

## State of Delaware Health Fund Monthly Statement November 2017

OPERATING REVENUES	November Actual			November Budget			Variance			YTD Actual			YTD Budget			Variance			
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	
<b>Premium Contributions</b>																			
Highmark	\$ 49,968,316	60.26%	\$ 49,777,551	57.56%	\$ 190,765	0.38%	\$ 257,411,388	68.96%	\$ 248,887,754	65.73%	\$ 8,523,634	3.42%							
Aetna	\$ 17,207,725	20.75%	\$ 17,750,840	20.53%	\$ (543,115)	-3.06%	\$ 78,383,262	21.00%	\$ 88,754,202	23.44%	\$ (10,370,940)	-11.69%							
<b>Total Premium Contributions</b>	<b>\$ 67,176,041</b>	<b>81.01%</b>	<b>\$ 67,528,391</b>	<b>78.09%</b>	<b>\$ (352,350)</b>	<b>-0.52%</b>	<b>\$ 335,794,651</b>	<b>89.95%</b>	<b>\$ 337,641,956</b>	<b>89.16%</b>	<b>\$ (1,847,306)</b>	<b>-0.55%</b>							
<b>Other Revenues</b>																			
Medicare Retiree RX Prog. (EGWP) Direct Subsidy	\$ 425,949	0.51%	\$ 426,121	0.49%	\$ (172)	-0.04%	\$ 2,285,952	0.61%	\$ 2,368,581	0.63%	\$ (82,629)	-3.49%							
Federal Reinsurance	\$ 665,945	0.80%	\$ 646,918	0.75%	\$ 19,027	2.94%	\$ 3,307,492	0.89%	\$ 3,234,590	1%	\$ 72,902	2.25%							
Prescription Drug Rebates (Commercial)	\$ 6,984,957	8.42%	\$ 7,120,346	8.23%	\$ (135,389)	-1.90%	\$ 14,129,817	3.79%	\$ 14,240,691	3.76%	\$ (110,874)	-0.78%							
Prescription Drug Rebates (EGWP)	\$ 4,894,737	5.90%	\$ 5,019,500	5.80%	\$ (124,763)	-2.49%	\$ 9,517,090	2.55%	\$ 10,039,000	2.65%	\$ (521,909)	-5.20%							
Prescription True Up/Yr End Recon Pymts	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ 2,454,413	0.66%	\$ -	0.00%	\$ 2,454,413	0.00%							
Medicare Part D Coverage Gap Discount	\$ 2,586,782	3.12%	\$ 5,549,313	6.42%	\$ (2,962,531)	-53.39%	\$ 4,619,123	1.24%	\$ 10,214,446	2.70%	\$ (5,595,322)	-54.78%							
Participating Group Fees	\$ 169,300	0.20%	\$ 186,848	0.22%	\$ (17,548)	-9.39%	\$ 880,818	0.24%	\$ 934,238	0.25%	\$ (53,419)	-5.72%							
Other Revenues	\$ 15,697	0.02%	\$ -	0.00%	\$ 15,697	0.00%	\$ 311,209	0.08%	\$ -	0.00%	\$ 311,209	0.00%							
<b>Total Other Revenues</b>	<b>\$ 15,743,367</b>	<b>18.99%</b>	<b>\$ 18,949,045</b>	<b>21.91%</b>	<b>\$ (3,205,678)</b>	<b>-16.92%</b>	<b>\$ 37,505,914</b>	<b>10.05%</b>	<b>\$ 41,031,545</b>	<b>10.84%</b>	<b>\$ (3,525,631)</b>	<b>-8.59%</b>							
<b>Total Operating Revenues</b>	<b>\$ 82,919,408</b>		<b>\$ 86,477,436</b>		<b>\$ (3,558,028)</b>	<b>-4.11%</b>	<b>\$ 373,300,565</b>		<b>\$ 378,673,501</b>		<b>\$ (5,372,937)</b>	<b>-1.42%</b>							
<b>OPERATING EXPENSES</b>																			
<b>Claims</b>																			
Highmark	\$ 39,925,335	53.21%	\$ 40,769,194	53.67%	\$ (843,860)	-2.07%	\$ 180,506,729	52.71%	\$ 179,384,455	48.30%	\$ 1,122,273	0.63%							
