Using the Power of Coverage Testing for Creative Plan Design



Part of the American Retirement Association

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- Discrimination testing encompasses a plan satisfying a number of rules.
- In particular, discrimination rules require meeting the requirement of IRC §§ 410, 401(a)(4), and 401(a)(26).
 - Last requirement only applies to DB plans, and requires a minimum number, or percentage, of employees benefit (no aggregation for this purpose).
 - Our emphasis will be IRC §410

- To pass §410 a plan must meet the requirements of §410(a) and benefit a group of employees that satisfies §410(b). For this latter purpose, multiple plans may be
 - Aggregated for testing, and/or
 - Disaggregated (either on a permissive or mandatory basis) for testing.

- §410(a) has maximum minimum age and service requirements that may be imposed to enter a plan.
 - May exclude employees who have not attained age 21.
 - May exclude employees who have not completed a year of service (two years if immediate vesting).

- §410(b) requires that a plan either:
 - Satisfy the Ratio Percentage Test;
 - Satisfy the Average Benefits Test;
 - Not benefit any <u>Highly Compensated Employees</u> (HCEs); or
 - The employer has no <u>non-excludable Non-highly</u>
 <u>Compensated Employees (NHCEs).</u>



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- §414(q) defines HCE as employee who
 - Was five percent owner at any time during plan year or previous plan year, or
 - Earned <u>more than</u> threshold amount in preceding plan year - threshold amount
 - \$115,000 looking back to 2014
 - \$120,000 looking back to 2015

- Five percent owner defined in IRC 416(i) as one who owns
 - If the employer is a corporation, either
 - More than five percent of the outstanding stock of the corporation, or
 - More than five percent of the total combined voting power of all stock of the corporation
 - If the employer is not a corporation, more than five percent of the capital or profits interest in the employer
 - Constructive ownership rules of IRC 318 apply



- Constructive ownership rules of IRC 318 apply
- Most relevant are family attribution rules
- A person is considered to own stock (or other interest) owned by his or her
 - Spouse
 - Children (irrespective of age)
 - Parents
 - Grandparents
 - Don't get burned by different last names ask!

- Can limit HCEs due to compensation to those in "Top-Paid Group" (TPG) in preceding year
 - Employee in TPG if employee in group consisting of top 20 percent of employees when ranked on basis of compensation.
 In making determination may exclude union employees and
 - Employees who have not completed six months of service
 - Employees who work less than 17.5 hours per week
 - Employees who work during less six months during the year
 - Employees who have not attained age 21
 - My experience has been TPG election usually only useful for purposes of ADP test



- To satisfy the "Ratio Percentage Test" a Plan must have a "coverage ratio" of at least 70 percent.
 - Plan's coverage ratio:
 - NHCE coverage ratio divided by
 - HCE coverage ratio

- NHCE Coverage Ratio:
 - NHCEs benefiting under the plan divide by
 - Non-excludable NHCEs (even if excluded from plan)
- HCE Coverage Ratio:
 - HCEs benefiting under the plan divided by
 - Non-excludable HCEs (even if excluded from plan)
- "Benefiting" simply means receiving an allocation (or accruing a benefit); amount not relevant



- Except ...
 - An employee is treated as benefiting under a 401(k)
 plan if the employee is eligible to defer, whether or not he/she does so
 - An employee is treated as benefiting under a 401(m) plan if the employee would receive a match had they deferred

- Additionally
 - A DB plan may ignore the effect of the 415 limit when determining if the accrued benefit increased
 - Presuming it is also ignored in the 401(a)(4) testing

- And, an employee in a DB plan is treated as benefiting if the employee would have benefited except that:
 - The employee's benefit exceeds a uniform plan limit (on benefit, service or compensation);
 - A prior accrued benefit is greater than the accrued benefit otherwise determined;
 - A floor offset arrangement restricts the increase in accrued benefit (but not all offsets apply);
 - The actuarial increase due to a delayed retirement is larger than the benefit that would have otherwise accrued.



