

**Washington State Health Insurance Pool
Treasurer's Report
May 2018 Financial Review**

1. 2018 Interim I Assessment Required

An assessment of \$7.0 M is required to adequately fund the pool until the next scheduled assessment in July 2018. This assessment was approved by the Board of Directors and generated on March 30, 2018 with invoices due April 30, 2018 except for the carriers who have installment payment arrangements, at which point the invoices are due in total by June 30, 2018. As of June 30, 2018, \$6.5 M of assessments have been collected, leaving \$0.5 M to be collected.

2. 2018 Interim II Assessment Required

An assessment of \$10.0 M is required to adequately fund the pool until the next scheduled assessment in November 2018. This assessment was approved by the Board of Directors on May 9, 2018 and invoices will be generated in July 2018.

3. Financial Statements – May 2018

Balance Sheet

Cash on hand increased by \$806 K or 12.7% from April 2018 to May 2018. The current cash position is \$5.5 M, which is well above our current 4-week expense allowance of \$3.0 M. As of the end of May 2018, the entire \$5.5 M of cash is fully secured either through the FDIC insurance or by collateralized securities pledged by KeyBank. Cash position is discussed further in the Budgeted Cash Flow section below.

Total IBNR as of May 2018 is \$4.5 M. This is an increase of \$388 K or 9.5% from the prior month. Medical IBNR increased \$318 K or 8.9% and pharmacy IBNR increased \$70 K or 13.8% from April 2018.

As of May 2018, the equity position of WSHIP is a positive \$1.0 M.

Income Statement

Total member months for May 2018 YTD are lower by 153 member months or 2.1% lower than May 2017 YTD. Member months are measured as the cumulative monthly member count (PMPM) over a period of time. The total incurred claim loss for May 2018 YTD is \$1.2 K or 7.9% higher than May 2017 YTD. Incurred claim loss represents the total medical and pharmacy claims expense as well as the change in unpaid losses (IBNR) and accrued loss adjustment for the period. For May 2018 YTD, the medical claims portion is \$1.6 M or 16.8% higher than May 2017 YTD, and the pharmacy claims portion is \$384 K or 6.6% lower than May 2017 YTD.

May 2018 YTD administrative expenses are \$66 K or 9.3% higher than the administrative expenses for May 2017 YTD. The ratio of administrative expenses as a percentage of total cost is 4.5% for May 2018 YTD as compared to 4.4% for May YTD of the prior year. Total cost is calculated as total incurred claim loss less pharmacy rebates plus administrative expenses.

4. Budgeted Cash Flow – May 2018

The Budgeted Cash Flow document contains the budget (upper portion) as established in early 2018 and the actual (lower portion) cash flow results year-to-date.

The ending cash balance of \$5.5 M is \$524 K or 8.7% lower than the budgeted cash balance of \$6.0 M. Total net cash receipts for May 2018 YTD are \$81 K or less than 1% favorable to budget. Total YTD expenses are \$605 K or 3.6% unfavorable to budget. The YTD administrative expenses are \$16 K or 2.1% favorable to budget. Total YTD medical claims expense is \$1.0 M or 10.1% unfavorable to budget; while total YTD pharmacy claims expense is \$385 K or 6.4% favorable to budget.

5. Medicare vs. Non-Medicare Cash Flow – May 2018

As of May, the YTD Medicare member months total 5,446 and represent 76% of the combined WSHIP member months. The YTD Non-Medicare member months total 1,717 and account for 24% of the combined WSHIP member months. The YTD Medicare Loss Ratio is 178% while the YTD Non-Medicare Loss Ratio is 338%. On a cash basis, the YTD Claims PMPM is \$817 for Medicare members and \$7,059 for Non-Medicare members.

6. Cash Flow Forecast – 2018

The 2018 cash flow forecast was developed using the assumptions developed by Leif & Associates for membership, premium receipts, pharmacy and medical claim cost projections. The key drivers (membership, premiums, medical claims and pharmacy claims) in the budget portion were updated in December 2017 to reflect new projections from Liz Leif. All other projections were trended from previous years with the best information available as of current.

