

State of Delaware GHIP

FY25 Budget

August 26, 2024



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Enrollment

		First State Basic	Comp PPO	CDH Gold	HMO	Medicfill	Total
FY 23	July	3,654	30,143	3,449	8,848	29,054	75,148
	June	4,099	30,183	3,498	8,729	29,530	76,039
	Average	3,867	30,081	3,477	8,772	29,327	75,525
FY 24	July	4,048	30,645	3,623	8,473	29,651	76,440
	August	4,065	30,651	3,614	8,461	29,716	76,507
	September	4,054	30,488	3,596	8,410	29,819	76,367
	October	4,117	30,491	3,600	8,379	29,834	76,421
	November	4,164	30,484	3,611	8,389	29,847	76,495
	December	4,295	30,764	3,640	8,478	29,874	77,051
	January	4,488	31,095	3,706	8,580	29,905	77,774
	February	4,544	31,115	3,715	8,585	29,915	77,874
	March	4,579	31,129	3,713	8,578	29,929	77,928
	April	4,602	31,151	3,715	8,552	29,982	78,002
	May	4,599	31,153	3,725	8,542	29,974	77,993
	June	4,614	31,112	3,711	8,535	30,006	77,978
	Average	4,347	30,857	3,664	8,497	29,871	77,236
FY 25 BUDGET	July	4,688	31,092	4,008	8,477	30,114	78,379
	August	4,692	31,118	4,011	8,484	30,139	78,444
	September	4,696	31,144	4,015	8,491	30,164	78,509
	October	4,700	31,169	4,018	8,498	30,189	78,574
	November	4,704	31,195	4,021	8,505	30,214	78,639
	December	4,707	31,221	4,025	8,512	30,239	78,705
	January	4,711	31,247	4,028	8,519	30,264	78,770
	February	4,715	31,273	4,031	8,526	30,289	78,835
	March	4,719	31,299	4,035	8,533	30,314	78,901
	April	4,723	31,325	4,038	8,540	30,340	78,966
	May	4,727	31,351	4,041	8,548	30,365	79,032
	June	4,731	31,377	4,045	8,555	30,390	79,097
	Average	4,709	31,234	4,026	8,516	30,252	78,738

- Total Subscribers up more than 4% over the past two years (post 7/1/24 open enrollment)
 - FSB +29%
 - CDH Gold +16%
 - Medicfill +4%
 - Comprehensive PPO +3%
 - HMO -4%
- Enrollment projected to grow by 1% per annum post July, 2024 open enrollment elections

Premium Contributions (\$Millions)

