issues in the state: workforce and post-employment benefit costs; inequity in municipal funding which hurts cities like Hartford; and, reduction in state operational spending. Furthermore, in collaboration with your staff and other Connecticut insurers, I proposed a reduction in the premium tax to benefit our headquartered insurers and major employers. Last month, the state legislature voted to accept my pension stabilization proposal to smooth out costs in a responsible way and dramatically reduce budget uncertainty over the next fifteen years. While this was a necessary and big step forward, it alone is not sufficient and my work continues.

I believe we can work together, along with Mayor Luke Bronin, to find the right set of initiatives that will continue to make Hartford the right home for Aetna and further reduce the uncertainty in Connecticut's business climate.

It is time for action. Neither you nor I have tolerance for idleness and inertia. My office will be in touch to schedule a time convenient for us to meet and discuss further. I trust that together we can do what is best for your employees, shareholders and the community at large. I thank you again for the visionary leadership and partnership Aetna has provided Connecticut for well over a century.

Sincerely,



Dannel P. Malloy
Governor

cc: Steve B. Kelmar
Karen Lynch

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