The cash flow re-forecast is a dynamic document and changes are made as better financial information is obtained. Actual results are illustrated through May 2018. For June 2018, preliminary figures for the key financial drivers (Premium Receipts, Assessment Receipts and Refunds, Medical Claims and Pharmacy Claims Expenses) are reported.

To ensure adequate funding, the current 2018 forecast is projecting an assessment of \$24.5 M which is a \$1.5 M or 5.8% decrease from the 2017 assessment of \$26.0 M.

7. Administrative Expense Budget

For May 2018, YTD administrative expenses are \$16 K or 2.1% favorable to budget (cash basis).

8. Financial Performance

May 2018 YTD member months are less than 1% higher than expected, average premium receipt PMPM is 25% higher than expected, average medical claims expense PMPM is 11% higher than expected and average pharmacy claims expense PMPM is 7% lower than anticipated.

On an incurred basis, the average YTD medical claims expense PMPM is \$1,600 as compared to \$1,519 on a cash basis. Also on an incurred basis, the average YTD pharmacy claims expense PMPM is \$808 as compared to \$784 on a cash basis.

WASHINGTON STATE HEALTH INSURANCE POOL

Unaudited Balance Sheet as of May 31

Total Enrollment: 1,426

	<u>2018</u>	<u>2017</u>
Assets:		
Cash	\$ 5,518,029	\$ 10,192,648
Premiums Receivable	65,926	73,012
Assessments Receivable	1,070,318	1,408,591
Grants Receivable	-	-
Prepaid Expense	-	-
Total Assets	<u>\$ 6,654,273</u>	<u>\$ 11,674,250</u>
 Liabilities and Unassigned Surplus:		
Reserve for Unpaid Losses - Medical	\$ 3,907,000	\$ 3,837,000
Reserve for Unpaid Losses - Pharmacy	578,000	587,000
Accrued Loss Adjustment	321,000	322,000
Premiums Received in Advance	802,492	764,668
Assessments Payable	-	-
Accrued Expenses	151,330	124,974
Abandoned Claim Reserve	2,084	19,897
Total Liabilities	<u>\$ 5,761,906</u>	<u>\$ 5,655,540</u>
Unassigned Surplus	892,367	6,018,710
Total Liabilities and Unassigned Surplus	<u>\$ 6,654,273</u>	<u>\$ 11,674,250</u>

WASHINGTON STATE HEALTH INSURANCE POOL

Unaudited Statement of Operations May 1 to May 31

	<u>2018</u>	<u>2017</u>
Total Member Months	7,163	7,316
Premium Income Earned	\$ 5,486,701	\$ 5,301,615
Pharmacy Rebate Income	231,634	109,084
Grant Income	-	-
Incurred Claim Loss - Medical	\$ 11,149,152	9,548,759
Incurred Claim Loss - Pharmacy	5,470,682	5,854,216
Total Incurred Claim Loss	<u>16,619,834</u>	<u>15,402,975</u>
Operating Expenses:		
Fixed (PMPM) Administrative Expense	\$ 407,653	\$ 389,747
Variable Administrative Expense	72,373	60,642
Salary and Benefit Expense	170,655	143,379
Prescription Administrative Expense	9,751	11,847
Miscellaneous Expense	45,965	39,058
Professional Fee Expense	122,047	66,857
Total Operating Expenses	<u>\$ 828,445</u>	<u>\$ 711,531</u>
Underwriting Gain (Loss)	(11,729,943)	(10,703,807)
Investment Income	43,304	22,909
Other Income	-	-
Changes to Unassigned Surplus	<u>\$ (11,686,639)</u>	<u>\$ (10,680,898)</u>

WASHINGTON STATE HEALTH INSURANCE POOL

Unaudited Statement of Changes in Unassigned Surplus May 1 to May 31

	<u>2018</u>	<u>2017</u>
Unassigned Surplus at Beginning of Year	\$ 5,579,006	\$ 6,062,256
Changes to Unassigned Surplus	(11,686,639)	(10,680,898)
Member Assessments	7,000,000	10,637,353
Unassigned Surplus	<u>\$ 892,367</u>	<u>\$ 6,018,710</u>