	Active Employees		Pensioners				COBRA	Non-Payroll			Total GHIP	
	State Share	Employee Share	State Share Pre-65	Pensioner Share Pre-65	State Share Medicare	Pensioner Share Medicare		Medicare	Pre-65	Active		
FY 24	July	\$42.9	\$5.1	\$5.9	\$0.9	\$11.8	\$0.6	\$0.1	\$1.1	\$1.0	\$9.0	\$78.3
	August	\$44.2	\$5.3	\$6.3	\$1.0	\$11.8	\$0.6	\$0.1	\$1.1	\$1.1	\$9.9	\$81.2
	September	\$43.8	\$5.3	\$6.9	\$0.9	\$11.9	\$0.6	\$0.1	\$1.1	\$1.2	\$10.4	\$82.1
	October	\$44.1	\$5.5	\$6.6	\$0.9	\$11.9	\$0.6	\$0.1	\$1.1	\$1.0	\$9.3	\$81.0
	November	\$44.1	\$5.5	\$6.5	\$0.9	\$11.9	\$0.6	\$0.1	\$1.1	\$1.1	\$9.8	\$81.5
	December	\$44.6	\$5.5	\$6.5	\$0.9	\$11.9	\$0.6	\$0.1	\$1.1	\$1.2	\$11.0	\$83.2
	January	\$45.3	\$5.4	\$6.4	\$0.9	\$11.9	\$0.6	\$0.1	\$1.1	\$1.0	\$9.3	\$81.9
	February	\$45.7	\$5.4	\$6.4	\$0.9	\$12.5	\$0.6	\$0.1	\$1.1	\$1.1	\$9.8	\$83.6
	March	\$45.8	\$5.4	\$6.6	\$0.9	\$12.5	\$0.6	\$0.1	\$1.1	\$1.0	\$8.9	\$82.8
	April	\$45.9	\$5.4	\$6.5	\$0.9	\$12.5	\$0.6	\$0.1	\$1.2	\$1.3	\$11.6	\$85.8
	May	\$46.1	\$5.4	\$6.4	\$0.9	\$12.5	\$0.6	\$0.1	\$1.2	\$1.1	\$10.0	\$84.3
	June	\$46.1	\$5.4	\$6.4	\$0.9	\$12.5	\$0.6	\$0.0	\$1.2	\$1.1	\$10.0	\$84.3
	Total	\$538.5	\$64.6	\$77.4	\$10.7	\$145.3	\$7.3	\$0.7	\$13.4	\$13.2	\$118.9	\$990.0
FY 25 Budget	July	\$52.6	\$6.2	\$6.4	\$1.1	\$12.5	\$0.6	\$0.1	\$1.2	\$1.1	\$10.0	\$91.8
	August	\$59.0	\$7.0	\$8.2	\$1.1	\$12.5	\$0.6	\$0.1	\$1.2	\$1.4	\$12.8	\$103.9
	September	\$59.1	\$7.0	\$8.2	\$1.1	\$12.5	\$0.6	\$0.1	\$1.2	\$1.4	\$12.8	\$104.0
	October	\$59.1	\$7.0	\$8.2	\$1.1	\$12.5	\$0.6	\$0.1	\$1.2	\$1.4	\$12.8	\$104.1
	November	\$59.2	\$7.0	\$8.2	\$1.1	\$12.5	\$0.6	\$0.1	\$1.2	\$1.4	\$12.9	\$104.2
	December	\$59.2	\$7.0	\$8.2	\$1.1	\$12.6	\$0.6	\$0.1	\$1.2	\$1.4	\$12.9	\$104.3
	January	\$59.3	\$7.0	\$8.2	\$1.1	\$12.6	\$0.8	\$0.1	\$1.2	\$1.4	\$12.9	\$104.5
	February	\$59.3	\$7.0	\$8.2	\$1.1	\$16.0	\$0.8	\$0.1	\$1.5	\$1.4	\$12.9	\$108.3
	March	\$59.4	\$7.0	\$8.2	\$1.1	\$16.0	\$0.8	\$0.1	\$1.5	\$1.4	\$12.9	\$108.4
	April	\$59.4	\$7.0	\$8.3	\$1.1	\$16.0	\$0.8	\$0.1	\$1.5	\$1.4	\$12.9	\$108.5
	May	\$59.5	\$7.0	\$8.3	\$1.1	\$16.0	\$0.8	\$0.1	\$1.5	\$1.4	\$12.9	\$108.6
	June	\$59.5	\$7.0	\$8.3	\$1.1	\$16.0	\$0.8	\$0.1	\$1.5	\$1.4	\$12.9	\$108.7
	Total	\$704.7	\$83.1	\$97.0	\$13.5	\$167.7	\$8.7	\$0.7	\$15.7	\$16.8	\$151.6	\$1,259.5