Aetna	\$ 11,490,826	15.32%	\$ 12,251,023	16.13%	\$ (760,197)	-6.21%	\$ 42,668,979	12.46%	\$ 67,380,626	18.14%	\$ (24,711,647)	-36.67%							
Express Scripts (non-Plan D)	\$ 10,108,104	13.47%	\$ 10,898,086	14.35%	\$ (789,982)	-7.25%	\$ 55,367,754	16.17%	\$ 59,939,474	16.14%	\$ (4,571,720)	-7.63%							
Express Scripts (Plan D)	\$ 8,408,615	11.21%	\$ 8,825,494	11.62%	\$ (416,880)	-4.72%	\$ 45,504,245	13.29%	\$ 48,540,217	13.07%	\$ (3,035,972)	-6.25%							
<b>Total Claims</b>	<b>\$ 69,932,879</b>	<b>93.21%</b>	<b>\$ 72,743,798</b>	<b>95.76%</b>	<b>\$ (2,810,919)</b>	<b>-3.86%</b>	<b>\$ 324,047,707</b>	<b>94.62%</b>	<b>\$ 355,244,773</b>	<b>95.65%</b>	<b>\$ (31,197,066)</b>	<b>-8.78%</b>							
<b>Other Expenses</b>																			
Program Fees and Costs (Vendor ASO Fees)	\$ 4,751,954	6.33%	\$ 2,789,955	3.67%	\$ 1,961,999	70.32%	\$ 16,364,801	4.78%	\$ 13,949,776	3.76%	\$ 2,415,025	17.31%							
Office Expenses	\$ 201,967	0.27%	\$ 219,000	0.29%	\$ (17,033)	-7.78%	\$ 1,040,070	0.30%	\$ 1,145,000	0.31%	\$ (104,930)	-9.16%							
Employee Assistance	\$ 30,243	0.04%	\$ 30,542	0.04%	\$ (299)	-0.98%	\$ 151,732	0.04%	\$ 152,710	0.04%	\$ (978)	-0.64%							
Data Warehouse	\$ 36,909	0.05%	\$ 36,234	0.05%	\$ 675	1.86%	\$ 184,544	0.05%	\$ 181,170	0.05%	\$ 3,374	1.86%							
Consultant Fees	\$ 69,000	0.09%	\$ 119,500	0.16%	\$ (50,500)	-42.26%	\$ 385,000	0.11%	\$ 597,500	0.16%	\$ (212,500)	-35.56%							
COBRA Fees	\$ 3,534	0.00%	\$ 5,298	0.01%	\$ (1,763)	-33.28%	\$ 28,026	0.01%	\$ 26,488	0.01%	\$ 1,538	5.81%							
ACA Fees	\$ -	0.00%	\$ 22,661	0.03%	\$ (22,661)	-100.00%	\$ 265,985	0.08%	\$ 113,303	0.03%	\$ 152,682	134.75%							
<b>Total Other Expenses</b>	<b>\$ 5,093,607</b>	<b>6.79%</b>	<b>\$ 3,223,190</b>	<b>4.24%</b>	<b>\$ 1,870,417</b>	<b>58.03%</b>	<b>\$ 18,420,159</b>	<b>5.38%</b>	<b>\$ 16,165,948</b>	<b>4.35%</b>	<b>\$ 2,254,211</b>	<b>13.94%</b>							
<b>Total Operating Expenses</b>	<b>\$ 75,026,486</b>		<b>\$ 75,966,987</b>		<b>\$ (940,502)</b>	<b>-1.24%</b>	<b>\$ 342,467,866</b>		<b>\$ 371,410,721</b>		<b>\$ (28,942,855)</b>	<b>-7.79%</b>							
<b>Net Income</b>	<b>\$ 7,892,922</b>		<b>\$ 10,510,449</b>		<b>\$ (2,617,526)</b>	<b>-24.90%</b>	<b>\$ 30,832,699</b>		<b>\$ 7,262,780</b>		<b>\$ 23,569,919</b>	<b>324.53%</b>							
Balance Forward	\$ 125,662,806		\$ 99,475,361				\$ 102,723,030		\$ 102,723,030										
<b>Fund Equity Balance</b>	<b>\$ 133,555,728</b>		<b>\$ 109,985,810</b>		<b>\$ 23,569,919</b>	<b>21.43%</b>	<b>\$ 133,555,728</b>		<b>\$ 109,985,810</b>		<b>\$ 23,569,919</b>	<b>21.43%</b>							
Average Members	124,099		125,307		-1,208	-0.96%													

	Recommended Target	Current Balance	Variance	Projected Year End	Variance
<b>CLAIM LIABILITY</b>	\$ 59,526,000	\$ 59,526,000	\$ -	\$ 59,526,000	\$ -
<b>MINIMUM RESERVE</b>	\$ 24,000,000	\$ 74,029,728	\$ 50,029,728	\$ 60,074,078	\$ 36,074,078