**WSHIP 2018
Budgeted Cashflow**

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	MAY YTD	TOTAL
Enrollment Count	1,427	1,425	1,424	1,423	1,422	1,421	1,420	1,419	1,418	1,417	1,416	1,415	7,121	17,047
Cash Balance														
BEGINNING OF MONTH	5,683,892	7,821,970	5,762,831	4,290,580	8,058,986	6,042,335	5,187,661	2,407,738	7,725,197	7,160,944	5,599,774	2,660,597		
Receipts														
Premium Receipts	1,332,619	484,426	1,868,094	743,157	507,333	1,799,134	749,543	559,343	1,652,295	736,555	365,649	357,599	4,935,628	11,155,745
Grant Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Pharmacy Rebate Income	-	-	50,000	-	-	50,000	-	-	50,000	-	-	50,000	50,000	200,000
Claim Refunds Receipts	35,695	33,990	34,807	33,840	33,651	34,698	35,909	34,265	34,501	35,016	34,221	33,780	171,983	414,373
Assessment Receipts	4,131,528	2,000,000	-	6,400,000	800,000	800,000	-	8,000,000	1,000,000	1,000,000	-	6,000,000	13,331,528	30,131,528
Investment Income	100	100	100	100	100	100	100	100	100	100	100	100	500	1,200
Other Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Receipts	5,499,942	2,518,517	1,953,000	7,177,096	1,341,083	2,683,932	785,552	8,593,708	2,736,895	1,771,670	399,971	6,441,478	18,489,639	41,902,846
Refunds														
Assessment Refunds	-	1,238,834	-	-	-	-	-	-	-	-	-	-	1,238,834	1,238,834
Premium Refunds	59,306	12,111	46,702	18,579	12,683	44,978	18,739	13,984	41,307	18,414	9,141	8,940	149,381	304,884
Total Refunds	59,306	1,250,945	46,702	18,579	12,683	44,978	18,739	13,984	41,307	18,414	9,141	8,940	1,388,215	1,543,718
Expenses														
Medical Claims	1,928,839	1,999,438	2,047,458	1,990,559	1,979,445	2,041,061	2,112,313	2,015,589	2,029,452	2,059,756	2,013,026	1,987,039	9,945,739	24,203,974
Pharmacy Claims	1,207,747	1,156,955	1,169,031	1,252,631	1,216,972	1,305,070	1,246,530	1,095,919	1,070,347	1,087,264	1,151,857	1,157,980	6,003,336	14,118,303
Fixed (PMPM) Admin	79,539	77,250	77,172	77,095	77,019	76,944	76,869	76,794	76,721	76,648	76,575	76,504	388,075	925,130
Variable Admin	14,278	21,168	13,658	13,648	13,639	13,629	14,620	13,610	14,601	13,592	20,583	13,573	76,391	180,599
Salary and Benefits	44,812	33,660	32,940	32,940	32,940	32,940	32,940	32,940	32,940	32,940	32,940	32,940	177,291	408,080
Prescription Admin	1,852	1,850	1,848	1,846	1,845	1,843	1,841	1,839	1,838	1,836	1,834	1,833	9,240	22,104
Miscellaneous	10,625	6,525	9,075	6,525	8,325	7,275	27,257	7,208	9,075	15,525	8,325	23,082	41,075	138,822
Professional Fees	14,867	29,867	27,367	14,867	14,867	14,867	14,867	18,367	24,867	26,867	24,867	15,367	101,833	261,400
Total Expense	3,302,558	3,326,712	3,378,549	3,390,111	3,345,051	3,493,629	3,546,736	3,262,266	3,259,840	3,314,427	3,330,006	3,308,528	16,742,980	40,258,413
Month Ending Cash Balance	\$ 7,821,970	\$ 5,762,831	\$ 4,290,580	\$ 8,058,986	\$ 6,042,335	\$ 5,187,661	\$ 2,407,738	\$ 7,725,197	\$ 7,160,944	\$ 5,599,774	\$ 2,660,597	\$ 5,784,607		