Other Revenues

		EGWP Direct Subsidy	Federal Reinsurance	Commercial Rebates	EGWP Rebates	EGWP Year-end Reconciliation	Coverage Gap Discount	Participating Group Fees	Other Revenues	Total
FY 2024	July	\$ 4,996	\$ 1,938,026	\$ -	\$ -	\$ -	\$ -	\$ 557,634	\$ 39,005	\$ 2,539,662
	August	\$ (146,427)	\$ 1,947,349	\$ 17,466,141	\$ 14,971,865	\$ -	\$ -	\$ 608,217	\$ 15,624	\$ 34,862,770
	September	\$ (146,661)	\$ 1,949,984	\$ -	\$ -	\$ -	\$ -	\$ 638,674	\$ 15,511	\$ 2,457,508
	October	\$ (151,912)	\$ 1,955,997	\$ -	\$ -	\$ -	\$ 8,044,939	\$ 576,088	\$ 15,528	\$ 10,440,640
	November	\$ (158,062)	\$ 1,956,335	\$ 23,288,874	\$ 15,159,184	\$ -	\$ -	\$ 599,611	\$ 19,135	\$ 40,865,077
	December	\$ (159,506)	\$ 1,959,105	\$ -	\$ -	\$ -	\$ 9,693,127	\$ 671,652	\$ 16,311	\$ 12,180,689
	January	\$ 458,344	\$ 2,056,492	\$ -	\$ -	\$ 3,424,953	\$ -	\$ 571,954	\$ 19,448	\$ 6,531,191
	February	\$ 459,150	\$ 2,063,245	\$ 25,454,090	\$ 15,962,488	\$ -	\$ -	\$ 609,973	\$ 17,822	\$ 44,566,768
	March	\$ 447,173	\$ 2,061,255	\$ -	\$ -	\$ -	\$ 9,991,398	\$ 554,686	\$ 110,899	\$ 13,165,410
	April	\$ 443,386	\$ 2,063,814	\$ -	\$ -	\$ -	\$ -	\$ 707,109	\$ 17,304	\$ 3,231,613
	May	\$ 448,618	\$ 2,066,444	\$ 23,927,259	\$ 16,743,980	\$ -	\$ -	\$ 640,107	\$ 19,143	\$ 43,845,550
	June	\$ 454,626	\$ 2,067,724	\$ -	\$ -	\$ -	\$ 5,283,875	\$ 634,466	\$ 7,336,289	\$ 15,776,979
	Total	\$ 1,953,726	\$ 24,085,770	\$ 90,136,364	\$ 62,837,517	\$ 3,424,953	\$ 33,013,338	\$ 7,370,170	\$ 7,642,019	\$ 230,463,858
Budget	July	\$ 779,000	\$ 2,134,000	\$ -	\$ -	\$ -	\$ -	\$ 635,000	\$ 15,000	\$ 3,563,000
	August	\$ 511,000	\$ 2,136,000	\$ 27,606,000	\$ 16,877,000	\$ -	\$ -	\$ 636,000	\$ 15,000	\$ 47,781,000
	September	\$ 511,000	\$ 2,138,000	\$ -	\$ -	\$ -	\$ -	\$ 637,000	\$ 15,000	\$ 3,301,000
	October	\$ 512,000	\$ 2,140,000	\$ -	\$ -	\$ -	\$ 7,540,000	\$ 638,000	\$ 15,000	\$ 10,845,000
	November	\$ 512,000	\$ 2,141,000	\$ 27,114,000	\$ 17,085,000	\$ -	\$ -	\$ 639,000	\$ 15,000	\$ 47,506,000
	December	\$ 513,000	\$ 2,143,000	\$ -	\$ -	\$ -	\$ 9,080,000	\$ 640,000	\$ 15,000	\$ 12,391,000
	January	\$ 3,560,000	\$ 918,000	\$ -	\$ -	\$ 6,715,000	\$ -	\$ 641,000	\$ 15,000	\$ 11,849,000
	February	\$ 3,563,000	\$ 918,000	\$ 28,177,000	\$ 17,977,000	\$ -	\$ -	\$ 642,000	\$ 15,000	\$ 51,292,000
	March	\$ 3,566,000	\$ 919,000	\$ -	\$ -	\$ -	\$ 9,280,000	\$ 643,000	\$ 15,000	\$ 14,423,000
	April	\$ 3,569,000	\$ 920,000	\$ -	\$ -	\$ -	\$ -	\$ 644,000	\$ 15,000	\$ 5,148,000
	May	\$ 3,572,000	\$ 921,000	\$ 29,240,000	\$ 20,357,000	\$ -	\$ -	\$ 645,000	\$ 15,000	\$ 54,750,000
	June	\$ 3,575,000	\$ 921,000	\$ -	\$ -	\$ -	\$ 4,800,000	\$ 646,000	\$ 15,000	\$ 9,957,000
	Total	\$ 24,743,000	\$ 18,349,000	\$ 112,137,000	\$ 72,296,000	\$ 6,715,000	\$ 30,700,000	\$ 7,686,000	\$ 180,000	\$ 272,806,000

EGWP Revenues - Direct Subsidy

	DIRECT SUBSIDY							
	CALENDAR 2024					CALENDAR 2025		
	Members	PMPM	Expected	Actual	Actual / Expected	Members	PEPM	Expected
Jan	29,905	\$17	\$508,385	\$458,344	0.902	30,173	\$118	\$3,560,472
Feb	29,915	\$17	\$508,555	\$459,150	0.903	30,199	\$118	\$3,563,426
Mar	29,929	\$17	\$508,793	\$447,173	0.879	30,224	\$118	\$3,566,382
Apr	29,982	\$17	\$509,694	\$443,386	0.870	30,249	\$118	\$3,569,340
May	29,974	\$17	\$509,558	\$448,618	0.880	30,274	\$118	\$3,572,301
Jun	29,999	\$17	\$509,981	\$454,626	0.891	30,299	\$118	\$3,575,265
Jul	30,024	\$17	\$510,404	\$779,100	1.526	30,324	\$118	\$3,578,230
Aug	30,049	\$17	\$510,827	\$510,827	1.000	30,349	\$118	\$3,581,199
Sep	30,074	\$17	\$511,251	\$511,251	1.000	30,374	\$118	\$3,584,170
Oct	30,099	\$17	\$511,675	\$511,675	1.000	30,400	\$118	\$3,587,143
Nov	30,123	\$17	\$512,099	\$512,099	1.000	30,425	\$118	\$3,590,118
Dec	30,148	\$17	\$512,524	\$512,524	1.000	30,450	\$118	\$3,593,097
	360,220		\$6,123,746	\$6,048,774		363,739		\$42,921,143

- The Direct Subsidy represents the base portion of Part D (and EGWPs) financed by the government.
- Due to the Inflation Reduction Act (IRA) of 2022, Medicare has updated its calculation of the Direct Subsidy which will lead to significantly higher payments in 2025 and thereafter.