- Consider an actual case from our office (though 'covered' here was relevant for 401(a)(26) instead of 410(b) concept same)
 - Hospital-based medical practice of two Drs. (1 & 2) no other employees
 - DBP 1 terminated when Dr. 1 retired (each Dr. had \$10,500 benefit)
 - Replacement (Dr. 3) hired and 401(k) plan implemented
 - Three years later Dr. 3 wishes to shelter more dollars so wants DB plan
 - IRC 401(a)(26) requires both Drs. to be covered but Dr. 2 not looking for additional retirement
 - DBP 2 created with benefit of \$1,750 per year of participation
 - DBP 2 benefit is offset by benefit under DBP 1
 - Dr. 2 considered benefit under DBP 2 even though no actual benefit



- Amount of benefit only relevant for non-discrimination testing under IRC 401(a)(4)
- Important to understand that all Non-Excludable Employees considered in denominator. Including:
 - Non-Excludable Employees excluded from plan
 - Even those signing waiver of participation
 - Participants not benefiting under terms of plan
 - E.g., last day or 1,000 requirement

- Consider employer that has 11 Non-Excludable Employees
 - Three HCEs husband, wife, son
 - Eight NHCs
- Desire to cover husband and wife
 - HCEs coverage ratio = 2/3 = 66.67 percent

- To pass <u>ratio test</u> need to cover four NHCs
 - Need coverage ratio of at least 70 percent
 - 70 percent * 66.67 percent = 46.67 percent
 - 46.67 percent * eight (NHCs) = 3.73 (round to four)
- Plan's coverage ratio (if only 4 NHCs covered)
 - NHC ratio 50 percent/HCE ratio 66.67 percent = 75 percent
 - At least 70 percent so ratio test passed

- Plan could therefore <u>exclude</u> four of eight NHCs
 - By class
 - By name
- Or cover by <u>inclusion</u>
 - I.e., only those specifically named are in plan
 - Not uncommon in 'carve-out' DB plans



- Non-Excludable Employees means <u>all</u> employees <u>except</u>
 [1.410(b)-6)]:
 - Those that fail to meet age and service -
 - BUT, why exclude 20 year old NHC? Can be VERY helpful in testing —> lose age requirement?
 - Non-resident aliens with no US income
 - Employees subject to collective bargaining
 - Terminated employees with <u>no more than</u> 500 hours
 - Employees of QSLOBs



- Important to remember that the employees of all members of related employers must be taken into account
 - Controlled groups 414(b)
 - Controlled groups of trades or business under common control - 414(c)
 - Affiliated service groups 414(m)



- Consider two companies owned 100 percent by same person
 - Therefore brother/sister controlled group
- Company 1 has three HCEs and 25 NHCs
- Company 2 has two HCEs and 35 NHCs
- Assume only Company 1 sponsors plan
- Ratio percentage is 41.67 percent/60 percent = 69.44 percent
 - NHC 25/60 = 41.67 percent
 - HCE 3/5 = 60 percent
 - Ratio test fails possibly use average benefits test (later)

- Exclusion of EEs failing to meet statutory age and service requirements
 - Where plan has more liberal eligibility <u>may</u> exclude these "otherwise excludable" employees from testing
 - If excluded from testing don't need gateway for example
 - BUT, if there are otherwise excludable EEs that are HCEs then either:
 - Test otherwise excludables separately, or
 - Test without using exclusion



- Terms with ≤ 500 hours only excludable if
 - Plan requires minimum hours and/or EOY employment to receive benefit/allocation
 - And employee:
 - Is <u>eligible to participate</u> in the plan;
 - Does not benefit under the plan for the year;
 - Fails to receive benefit/allocation <u>solely because</u> of above requirement(s); <u>and</u>
 - Terminates with no more than 500 hours of service during the year.

- So, e.g., employee excluded from plan <u>not</u> excludable -
 - Employee not eligible to participate
 - I.e., a terminated employee with ≤ 500 hours of service that was <u>excluded from participation</u> in plan is NOT an excludable employee and therefore must be counted in denominator when determining coverage ratio

- Employee receiving three percent SH not excludable -
 - Employee is benefiting
 - So e.g., they need gateway

- Similarly, PS plan with <u>no</u> hours or EOY requirement may NOT exclude from testing terminees ≤ 500 hours to whom employer could have but decided not to give an allocation-
 - Termination ≤ 500 hours not <u>SOLE reason</u> allocation not provided

- Exclusion of such terminees from testing is elective and consistency is only required within a plan year -
 - So in a given year if you exclude such folks from testing you must exclude all terminated NHCs and HCEs with no more than 500 hours of service
 - But you may, e.g.,
 - <u>Exclude</u> such folks from testing in years where it helps testing – i.e., you're <u>excluding</u> from testing nonbenefiting <u>NHCs</u>
 - But <u>include</u> such folks in years when it helps testing –
 i.e., you're <u>including</u> in testing non-benefiting <u>HCEs</u>.