Actual	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL YTD
Enrollment Count	1,464	1,410	1,415	1,448	1,426								7,163
Cash Balance													
BEGINNING OF MONTH	5,683,892	8,281,836	8,297,715	5,976,023	6,323,728								
Receipts													
Premium Receipts	2,379,633	463,465	1,804,956	892,938	538,497								6,079,489
Grant Revenue	-	-	-	-	-								-
Pharmacy Rebate Income	-	117,625	-	-	114,009								231,634
Claim Refunds Receipts	13,537	5,798	17,382	16,471	18,822								72,010
Assessment Receipts	3,432,332	2,035,100	-	3,549,006	2,530,924								11,547,362
Investment Income	9,077	8,241	8,502	8,065	9,420								43,304
Other Income	-	-	-	-	-								-
Total Receipts	5,834,579	2,630,229	1,830,839	4,466,480	3,211,672								17,973,799
Refunds													
Assessment Refunds	-	-	-	724,986	-								724,986
Premium Refunds	21,207	1,239	20,875	14,817	8,237								66,375
Total Refunds	21,207	1,239	20,875	739,803	8,237								791,361
Expenses													
Medical Claims	2,099,733	1,516,198	2,244,525	2,249,235	2,842,524								10,952,215
Pharmacy Claims	971,875	944,447	1,711,269	1,077,004	914,034								5,618,629
Fixed (PMPM) Admin	69,145	79,920	80,390	-	165,609								395,064
Variable Admin	16,497	10,456	13,640	-	30,850								71,443
Salary and Benefits	45,297	30,624	30,567	30,826	30,723								168,038
Prescription Admin	1,634	1,686	1,838	1,411	1,547								8,115
Miscellaneous	5,278	9,172	(207)	6,349	7,490								28,082
Professional Fees	5,970	20,607	49,635	14,148	16,356								106,715
Total Expense	3,215,428	2,613,110	4,131,656	3,378,973	4,009,133								17,348,300
Available Cash Balance	8,281,836	8,297,715	5,976,023	6,323,728	5,518,029								
Inc(Dec) in Abandoned	-	-	-	-	-								
Property Reserve	-	-	-	-	-								
Month Ending Cash Balance	\$ 8,281,836	\$ 8,297,715	\$ 5,976,023	\$ 6,323,728	\$ 5,518,029								

WSHIP 2018
Budgeted Cashflow

Variance to Budget	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL YTD
Favorable/(Unfavorable)													
Enrollment Count	37	(15)	(9)	25	4								42
Receipts													
Premium Receipts	1,047,014	(20,961)	(63,138)	149,781	31,164								1,143,861
Grant Revenue	-	-	-	-	-								-
Pharmacy Rebate Income	-	117,625	(50,000)	-	114,009								181,634
Claim Refunds Receipts	(22,159)	(28,192)	(17,425)	(17,368)	(14,828)								(99,973)
Assessment Receipts	(699,196)	35,100	-	(2,850,994)	1,730,924								(1,784,166)
Investment Income	8,977	8,141	8,402	7,965	9,320								42,804
Other Income	-	-	-	-	-								-
Total Receipts	334,636	111,712	(122,161)	(2,710,616)	1,870,589								(515,840)
Refunds													
Assessment Refunds	-	1,238,834	-	(724,986)	-								513,848
Premium Refunds	38,099	10,872	25,827	3,762	4,446								83,006
Total Refunds	38,099	1,249,706	25,827	(721,224)	4,446								596,854
Expenses													
Medical Claims	(170,894)	483,240	(197,067)	(258,675)	(863,079)								(1,006,476)
Pharmacy Claims	235,872	212,508	(542,237)	175,627	302,938								384,707
Fixed (PMPM) Admin	10,394	(2,670)	(3,218)	77,095	(88,590)								(6,989)
Variable Admin	(2,219)	10,712	18	13,648	(17,211)								4,948
Salary and Benefits	(485)	3,035	2,373	2,114	2,217								9,253
Prescription Admin	218	164	10	436	298								1,125
Miscellaneous	5,347	(2,647)	9,282	176	835								12,993
Professional Fees	8,897	9,260	(22,268)	719	(1,489)								(4,881)
Total Expense	87,130	713,601	(753,107)	11,139	(664,083)								(605,320)
Available Cash Balance	459,865	2,534,884	1,685,443	(1,735,258)	(524,306)								
Inc(Dec) in Abandoned	-	-	-	-	-								
Property Reserve	-	-	-	-	-								
Month Ending Cash Balance	459,865	2,534,884	1,685,443	(1,735,258)	(524,306)								