EGWP Revenues - Federal Reinsurance

	FEDERAL REINSURANCE									
	CALENDAR 2024					CALENDAR 2025				
	Members	PMPM	Expected	Prospective	Actual / Expected	Members	PMPM	Expected	Prospective	Actual / Expected
Jan	29,905	\$91	\$2,721,355	\$2,056,492	0.756	30,173	\$62	\$1,870,757	\$917,576	0.490
Feb	29,915	\$91	\$2,722,265	\$2,063,245	0.758	30,199	\$62	\$1,872,309	\$918,337	0.490
Mar	29,929	\$91	\$2,723,539	\$2,061,255	0.757	30,224	\$62	\$1,873,862	\$919,099	0.490
Apr	29,982	\$91	\$2,728,362	\$2,063,814	0.756	30,249	\$62	\$1,875,416	\$919,861	0.490
May	29,974	\$91	\$2,727,634	\$2,066,444	0.758	30,274	\$62	\$1,876,972	\$920,624	0.490
Jun	29,999	\$91	\$2,729,897	\$2,067,724	0.757	30,299	\$62	\$1,878,529	\$921,388	0.490
Jul	30,024	\$91	\$2,732,161	\$2,134,388	0.757	30,324	\$62	\$1,880,087	\$922,152	0.490
Aug	30,049	\$91	\$2,734,428	\$2,136,159	0.757	30,349	\$62	\$1,881,647	\$922,917	0.490
Sep	30,074	\$91	\$2,736,696	\$2,137,931	0.757	30,374	\$62	\$1,883,208	\$923,683	0.490
Oct	30,099	\$91	\$2,738,966	\$2,139,704	0.757	30,400	\$62	\$1,884,770	\$924,449	0.490
Nov	30,123	\$91	\$2,741,238	\$2,141,479	0.757	30,425	\$62	\$1,886,333	\$925,216	0.490
Dec	30,148	\$91	\$2,743,512	\$2,143,256	0.757	30,450	\$62	\$1,887,898	\$925,984	0.490
	360,220		\$32,780,053	\$25,211,891		363,739		\$22,551,787	\$11,061,288	
		Year-end Reconciliation		\$7,568,162					\$11,490,499	

- Due to the IRA of 2022, Medicare has updated the catastrophic reinsurance payment for 2025. Previously, EGWPs were responsible for 20% of claims in the final Medicare Part D phase, the catastrophic zone. In 2025, that number is jumping up to 60% responsibility and therefore we will see less reinsurance prospectively and during the true up.
- The reinsurance program is paid in two pieces – an upfront Prospective payment and then a settlement provided within 12-15 months after year end. For 2025, CMS lowered the monthly prospective payment from \$71.09 in 2024 to \$30.41 in 2025.

EGWP Revenues

	COVERAGE GAP DISCOUNT PROGRAM (Lagged 90 - 120 Days)					
	CALENDAR 2024			CALENDAR 2025		
	Members	PEPM	CVS Expected	Members	PEPM	CVS Expected
Q1	89,749		\$5,283,875	90,596		\$4,800,000
Q2	89,955		\$7,540,000	90,821		\$7,220,000
Q3	90,146		\$9,080,000	91,047		\$8,690,000
Q4	90,371		\$9,280,000	91,274		\$8,880,000
	360,220	\$89	\$31,183,875	363,739	\$85	\$29,590,000

- Due to the IRA of 2022, Medicare has removed the Coverage Gap Discount Program for 2025 and is replacing it with a similar program called the Standard Coverage Phase, where money will still be passed back to EGWPs. There are slight changes to the calculation of what is passed back in this phase, but it is projected to be about ~96% of what was earned in 2024. Coverage Gap.