## State of Delaware Health Fund Monthly Statement December 2017

OPERATING REVENUES	December Actual			December Budget			Variance			YTD Actual			YTD Budget			Variance			
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	
<b>Premium Contributions</b>																			
Highmark	\$ 50,622,452	73.13%	\$ 49,777,551	72.36%	\$ 844,901	1.70%	\$ 308,033,840	69.61%	\$ 298,665,305	66.75%	\$ 9,368,535	3.14%							
Aetna	\$ 17,321,985	25.02%	\$ 17,750,840	25.81%	\$ (428,856)	-2.42%	\$ 95,705,247	21.63%	\$ 106,505,042	23.80%	\$ (10,799,796)	-10.14%							
<b>Total Premium Contributions</b>	<b>\$ 67,944,436</b>	<b>98.15%</b>	<b>\$ 67,528,391</b>	<b>98.17%</b>	<b>\$ 416,045</b>	<b>0.62%</b>	<b>\$ 403,739,087</b>	<b>91.24%</b>	<b>\$ 405,170,347</b>	<b>90.55%</b>	<b>\$ (1,431,260)</b>	<b>-0.35%</b>							
<b>Other Revenues</b>																			
Medicare Retiree RX Prog. (EGWP) Direct Subsidy	\$ 417,127	0.60%	\$ 426,121	0.62%	\$ (8,994)	-2.11%	\$ 2,703,079	0.61%	\$ 2,794,702	0.62%	\$ (91,623)	-3.28%							
Federal Reinsurance	\$ 667,270	0.96%	\$ 646,918	0.94%	\$ 20,352	3.15%	\$ 3,974,762	0.90%	\$ 3,881,508	1%	\$ 93,254	2.40%							
Prescription Drug Rebates (Commercial)	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ 14,129,817	3.19%	\$ 14,240,691	3.18%	\$ (110,874)	-0.78%							
Prescription Drug Rebates (EGWP)	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ 9,517,090	2.15%	\$ 10,039,000	2.24%	\$ (521,909)	-5.20%							
Prescription True Up/Yr End Recon Pymts	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ 2,454,413	0.55%	\$ -	0.00%	\$ 2,454,413	0.00%							
Medicare Part D Coverage Gap Discount	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%	\$ 4,619,123	1.04%	\$ 10,214,446	2.28%	\$ (5,595,322)	-54.78%							
Participating Group Fees	\$ 181,481	0.26%	\$ 186,848	0.27%	\$ (5,367)	-2.87%	\$ 1,062,299	0.24%	\$ 1,121,085	0.25%	\$ (58,786)	-5.24%							
Other Revenues	\$ 15,474	0.02%	\$ -	0.00%	\$ 15,474	0.00%	\$ 326,683	0.07%	\$ -	0.00%	\$ 326,683	0.00%							
<b>Total Other Revenues</b>	<b>\$ 1,281,351</b>	<b>1.85%</b>	<b>\$ 1,259,886</b>	<b>1.83%</b>	<b>\$ 21,465</b>	<b>1.70%</b>	<b>\$ 38,787,265</b>	<b>8.76%</b>	<b>\$ 42,291,431</b>	<b>9.45%</b>	<b>\$ (3,504,166)</b>	<b>-8.29%</b>							
<b>Total Operating Revenues</b>	<b>\$ 69,225,788</b>		<b>\$ 68,788,278</b>		<b>\$ 437,510</b>	<b>0.64%</b>	<b>\$ 442,526,352</b>		<b>\$ 447,461,779</b>		<b>\$ (4,935,427)</b>	<b>-1.10%</b>							
<b>OPERATING EXPENSES</b>																			
<b>Claims</b>																			
Highmark	\$ 34,181,900	48.74%	\$ 32,615,356	46.02%	\$ 1,566,545	4.80%	\$ 214,688,629	52.03%	\$ 211,999,811	47.93%	\$ 2,688,818	1.27%							
Aetna	\$ 16,261,886	23.19%	\$ 15,313,779	21.61%	\$ 948,107	6.19%	\$ 58,930,865	14.28%	\$ 82,694,405	18.70%	\$ (23,763,540)	-28.74%							