- (1) Assumes a Non-medicare medical claim expense trend of 6%. Assumes an annual Medicare medical claim expense trend of 6%.
- (2) Assumes a Non-medicare pharmacy claim expense trend of 15%. Assumes an annual Medicare pharmacy claim expense trend of 0% for Basic and Basic Plus.
- (3) Assumes a Non-medicare premium rate trended at a 18% increase. Assumes a Medicare premium rate increase of 0.3% for Basic and 1.5% for Basic Plus.
- (4) Non-medicare enrollment projected to decrease by 2 members per month. Medicare Basic enrollment projected to increase 3 members per month, while Medicare Basic+ projected to drop 2 members per month.
- (5) Assumes assessments on March (\$8.0 M), July (\$10.0 M) and November (\$7.5 M) TOTAL \$25.5 M
- (6) 4-Week expense allowance is \$3.2 M based upon the actual data for the 12-month period ending in Dec of 2018.
- (7) WSHIP has access to a \$5 M line of credit in the event cash on hand is exhausted.

WSHIP 2018
Medicare vs. Non-Medicare Cash Flow

	January	February	March	April	May	June	July	August	September	October	November	December	YTD
Medicare													
Enrollment Count	1,113	1,065	1,073	1,107	1,088								5,446
Premiums	750,451	342,924	328,037	695,128	379,149								2,495,689
Medical Claims	747,998	700,875	897,894	815,399	827,232								3,989,398
RX Claims	80,135	84,195	137,724	83,988	74,962								461,005
Total Claims	828,134	785,070	1,035,618	899,387	902,194	-	-	-	-	-	-	-	4,450,402
Income/Loss	(77,683)	(442,146)	(707,581)	(204,259)	(523,045)	-	-	-	-	-	-	-	(1,954,714)
Loss Ratio	110%	229%	316%	129%	238%								178%
Claims PMPM	744	737	965	812	829								817
Non Medicare													
Enrollment Count	351	345	342	341	338								1,717
Premiums	1,629,182	120,541	1,476,919	197,810	159,348								3,583,800
Medical Claims	1,351,735	815,323	1,346,631	1,433,836	2,015,292								6,962,817
RX Claims	891,739	860,252	1,573,545	993,017	839,072								5,157,625
Total Claims	2,243,475	1,675,575	2,920,175	2,426,853	2,854,364	-	-	-	-	-	-	-	12,120,442
Income/Loss	(614,293)	(1,555,034)	(1,443,256)	(2,229,043)	(2,695,016)	-	-	-	-	-	-	-	(8,536,642)
Loss Ratio	138%	1390%	198%	1227%	1791%								338%
Claims PMPM	6,392	4,857	8,539	7,117	8,445								7,059
Combined Medicare/Non Medicare													
Enrollment Count	1,464	1,410	1,415	1,448	1,426	-	-	-	-	-	-	-	7,163
Premiums	2,379,633	463,465	1,804,956	892,938	538,497	-	-	-	-	-	-	-	6,079,489
Medical Claims	2,099,733	1,516,198	2,244,525	2,249,235	2,842,524	-	-	-	-	-	-	-	10,952,217
RX Claims	971,875	944,447	1,711,269	1,077,004	914,034	-	-	-	-	-	-	-	5,618,629
Total Claims	3,071,608	2,460,645	3,955,793	3,326,239	3,756,558	-	-	-	-	-	-	-	16,570,846
Income/Loss	(691,975)	(1,997,180)	(2,150,837)	(2,433,301)	(3,218,061)	-	-	-	-	-	-	-	(10,491,357)
Loss Ratio	129%	531%	219%	373%	698%								273%
Claims PMPM	2,098	1,745	2,796	2,297	2,634								2,313

Notes:

- 1) Premiums, Medical Claims and RX Claims are cash basis figures.
- 2) Premium amounts include premium refunds.
- 3) Medical Claim amounts include claim refunds.