Claims (\$Millions)

FY24	Active						Pre-65 Retirees				Medicare Retirees			Total GHIP
	Highmark	Aetna	Surgery Plus	Hinge Health	CVS Commercial	Total	Highmark	Aetna	CVS Commercial	Total	Medicfill	EGWP	Total	
July	\$33.3	\$10.3	\$1.1	\$0.0	\$13.4	\$58.2	\$5.4	\$2.0	\$2.6	\$10.0	\$5.0	\$14.9	\$19.9	\$88.1
August	\$46.9	\$10.9	\$1.2	\$0.2	\$13.6	\$72.8	\$8.0	\$2.2	\$2.7	\$12.9	\$6.1	\$16.4	\$22.5	\$108.2
September	\$31.1	\$14.3	\$0.8	\$0.3	\$14.2	\$60.6	\$5.0	\$2.8	\$3.0	\$10.7	\$4.6	\$17.6	\$22.2	\$93.6
October	\$43.7	\$11.6	\$1.7	\$0.0	\$14.6	\$71.6	\$7.8	\$2.4	\$2.6	\$12.8	\$6.4	\$15.6	\$22.0	\$106.4
November	\$35.9	\$10.6	\$1.0	\$0.2	\$16.5	\$64.3	\$5.4	\$2.0	\$3.1	\$10.5	\$5.0	\$17.9	\$22.8	\$97.6
December	\$38.9	\$12.4	\$1.2	\$0.0	\$15.5	\$68.0	\$5.4	\$3.4	\$2.9	\$11.7	\$5.6	\$18.0	\$23.6	\$103.4
January	\$45.4	\$10.7	\$1.2	\$0.0	\$14.8	\$72.2	\$6.6	\$2.2	\$2.8	\$11.5	\$7.4	\$15.9	\$23.3	\$107.0
February	\$36.4	\$10.6	\$1.1	\$0.1	\$15.9	\$64.1	\$6.3	\$2.1	\$2.9	\$11.3	\$7.0	\$17.3	\$24.3	\$99.7
March	\$27.2	\$13.3	\$1.1	\$0.2	\$16.3	\$58.0	\$3.8	\$2.5	\$2.8	\$9.1	\$4.9	\$16.1	\$21.0	\$88.2
April	\$37.6	\$12.8	\$0.6	\$0.0	\$16.6	\$67.6	\$5.3	\$1.9	\$2.9	\$10.1	\$6.7	\$16.2	\$22.9	\$100.6
May	\$50.1	\$15.5	\$1.0	\$0.4	\$17.3	\$84.3	\$7.5	\$2.4	\$3.1	\$12.9	\$7.1	\$17.3	\$24.4	\$121.6
June	\$47.6	\$14.8	\$1.3	\$0.1	\$18.1	\$81.8	\$6.5	\$2.5	\$2.9	\$11.8	\$5.2	\$17.6	\$22.8	\$116.4
Total	\$473.9	\$147.7	\$13.4	\$1.6	\$186.9	\$823.6	\$73.1	\$28.2	\$34.2	\$135.5	\$70.8	\$200.8	\$271.7	\$1,230.7
FY25	Active						Pre-65 Retirees				Medicare Retirees			Total GHIP
	Highmark	Aetna	Surgery Plus	Hinge Health	CVS Commercial	Total	Highmark	Aetna	CVS Commercial	Total	Medicfill	EGWP	Total	
July	\$38.2	\$13.5	\$1.2	\$0.1	\$18.9	\$72.0	\$5.9	\$2.6	\$3.5	\$11.9	\$5.5	\$17.2	\$22.7	\$106.6
August	\$48.3	\$13.3	\$1.2	\$0.1	\$19.2	\$82.1	\$7.4	\$2.5	\$3.5	\$13.5	\$6.9	\$17.5	\$24.4	\$120.0
September	\$39.0	\$13.3	\$1.2	\$0.1	\$19.5	\$73.1	\$6.0	\$2.5	\$3.6	\$12.1	\$5.6	\$17.8	\$23.3	\$108.6
October	\$49.2	\$13.4	\$1.2	\$0.1	\$19.8	\$83.8	\$7.6	\$2.6	\$3.6	\$13.7	\$7.1	\$18.0	\$25.1	\$122.6
November	\$39.8	\$13.5	\$1.2	\$0.1	\$20.1	\$74.7	\$6.1	\$2.6	\$3.7	\$12.4	\$5.7	\$18.3	\$24.0	\$111.1
December	\$40.1	\$13.6	\$1.2	\$0.1	\$20.4	\$75.5	\$6.2	\$2.6	\$3.7	\$12.5	\$5.7	\$18.5	\$24.3	\$112.3
January	\$50.6	\$13.7	\$1.2	\$0.1	\$20.7	\$86.4	\$7.8	\$2.6	\$3.8	\$14.2	\$7.3	\$18.8	\$26.1	\$126.7
February	\$40.9	\$13.8	\$1.2	\$0.1	\$20.9	\$77.1	\$6.3	\$2.6	\$3.8	\$12.8	\$5.9	\$19.1	\$24.9	\$114.8
March	\$41.3	\$13.9	\$1.3	\$0.2	\$21.2	\$77.9	\$6.3	\$2.7	\$3.9	\$12.9	\$5.9	\$19.3	\$25.3	\$116.0
April	\$41.6	\$14.1	\$1.3	\$0.2	\$21.5	\$78.6	\$6.4	\$2.7	\$3.9	\$13.0	\$6.0	\$19.6	\$25.6	\$117.2
May	\$52.6	\$14.2	\$1.3	\$0.2	\$21.8	\$90.0	\$8.1	\$2.7	\$4.0	\$14.8	\$7.5	\$19.9	\$27.4	\$132.2
June	\$42.5	\$14.3	\$1.3	\$0.2	\$22.1	\$80.3	\$6.5	\$2.7	\$4.1	\$13.3	\$6.1	\$20.1	\$26.2	\$119.8
Total	\$524.1	\$164.6	\$14.8	\$1.8	\$246.1	\$951.4	\$80.6	\$31.3	\$45.1	\$157.0	\$75.1	\$224.2	\$299.2	\$1,407.7
YoY	10.6%	11.4%	10.6%	10.6%	31.7%	15.5%	10.3%	11.3%	31.7%	15.9%	6.0%	11.6%	10.2%	14.4%