- Consider an employer with three HCEs and nine NHCs
- All covered under employer's PS plan
- Under plan each employee in own class for purposes of PS allocation
 - Employer determines on ee by ee basis who gets PS \$\$
 - Terms with ≤ 500 hours may not get allocation
 - Goal is to allocate \$\$ to all actives

- Assume three of nine NHCs terminate
 - One of whom worked ≤ 500 hours
- Ignoring terminee rule ratio test fails
 - NHC ratio = 6/9 = 66.67 percent
 - HCE ratio = 3/3 = 100 percent
 - 66.67 percent/100 percent = 66.67 percent < 70 percent</p>

- But may exclude terminee ≤ 500 hrs from test
- Ratio test passes
 - NHC ratio = 6/8 = 75 percent
 - HCE ratio = 3/3 = 100 percent
 - 75 percent/100 percent = 75 percent > 70 percent
- Important that <u>under terms of plan</u> terminee <u>could not</u> receive an allocation
 - But was otherwise a participant



- Assume instead that all three NHCs termed with more than 500 hours
- But an HCE also termed but with ≤ 500 hours
- If elect to exclude terms ≤ 500 hours from testing ratio test
 <u>fails</u>
 - NHC ratio = 6/9 = 66.67 percent
 - HCE ratio = 2/2 = 100 percent
 - 66.67 percent/100 percent = 66.67 percent < 70 percent</p>

- Here we would <u>not</u> elect to exclude terms ≤ 500 hours from testing
- Ratio test passes
 - NHC ratio = 6/9 = 66.67 percent
 - HCE ratio = 2/3 = 66.67 percent
 - 66.67 percent/66.67 percent = 100 percent > 70 percent

- A special applies under the regulations for plans that cover otherwise excludable employees
- Such a plan may be bifurcated and tested as two plans
 - One covering otherwise excludable employees
 - One covering <u>not</u> otherwise excludable employees
- Or may be tested as single plan



- In either case need to compare what eligibility can be (i.e., 21/1) and what it is (e.g., three months)
- Where tested as single plan non-excludable employee definition expanded to all who have met more liberal eligibility

- Where tested separately
 - One plan would include in testing those that would be non-excludable if plan had statutory requirements (21/1)
 - Other would include in testing those that did not meet such requirements but did meet lesser requirements (three months)

Don't Blow Top-Heavy Waiver!

- Maybe I'm the only one that didn't know this
- IRC 416(g)(4)(H) provides that the term "top-heavy plan" does not include a plan which consists solely of
 - A cash or deferred arrangement which meets the requirements of section 401(k)(12) or 401(k)(13), and
 - Matching contributions with respect to which the requirements of section 401(m)(11) or 401(m)(12) are met

Don't Blow Top-Heavy Waiver!

- So an otherwise top-heavy safe harbor plan that provides no other contributions does not need to provide top-heavy minimums (this much I knew!)
- <u>But</u> what if plan allows for early entry but gives SH only to those that meet 21/1?
- Since early entry folk get no SH, TH exemption blown and topheavy minimums must be provided (See Revenue Ruling 2004-13)
 - This can be particularly painful if SH match as those not deferring would get no employer dollars if TH exempt

- To satisfy the Average Benefits Test for of 410(b) purposes a Plan must pass both the average benefit percentage test and the nondiscriminatory classification test
 - A plan passes the nondiscriminatory classification test if the plan benefits a classification of employees that is both reasonable and nondiscriminatory

- A plan satisfies the <u>average benefit percentage test</u> (ABPT) if plan's <u>average benefit percentage</u> at least 70 percent
- Average benefit percentage determined by dividing <u>actual</u> <u>benefit percentage</u> of NHCEs by actual benefit percentage of HCEs
- Actual benefit percentage of NHCEs (HCEs) is average of employee benefit percentages for each non-excludable NHCE (HCE)