Washington State Health Insurance Pool 2018 Cash Flow Forecast

Forecast - Updated 11/30/2017

	Actual (bold)					Forecast							TOTAL
	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	
Enrollment:													
Non-Medicare Enrollment	351	345	342	341	338	331	329	327	325	323	321	319	3,992
Medicare Enrollment (Basic and Basic+)	1,113	1,065	1,073	1,107	1,088	1,090	1,091	1,092	1,093	1,094	1,095	1,096	13,097
Total Enrollment Count	1,464	1,410	1,415	1,448	1,426	1,421	1,420	1,419	1,418	1,417	1,416	1,415	17,089
Cash Balance													
BEGINNING OF MONTH	5,683,892	8,281,836	8,297,715	5,976,023	6,323,728	5,518,029	5,120,982	2,737,590	8,132,682	7,797,756	6,338,813	3,450,386	
Receipts													
Premium Receipts	2,379,633	463,465	1,804,956	892,938	538,497	1,828,040	1,156,241	638,967	1,887,501	841,404	417,700	408,503	13,257,845
Grant Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Pharmacy Rebate Income	-	117,625	-	-	114,009	50,000	-	-	50,000	-	-	50,000	381,634
Claim Refunds Receipts	13,537	5,798	17,382	16,471	18,822	33,117	35,909	34,265	34,501	35,016	34,221	33,780	312,820
Assessment Receipts	3,432,332	2,035,100	-	3,549,006	2,530,924	920,070	-	8,000,000	1,000,000	1,000,000	-	6,000,000	28,467,432
Investment Income	9,077	8,241	8,502	8,065	9,420	100	100	100	100	100	100	100	44,004
Other Income	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Receipts	5,834,579	2,630,229	1,830,839	4,466,480	3,211,672	2,831,327	1,192,250	8,673,332	2,972,102	1,876,520	452,021	6,492,383	42,463,734
Refunds													
Assessment Refunds	-	-	-	724,986	-	-	-	-	-	-	-	-	724,986
Premium Refunds	21,207	1,239	20,875	14,817	8,237	45,701	28,906	15,974	47,188	21,035	10,442	10,213	245,834
Total Refunds	21,207	1,239	20,875	739,803	8,237	45,701	28,906	15,974	47,188	21,035	10,442	10,213	970,820
Expenses													
Medical Claim Expense	2,099,733	1,516,198	2,244,525	2,249,235	2,842,524	1,948,086	2,112,313	2,015,589	2,029,452	2,059,756	2,013,026	1,987,039	25,117,475
Pharmacy Claim Expense	971,875	944,447	1,711,269	1,077,004	914,034	1,087,090	1,246,530	1,095,919	1,070,347	1,087,264	1,151,857	1,157,980	13,515,617
PMPM Administrative Expense	69,145	79,920	80,390	-	165,609	76,944	76,869	76,794	76,721	76,648	76,575	76,504	932,119
Variable Administrative Expense	16,497	10,456	13,640	-	30,850	13,629	14,620	13,610	14,601	13,592	20,583	13,573	175,651
Salary and Benefits Expense	45,297	30,624	30,567	30,826	30,723	32,940	32,940	32,940	32,940	32,940	32,940	33,151	398,827
Prescription Administrative Expense	1,634	1,686	1,838	1,411	1,547	1,843	1,841	1,839	1,838	1,836	1,834	1,833	20,980
Miscellaneous Expense	5,278	9,172	(207)	6,349	7,490	7,275	27,257	7,208	9,075	15,525	8,325	23,082	125,829
Professional Fees	5,970	20,607	49,635	14,148	16,356	14,867	34,367	18,367	24,867	26,867	24,867	15,367	266,281
Total Expense	3,215,428	2,613,110	4,131,656	3,378,973	4,009,133	3,182,673	3,546,736	3,262,266	3,259,840	3,314,427	3,330,006	3,308,528	40,552,778
Available Cash Balance	8,281,836	8,297,715	5,976,023	6,323,728	5,518,029	5,120,982	2,737,590	8,132,682	7,797,756	6,338,813	3,450,386	6,624,028	
Inc(Dec) in Abandoned Property Reserve	-	-	-	-	-	-	-	-	-	-	-	-	-
Month Ending Cash Balance	8,281,836	8,297,715	5,976,023	6,323,728	5,518,029	5,120,982	2,737,590	8,132,682	7,797,756	6,338,813	3,450,386	6,624,028	

(1) Assumes a Non-medicare medical claim expense trend of 6%. Assumes an annual Medicare medical claim expense trend of 6%.