Expenses

FY24	Program & ASO Fees	Office Expenses	Employee Assistance	Data Warehouse	Consulting Fees	COBRA Fees	ACA Fees	Total
July	\$ 3,274,467	\$ 215,393	\$ 34,882	\$ 39,125	\$ 40,753	\$ 4,731	\$ 362,611	\$ 3,971,961
August	\$ 3,247,187	\$ 207,690	\$ 35,092	\$ 39,633	\$ 210,264	\$ 6,019	\$ -	\$ 3,745,884
September	\$ 3,959,281	\$ 241,452	\$ 52,569	\$ 25,728	\$ 5,000	\$ 8,463	\$ -	\$ 4,292,492
October	\$ 3,955,119	\$ 224,467	\$ 52,623	\$ 39,633	\$ 121,529	\$ 16,349	\$ -	\$ 4,409,720
November	\$ 3,868,100	\$ 429,414	\$ 34,939	\$ 39,633	\$ 376,606	\$ 7,741	\$ -	\$ 4,756,433
December	\$ 2,556,186	\$ 294,611	\$ 34,986	\$ 39,633	\$ 121,666	\$ 7,230	\$ -	\$ 3,054,312
January	\$ 3,503,776	\$ 212,472	\$ 35,383	\$ 39,633	\$ 2,500	\$ 5,962	\$ -	\$ 3,799,726
February	\$ 3,568,348	\$ 479,196	\$ 35,902	\$ 39,633	\$ 131,783	\$ 7,521	\$ -	\$ 4,262,383
March	\$ 2,065,552	\$ 389,067	\$ 35,969	\$ 39,633	\$ 264,596	\$ 5,795	\$ -	\$ 2,800,613
April	\$ 3,875,312	\$ 249,087	\$ 35,999	\$ 128,933	\$ 28,732	\$ 6,621	\$ -	\$ 4,324,684
May	\$ 3,661,969	\$ 644,674	\$ 53,835	\$ 130,933	\$ 161,948	\$ 7,145	\$ -	\$ 4,660,505
June	\$ 3,634,084	\$ 460,200	\$ 36,014	\$ 39,633	\$ 305,959	\$ 6,960	\$ -	\$ 4,482,849
Total	\$ 41,169,381	\$ 4,047,723	\$ 478,193	\$ 641,787	\$ 1,771,335	\$ 90,534	\$ 362,611	\$ 48,561,563
FY25	Program & ASO Fees	Office Expenses	Employee Assistance	Data Warehouse	Consulting Fees	COBRA Fees	ACA Fees	Total
July	\$ 3,440,000	\$ 222,000	\$ 37,000	\$ 40,000	\$ 42,000	\$ 5,000	\$ 370,000	\$ 4,156,000
August	\$ 3,411,000	\$ 214,000	\$ 37,000	\$ 41,000	\$ 217,000	\$ 6,000	\$ -	\$ 3,926,000
September	\$ 4,160,000	\$ 249,000	\$ 55,000	\$ 27,000	\$ 5,000	\$ 9,000	\$ -	\$ 4,505,000
October	\$ 4,155,000	\$ 231,000	\$ 55,000	\$ 41,000	\$ 125,000	\$ 17,000	\$ -	\$ 4,624,000
November	\$ 4,064,000	\$ 442,000	\$ 37,000	\$ 41,000	\$ 388,000	\$ 8,000	\$ -	\$ 4,980,000
December	\$ 2,686,000	\$ 303,000	\$ 37,000	\$ 41,000	\$ 125,000	\$ 8,000	\$ -	\$ 3,200,000
January	\$ 3,681,000	\$ 219,000	\$ 37,000	\$ 41,000	\$ 3,000	\$ 6,000	\$ -	\$ 3,987,000
February	\$ 3,749,000	\$ 494,000	\$ 38,000	\$ 41,000	\$ 136,000	\$ 8,000	\$ -	\$ 4,466,000
March	\$ 2,170,000	\$ 401,000	\$ 38,000	\$ 41,000	\$ 273,000	\$ 6,000	\$ -	\$ 2,929,000
April	\$ 4,071,000	\$ 257,000	\$ 38,000	\$ 133,000	\$ 30,000	\$ 7,000	\$ -	\$ 4,536,000
May	\$ 3,847,000	\$ 664,000	\$ 57,000	\$ 135,000	\$ 167,000	\$ 8,000	\$ -	\$ 4,878,000
June	\$ 3,818,000	\$ 474,000	\$ 38,000	\$ 41,000	\$ 315,000	\$ 7,000	\$ -	\$ 4,693,000
Total	\$ 43,252,000	\$ 4,170,000	\$ 504,000	\$ 663,000	\$ 1,826,000	\$ 95,000	\$ 370,000	\$ 50,880,000