- With certain exceptions all plans of employer aggregated when calculating employee benefit percentages for ABPT
- Elective deferrals and matching contributions under a 401(k) plan <u>are</u> taken into account in determining employee benefit percentages <u>for ABPT</u>
 - Even though otherwise disaggregated for coverage and nondiscrimination testing
 - Same for ESOPs

- <u>Employee benefit percentages</u> determined on *either* contributions or benefits basis,
 - Consistently for all plans in testing group
- This is same rate that would be determined for purposes of rate group testing but with all plans are aggregated
- For example, if employee benefit percentages are determined on a benefits basis, and there are both DC and DB plans in testing group, an employee's employee benefit percentage is his/her aggregate normal accrual rate <u>but with</u> the inclusion of elective deferrals and matching contributions

- Plans with differing plan years
- In general, plans must have the same plan year to be combined for testing
- However, for purposes of the average benefits percentage test, all plans must be aggregated
- Accordingly, the regulations provide that employee benefit percentages in such a case are determined based on all plan years ending with or within the same calendar year

- There is a special rule, <u>for purposes of the average benefits</u> <u>test only</u>, that allows the EBARs to be averaged over the current and prior year or the current and two prior years
 - Assume sole HCE with ABPT EBAR of 10 percent in 2015,
 8.5 percent in 2014 and 7 percent in 2013
 - The only NHC has EBAR of 6 percent for each of the 3 years
 - I.e., numerator 6 percent whether or not average used
 - Looking at 2015 ABPT is 6 percent/10 percent = 60 percent
 and fails
 - Averaging 2014 and 2013 is 6 percent/9.25 percent = 64.6 percent and fails
 - Averaging all 3 years -> 6 percent / 8.5 percent = 70.5
 percent and passes

- A plan passes the first part <u>nondiscriminatory classification</u> <u>test</u> if it covers a classification of employees that is "reasonable and is established under objective business criteria"
 - Examples under regulations are "specified job categories, nature of compensation, geographic location"
 - "An enumeration of employees by name <u>or other specific</u> <u>criteria having substantially the same effect as an</u> <u>enumeration by name</u> is not considered a reasonable classification."

- The second piece of the nondiscriminatory classification test requires the plan to have a coverage ratio that is
 - At least as high as the Safe Harbor Percentage, or
 - At least as high as the Un-Safe Harbor Percentage and pass a facts and circumstances test

- Safe harbor percentage is 50 percent, less .75 percent for each whole point by which the "NHCE concentration percentage" exceeds 60 percent
 - So safe harbor never greater than 50 percent
- <u>Unsafe harbor</u> is 40 percent, less .75 percent for each whole point by which the NHCE concentration exceeds 60 percent, but not less than 20 percent
- NHCE concentration percentage = percent of Non-Excludable Employees who are NHCEs



- Let's return to our employer with three HCEs and nine NHCs
- Let's further assume that four of the NHCs were hired after 12/31/2012 and the plan was frozen to new participants as of such date
- So only five of nine NHCs are covered under the plan
- Plans coverage ratio is therefore 55.56 percent
 - Since over 50 percent, we know safe harbor passed

- All participants receive allocation of nine percent of compensation
- All NHCs under taxable wage base
- All HCEs over \$265K
- Let's first look at average benefits percentage test
 - As indicated on next slide ABPT over 70 percent so passes

PERMITTED DISPARITY ON ALLOCATION BASIS

| Α | Unadjusted allocation rate | 9.00% | 9.00% |
|---|---|---------|---------|
| В | Plan Year comp. | 265,000 | 30,000 |
| C | TWB | 118,500 | 118,500 |
| D | Covered comp (lesser B/C) | 118,500 | 30,000 |
| E | PD rate (5.7%) | 5.70% | 5.70% |
| F | Max PD (lesser A/E) | 5.70% | 5.70% |
| G | Theoretical Disparity Allocation (F*D) | 6,755 | 1,710 |
| Н | Imputed PD G/B | 2.55% | 5.70% |
| I | Adjusted allocation base (B - (.5*D)) | 205,750 | 15,000 |
| J | Max adjusted allocation rate (A*B/I) | 11.59% | 18.00% |
| K | Adjusted allocation rate (lesser A+H or J) | 11.55% | 14.70% |
| L | Average HCE - > 3/3 all get same | 11.55% | |
| M | Average NHC - 5 of 9 all get same (others zero) | | 8.17% |
| | Average benefit percentage M / L | | 70.71% |