(2) Assumes a Non-medicare pharmacy claim expense trend of 15%. Assumes an annual Medicare pharmacy claim expense trend of 0% for Basic and Basic Plus.

(3) Assumes a Non-medicare premium rate trended at a 18% increase. Assumes a Medicare premium rate increase of 0.3% for Basic and 1.5% for Basic Plus.

(4) Non-medicare enrollment projected to decrease by 2 members per month. Medicare Basic enrollment projected to increase 3 members per month, while Medicare Basic+ projected to drop 2 members per month.

(5) Assumes assessments on March (\$7.0 M), July (\$10.0 M) and November (\$7.5 M) TOTAL \$24.5 M

(6) 4-Week expense allowance is \$3.0 M based upon the actual data for the 12-month period ending in Dec of 2018.

(7) WSHIP has access to a \$5 M line of credit in the event cash on hand is exhausted.

**Washington State Health Insurance Pool
2018 Administrative Expense
Budget Variance Analysis**

Budget	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Member Months: (1)													
Non-Medicare	342	339	337	335	333	331	329	327	325	323	321	319	3,963
Medicare Basic	904	907	910	913	916	919	922	925	928	931	934	937	11,046
Medicare Basic Plus	181	179	177	175	173	171	169	167	165	163	161	159	2,040
Total Membership	1,427	1,425	1,424	1,423	1,422	1,421	1,420	1,419	1,418	1,417	1,416	1,415	17,049
PMPM Administrative Expense (2)	79,539	77,250	77,172	77,095	77,019	76,944	76,869	76,794	76,721	76,648	76,575	76,504	925,130
Variable Administrative Expense (3)	14,278	21,168	13,658	13,648	13,639	13,629	13,620	13,610	14,601	13,592	20,583	13,573	180,599
Salary and Benefits Expense (4)	44,812	33,660	32,940	32,940	32,940	32,940	32,940	32,940	32,940	32,940	32,940	33,151	408,080
RX Benefit Management Fees	1,852	1,850	1,848	1,846	1,845	1,843	1,841	1,839	1,838	1,836	1,834	1,833	22,104
Miscellaneous Expense (5)	10,625	6,525	9,075	6,525	8,325	7,275	27,257	7,208	9,075	15,525	8,325	23,082	138,822
Professional Fees (6)	14,867	29,867	27,367	14,867	14,867	14,867	34,367	18,367	24,867	26,867	24,867	15,367	261,400
Total Budget Operating Expenses	\$165,972	\$170,319	\$162,059	\$146,921	\$148,634	\$147,497	\$187,893	\$150,757	\$160,041	\$167,407	\$165,124	\$163,510	\$1,936,135

Actual	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total
Member Months: (1)													
Non-Medicare	351	345	342	341	338								1,717
Medicare Basic	931	886	894	929	910								4,550
Medicare Basic Plus	182	179	179	178	178								896
Total Membership	1,464	1,410	1,415	1,448	1,426	-	-	-	-	-	-	-	7,163
PMPM Administrative Expense (2)	69,145	79,920	80,390	-	165,609								\$395,064
Variable Administrative Expense (3)	16,497	10,456	13,640	-	30,850								\$71,443
Salary and Benefits Expense (4)	45,297	30,624	30,567	30,826	30,723								\$168,038
RX Benefit Management Fees	1,634	1,686	1,838	1,411	1,547								\$8,115
Miscellaneous Expense (5)	5,278	9,172	(207)	6,349	7,490								\$28,082
Professional Fees (6)	5,970	20,607	49,635	14,148	16,356								\$106,715
Total Actual Operating Expenses	\$143,820	\$152,466	\$175,862	\$52,733	\$252,575	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$777,456

Variance	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD Total
Member Months: (1)													
Non-Medicare	9	6	5	6	5								30
Medicare Basic	27	(21)	(16)	16	(6)								-
Medicare Basic Plus	1	-	2	3	5								11
Total Membership	37	(15)	(9)	25	4	-	-	-	-	-	-	-	41
PMPM Administrative Expense (2)	10,394	(2,670)	(3,218)	77,095	(88,590)								(\$6,989)
Variable Administrative Expense (3)	(2,219)	10,712	18	13,648	(17,211)								\$4,948
Salary and Benefits Expense (4)	(485)	3,035	2,373	2,114	2,217								\$9,253
RX Benefit Management Fees	218	164	10	436	298								\$1,125
Miscellaneous Expense (5)	5,347	(2,647)	9,282	176	835								\$12,993
Professional Fees (6)	8,897	9,260	(22,268)	719	(1,489)								(\$4,881)
Total Variance Expenses	\$22,152	\$17,854	(\$13,803)	\$94,187	(\$103,941)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$16,449