- PEPM expenses expected to grow by 3% on a PEPM basis versus FY24
- All other expenses assumed to grow by a flat 3% compared to FY24

FY25 Budget by Month

FY25 BUDGET	July	August	September	October	November	December	January	February	March	April	May	June	Total
Operating Revenues													
Premium Contributions	\$91.8	\$103.9	\$104.0	\$104.1	\$104.2	\$104.3	\$104.5	\$108.3	\$108.4	\$108.5	\$108.6	\$108.7	\$1,259.5
Other Revenues	\$3.6	\$47.8	\$3.3	\$10.8	\$47.5	\$12.4	\$11.8	\$51.3	\$14.4	\$5.1	\$54.8	\$10.0	\$272.8
Total Operating Revenues	\$95.4	\$151.7	\$107.3	\$115.0	\$151.7	\$116.7	\$116.4	\$159.6	\$122.8	\$113.7	\$163.4	\$118.7	\$1,532.3
Operating Expenses													
Claims	\$106.6	\$120.0	\$108.6	\$122.6	\$111.1	\$112.3	\$126.7	\$114.8	\$116.0	\$117.2	\$132.2	\$119.8	\$1,407.7
Other Expenses	\$4.2	\$3.9	\$4.5	\$4.6	\$5.0	\$3.2	\$4.0	\$4.5	\$2.9	\$4.5	\$4.9	\$4.7	\$50.9
Total Operating Expenses	\$110.7	\$123.9	\$113.1	\$127.2	\$116.0	\$115.5	\$130.6	\$119.3	\$118.9	\$121.8	\$137.0	\$124.5	\$1,458.6
Net Monthly Income	-\$15.4	\$27.8	-\$5.8	-\$12.3	\$35.7	\$1.2	-\$14.3	\$40.4	\$03.9	-\$8.1	\$26.3	-\$5.9	\$73.6
Payback to OMB for FY24 Transfer		-\$7.3											
Ending Fund Equity Balance	-\$15.3	\$5.3	-\$5	-\$12.8	\$22.9	\$24.1	\$9.9	\$50.2	\$54.1	\$46.0	\$72.3	\$66.4	\$66.4
Reserves													
Claim Liability	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Minimum Reserve	\$32.3	\$32.3	\$32.3	\$32.3	\$32.3	\$32.3	\$32.3	\$32.3	\$32.3	\$32.3	\$32.3	\$32.3	\$32.3
GHIP Surplus (After Reserves)	-\$47.5	-\$27.0	-\$32.8	-\$45.0	-\$9.4	-\$8.2	-\$22.4	\$17.9	\$21.8	\$13.7	\$40.0	\$34.2	\$34.2