- Recall nondiscriminatory classification requirements. Classification of employees covered must be
 - Reasonable, and
 - Nondiscriminatory
 - Cover safe harbor percent or unsafe harbor and facts/circ
 - Our safe harbor is 39.75 percent
 - NHC concentration = 9/12 = 75 percent (15 more than 60)
 - Safe harbor = 50 percent (15 * .75) = 39.75 percent
 - With coverage of 55.56 percent we pass here no F/C requirement.

- But is our classification reasonable?
- Specifically asked in Q&A 18 of 2015 Gray Book
- "Such a classification is reasonable as long as it is not a substitute for listing by name. Regulation 1.410(b)-4 provides that a reasonable classification is based on objective business criteria ... There is nothing to indicate date of hire would not be an "objective" business classification."

- What if all nine were covered under the plan, but four of the nine terminated (with more than 500 hours) and this is why they did not receive an allocation?
- All of the math is the same
- Only question is whether those employed at end of year is a "reasonable" classification
- IRS has given conflicting answers to this question at ASPPA meetings – I have zero concern –
 - In my opinion it clearly IS a reasonable classification

Dealing With Failure

- Failsafe language
- OR
- Corrective amendments

- Some plans include failsafe language
- Such language prevents plan from failing coverage testing
 - Normally requires passage of 70 percent ratio test
 - Normally results from end of year or hours requirement reducing benefiting group to a level where coverage ratio less than 70 percent

- If plan fails coverage, failsafe language causes a group of employees that otherwise would not have benefited to benefit for the plan year
 - Group of employees added back must be definitely determinable in document

- Norm is in order of termination dates
 - Such that if coverage ratio below 70 percent terminees benefit (last terminee first) until coverage ratio reaches 70 percent
- Note that if such language is in plan there is no discretion as to who to bring in
 - Must follow terms of the plan
 - Often not best (least expensive) result

- On the other hand, since there is no amendment bringing the terminees in, their vested status is <u>not</u> relevant
- Whereas vesting <u>is</u> relevant to corrective amendments ...
 which we discuss next

- Post year-end amendments may be made to "correct" failed
 410(b) or 401(a)(4) tests. Such amendments may either
 - Increase benefits for existing participants; or
 - Create benefits for employees that otherwise did not benefit under plan
- Such amendments must meet each of the following requirements:

- Benefits may not be reduced
- The amendment must be made by the 15th day of the 10th month after the plan year-end
- The increase in benefits must satisfy 410(b) and 401(a)(4) on a stand-alone basis
 - Automatic if only NHCEs increased/added
- The increase must have substance
 - E.g., cannot increase benefit to non-vested terminated employee

- Consider the following:
 - Owner and four NHCs
 - NHCE1 Non-excludable comp \$200K NHC due to prior year comp; terminated 10/1/14
 - NHC2 Non-excludable comp \$50K NHC due to prior year comp; terminated 9/30/14
 - NHC3 and NHCE4 non-excludable and active

- Goal to benefit owner and active NHCs
- But assume coverage cannot pass without bringing at least one terminee back in
- Failsafe language normally would require bringing in NHCE1 with higher comp would likely be more expensive e.g., if cross testing would need gateway
- If no failsafe corrective amendment could specify NHCE2 brought in instead

- Consider the following:
 - Owner, comp \$265K
 - EE1 Non-excludable comp \$200K NHC due to prior year comp
 - Or top-paid group election
 - EE2 Newly hired (excludable) earned \$10K
 - Not yet eligible for plan

- No other employees
- Company maintains PS plan
- Owner looking to maximize benefit
 - i.e., \$53K or 20 percent of comp
- Assume ages such that cross testing will not work
- Would like to give EE1 allocation of five percent (\$10K)
- As is would need to give EE1 19.17 percent (over \$38K)

| Α | Unadjusted allocation rate | 20.00% | 19.17% |
|---|--|---------|---------|
| В | Plan Year comp. | 265,000 | 200,000 |
| C | TWB | 118,500 | 118,500 |
| D | Covered comp (lesser B/C) | 118,500 | 118,500 |
| E | PD rate (5.7%) | 5.70% | 5.70% |
| F | Max PD (lesser A/E) | 5.70% | 5.70% |
| G | Theoretical Disparity Allocation (F*D) | 6,755 | 6,755 |
| Н | Imputed PD G/B | 2.55% | 3.38% |
| I | Adjusted allocation base (B - (.5*D)) | 205,750 | 140,750 |
| J | Max adjusted allocation rate (A*B/I) | 25.76% | 27.24% |
| K | Adjusted allocation rate (lesser A+H or J) | 22.55% | 22.55% |