Notes:

- (1) Assumes the Non-medicare membership decreases by 2 member per month. Assumes Medicare Basic membership increases by 3 members per month while Medicare Basic Plus decreases by 2 members per month.
- (2) PMPM Administrative Expense includes the combined expenses for Third Party Administration services (including finance and accounting), Provider Network services, and Utilization Management services.
- (3) Variable Administrative Expense includes Case Management & Care Coaching, and miscellaneous administrative expenses such as special mailings.
- (4) Salary and Benefits Expense includes the combined expenses for the Executive Director and staff positions.
- (5) Miscellaneous expense includes:
 - \$37,000 of insurance expenses (D&O, E&O and general liability).
 - \$47,800 for WSHIP Board meeting expenses and travel costs.
 - \$32,600 for bank fees.
 - \$21,300 for phone, conference lines and other office expenses.
- (6) Professional fees includes:
 - \$100,000 of actuarial expenses which covers IBNR calculations, premium rate development, forecast updates and actuarial studies.
 - \$70,000 of legal expenses.
 - \$70,000 of consulting expenses (including IRO).
 - \$22,000 of auditing expenses.

WSHIP Financial Performance

CASH BASIS	Month Ending May 31, 2018			
	Projected	Actual	Variance	% Change
Membership	1,422	1,426	4	0%
Avg Premium Receipt PMPM	\$348	\$372	\$24	7%
Avg Medical Claim Expense PMPM	\$1,368	\$1,980	(\$612)	-45%
Avg Pharmacy Claim Expense PMPM	\$856	\$641	\$215	25%
Avg Premium Receipt Less Avg Claim Expense PMPM	(\$1,876)	(\$2,249)	(\$373)	-20%
Avg Premium Receipt Less Avg Claim Expense Total	(\$2,667,672)	(\$3,207,074)	(\$539,402)	-20%
Variance Due to Changes in Membership			(\$8,996)	
Variance Due to Changes in Claim Expenses			(\$530,406)	

CASH BASIS	Year-To-Date May 31, 2018			
	Projected	Actual	Variance	% Change
Member Months	7,121	7,163	42	1%
Avg Premium Receipt PMPM	\$672	\$839	\$167	25%
Avg Medical Claim Expense PMPM	\$1,373	\$1,519	\$146	11%
Avg Pharmacy Claim Expense PMPM	\$843	\$784	(\$59)	-7%
Avg Premium Receipt Less Avg Claim Expense PMPM	(\$1,544)	(\$1,464)	\$80	5%
Avg Premium Receipt Less Avg Claim Expense Total	(\$10,994,824)	(\$10,486,632)	\$508,192	5%
Variance Due to Changes in Membership			(\$61,488)	
Variance Due to Changes in Claim Expenses			\$569,680	

INCURRED BASIS	Year-To-Date May 31, 2018	Year-To-Date May 31, 2017
	Actual	Actual - Prior Year
Member Months	7,163	7,316
Avg Premium Income PMPM	\$766	\$725
Avg Medical Claim Expense PMPM (1)	\$1,600	\$1,434
Avg Pharmacy Claim Expense PMPM (2)	\$808	\$843
Avg Premium Receipt Less Avg Claim Expense PMPM	(\$1,642)	(\$1,552)
Avg Premium Receipt Less Avg Claim Expense Total	(\$11,761,646)	(\$11,354,432)

(1) Incurred medical claims data totals \$11,460,359 which is derived from \$7,623,359 actual paid claims with dates of service between 01-01-18 and 5-31-18 and \$3,837,000 IBNR reserve.

(2) Incurred pharmacy claims data totals \$5,787,733 which is derived from \$5,200,733 actual paid claims with dates of service between 01-01-18 and 5-31-18 and \$587,000 IBNR reserve.