Express Scripts (non-Plan D)	\$ 9,948,721	14.19%	\$ 10,898,086	15.38%	\$ (949,365)	-8.71%	\$ 65,316,475	15.83%	\$ 70,837,560	16.02%	\$ (5,521,085)	-7.79%							
Express Scripts (Plan D)	\$ 8,543,128	12.18%	\$ 8,825,494	12.45%	\$ (282,366)	-3.20%	\$ 54,047,373	13.10%	\$ 57,365,712	12.97%	\$ (3,318,339)	-5.78%							
<b>Total Claims</b>	<b>\$ 68,935,635</b>	<b>98.30%</b>	<b>\$ 67,652,715</b>	<b>95.45%</b>	<b>\$ 1,282,921</b>	<b>1.90%</b>	<b>\$ 392,983,342</b>	<b>95.25%</b>	<b>\$ 422,897,488</b>	<b>95.62%</b>	<b>\$ (29,914,146)</b>	<b>-7.07%</b>							
<b>Other Expenses</b>																			
Program Fees and Costs (Vendor ASO Fees)	\$ 848,527	1.21%	\$ 2,789,955	3.94%	\$ (1,941,428)	-69.59%	\$ 17,213,329	4.17%	\$ 16,739,732	3.78%	\$ 473,597	2.83%							
Office Expenses	\$ 204,305	0.29%	\$ 219,000	0.31%	\$ (14,695)	-6.71%	\$ 1,244,375	0.30%	\$ 1,364,000	0.31%	\$ (119,625)	-8.77%							
Employee Assistance	\$ 30,241	0.04%	\$ 30,542	0.04%	\$ (301)	-0.98%	\$ 181,974	0.04%	\$ 183,252	0.04%	\$ (1,278)	-0.70%							
Data Warehouse	\$ 36,909	0.05%	\$ 36,234	0.05%	\$ 675	1.86%	\$ 221,453	0.05%	\$ 217,404	0.05%	\$ 4,049	1.86%							
Consultant Fees	\$ 69,000	0.10%	\$ 119,500	0.17%	\$ (50,500)	-42.26%	\$ 454,000	0.11%	\$ 717,000	0.16%	\$ (263,000)	-36.68%							
COBRA Fees	\$ 3,391	0.00%	\$ 5,298	0.01%	\$ (1,906)	-35.98%	\$ 31,418	0.01%	\$ 31,786	0.01%	\$ (368)	-1.16%							
ACA Fees	\$ -	0.00%	\$ 22,661	0.03%	\$ (22,661)	-100.00%	\$ 265,985	0.06%	\$ 135,964	0.03%	\$ 130,021	95.63%							
<b>Total Other Expenses</b>	<b>\$ 1,192,373</b>	<b>1.70%</b>	<b>\$ 3,223,190</b>	<b>4.55%</b>	<b>\$ (2,030,816)</b>	<b>-63.01%</b>	<b>\$ 19,612,533</b>	<b>4.75%</b>	<b>\$ 19,389,137</b>	<b>4.38%</b>	<b>\$ 223,395</b>	<b>1.15%</b>							
<b>Total Operating Expenses</b>	<b>\$ 70,128,009</b>		<b>\$ 70,875,904</b>		<b>\$ (747,896)</b>	<b>-1.06%</b>	<b>\$ 412,595,874</b>		<b>\$ 442,286,625</b>		<b>\$ (29,690,751)</b>	<b>-6.71%</b>							
<b>Net Income</b>	<b>\$ (902,221)</b>		<b>\$ (2,087,627)</b>		<b>\$ 1,185,406</b>	<b>-56.78%</b>	<b>\$ 29,930,478</b>		<b>\$ 5,175,154</b>		<b>\$ 24,755,324</b>	<b>478.35%</b>							
Balance Forward	\$ 133,555,728		\$ 109,985,810				\$ 102,723,030		\$ 102,723,030										
<b>Fund Equity Balance</b>	<b>\$ 132,653,507</b>		<b>\$ 107,898,183</b>		<b>\$ 24,755,324</b>	<b>22.94%</b>	<b>\$ 132,653,507</b>		<b>\$ 107,898,183</b>		<b>\$ 24,755,324</b>	<b>22.94%</b>							
Average Members	124,770		125,307		-537	-0.43%													

	Recommended Target	Current Balance	Variance	Projected Year End	Variance
<b>CLAIM LIABILITY</b>	\$ 59,526,000	\$ 59,526,000	\$ -	\$ 59,526,000	\$ -
<b>MINIMUM RESERVE</b>	\$ 24,000,000	\$ 73,127,507	\$ 49,127,507	\$ 60,074,078	\$ 36,074,078