- Consider amending plan to lower eligibility and bring in EE2
- Provide EE2 with allocation of 20 percent of comp
- And give EE1 desired five percent
- Total cost now \$12K

| Α | Unadjusted allocation rate | 20.00% | 5.00% | 20.00% |
|---|--|---------|---------|---------|
| В | Plan Year comp. | 265,000 | 200,000 | 40,000 |
| С | TWB | 118,500 | 118,500 | 118,500 |
| D | Covered comp (lesser B/C) | 118,500 | 118,500 | 40,000 |
| Ε | PD rate (5.7%) | 5.70% | 5.70% | 5.70% |
| F | Max PD (lesser A/E) | 5.70% | 5.00% | 5.70% |
| G | Theoretical Disparity Allocation (F*D) | 6,755 | 5,925 | 2,280 |
| Н | Imputed PD G/B | 2.55% | 2.96% | 5.70% |
| | Adjusted allocation base (B - (.5*D)) | 205,750 | 140,750 | 20,000 |
| J | Max adjusted allocation rate (A*B/I) | 25.76% | 7.10% | 40.00% |
| K | Adjusted allocation rate (lesser A+H or J) | 22.55% | 7.10% | 25.70% |
| L | Average HCEs | 22.55% | | |
| V | Average NHCs | | | 16.40% |
| | Average benefit percentage M / L | | | 72.74% |



- Things to note from previous example
- Coverage did not fail 100 percent before amendment
 - But to pass 401(a)(4) would have been costly
 - Bringing in new employee coverage still 100 percent
 - Definition of non-excludable employee broadened
 - But 401(a)(4) passes much less expensively

- Must perform rate group testing
- Single rate group (one HCE)
 - Rate group includes those with benefit of at least 22.55 percent
- One of two NHCs in rate group (EE2 = 25.7 percent)
- Rate group coverage ratio = 50 percent
 - Always enough to pass if ABPT passes
 - I.e., midpoint never greater than 45 percent
 - No need to check gateway as not cross testing

- Recall earlier discussion of plan covering otherwise excludable employees
 - I.e., eligibility something less than 21/1
- With corrective amendment we have such a case
 - And we're testing as single plan <u>not</u> bifurcating
- What if EE2 had three months of service and a second new employee (EE3) was hired the same day?

- EE3 would need to be brought into the testing
- Coverage would now be 2/3 / 1/1 = 66.67 percent
 - Would probably fail as under 70 percent and likely not a reasonable classification
- ABPT would also fail as a zero would need to be averaged in
- Would therefore likely need to also cover EE3



- But if EE3 hired any later than EE2 could avoid by making eligibility with corrective amendment such that EE3 still excludable
- E.g., if EE3 had two months of service and EE2 had three months of service, broaden eligibility to three months

Transition Rule

- Applies where change in related group members occurs due to acquisition or disposition
 - Plan deemed to pass coverage during transition period if satisfied coverage at time of event. Transition period:
 - Year of transaction and following plan year
 - Cannot be substantial change in coverage or benefits during transition period

Combining Plans for Testing

- Plans can be combined to pass coverage testing
 - Not if they must be disaggregated
 - Plans must have same plan year
- Often helpful with controlled groups
- When combining plans must do so for <u>all</u> testing
- Also beware of need to aggregate for TH (e.g., if covers no keys and otherwise THMs not required)



Combining Plans for Testing

- When combining plans the combined plan is considered to be a single plan ("the plan")
- So employee benefiting in any of the combined plans is considered to be benefiting in "the plan"
- Benefits under all plans then added together
 - Either on a benefits basis or a contributions basis
 - I.e., benefits in all plans making up the combined plan must be determined on a consistent basis

Questions?