FY25 Budget by Month

Operating Revenues	July	August	September	October	November	December	January	February	March	April	May	June	TOTAL
Premium Contributions													
Highmark													
Aetna													
Total Premium Contributions	\$ 91,818,000	\$ 103,935,000	\$ 104,021,000	\$ 104,107,000	\$ 104,193,000	\$ 104,279,000	\$ 104,539,000	\$ 108,332,000	\$ 108,421,000	\$ 108,511,000	\$ 108,601,000	\$ 108,694,000	\$ 1,259,451,000
Other Revenues													
Medicare Retiree Prescription Subsidy Program (EGWP) ²	\$ 779,000	\$ 511,000	\$ 511,000	\$ 512,000	\$ 512,000	\$ 513,000	\$ 3,560,000	\$ 3,563,000	\$ 3,566,000	\$ 3,569,000	\$ 3,572,000	\$ 3,575,000	\$ 24,743,000
Federal Reinsurance ²	\$ 2,134,000	\$ 2,136,000	\$ 2,138,000	\$ 2,140,000	\$ 2,141,000	\$ 2,143,000	\$ 918,000	\$ 918,000	\$ 919,000	\$ 920,000	\$ 921,000	\$ 921,000	\$ 18,349,000
Prescription Drug Rebates - Commercial ³	\$ -	\$ 27,606,000	\$ -	\$ -	\$ 27,114,000	\$ -	\$ -	\$ 28,177,000	\$ -	\$ -	\$ 29,240,000	\$ -	\$ 112,137,000
Prescription Drug Rebates - EGWP ³	\$ -	\$ 16,877,000	\$ -	\$ -	\$ 17,085,000	\$ -	\$ -	\$ 17,977,000	\$ -	\$ -	\$ 20,357,000	\$ -	\$ 72,296,000
Prescription True Up / Yr End Recon Pymts ⁴	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,715,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,715,000
Medicare Part D - Coverage Gap Discount ²	\$ -	\$ -	\$ -	\$ 7,540,000	\$ -	\$ 9,080,000	\$ -	\$ -	\$ 9,280,000	\$ -	\$ -	\$ 4,800,000	\$ 30,700,000
Participating Group Fees ⁵	\$ 635,000	\$ 636,000	\$ 637,000	\$ 638,000	\$ 639,000	\$ 640,000	\$ 641,000	\$ 642,000	\$ 643,000	\$ 644,000	\$ 645,000	\$ 646,000	\$ 7,686,000
Other Revenues	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 180,000
Total Other Revenues	\$ 3,563,000	\$ 47,781,000	\$ 3,301,000	\$ 10,845,000	\$ 47,506,000	\$ 12,391,000	\$ 11,849,000	\$ 51,292,000	\$ 14,423,000	\$ 5,148,000	\$ 54,750,000	\$ 9,957,000	\$ 272,806,000
Total Operating Revenues	\$ 95,381,000	\$ 151,716,000	\$ 107,322,000	\$ 114,952,000	\$ 151,699,000	\$ 116,670,000	\$ 116,388,000	\$ 159,624,000	\$ 122,844,000	\$ 113,659,000	\$ 163,351,000	\$ 118,651,000	\$ 1,532,257,000
Operating Expenses													
Claims ⁶													
Highmark	\$ 49,594,000	\$ 62,605,000	\$ 50,579,000	\$ 63,849,000	\$ 51,584,000	\$ 52,037,000	\$ 65,689,000	\$ 53,071,000	\$ 53,537,000	\$ 54,007,000	\$ 68,176,000	\$ 55,080,000	\$ 679,808,000
Aetna	\$ 16,026,000	\$ 15,802,000	\$ 15,852,000	\$ 15,957,000	\$ 16,077,000	\$ 16,203,000	\$ 16,335,000	\$ 16,468,000	\$ 16,605,000	\$ 16,742,000	\$ 16,881,000	\$ 17,019,000	\$ 195,967,000
CVS (non-Plan D)	\$ 22,380,000	\$ 22,723,000	\$ 23,067,000	\$ 23,410,000	\$ 23,754,000	\$ 24,098,000	\$ 24,441,000	\$ 24,785,000	\$ 25,128,000	\$ 25,472,000	\$ 25,816,000	\$ 26,159,000	\$ 291,233,000
Express Scripts/CVS (Plan D)	\$ 17,226,000	\$ 17,490,000	\$ 17,755,000	\$ 18,019,000	\$ 18,283,000	\$ 18,548,000	\$ 18,812,000	\$ 19,077,000	\$ 19,341,000	\$ 19,606,000	\$ 19,870,000	\$ 20,135,000	\$ 224,162,000
SurgeryPlus (Including Hinge)	\$ 1,355,000	\$ 1,336,000	\$ 1,340,000	\$ 1,349,000	\$ 1,359,000	\$ 1,370,000	\$ 1,381,000	\$ 1,392,000	\$ 1,403,000	\$ 1,415,000	\$ 1,427,000	\$ 1,439,000	\$ 16,566,000
Total Claims	\$ 106,581,000	\$ 119,956,000	\$ 108,593,000	\$ 122,584,000	\$ 111,057,000	\$ 112,256,000	\$ 126,658,000	\$ 114,793,000	\$ 116,014,000	\$ 117,242,000	\$ 132,170,000	\$ 119,832,000	\$ 1,407,736,000
Other Expenses													
Program Fees and Costs (Vendor ASO Fees)	\$ 3,440,000	\$ 3,411,000	\$ 4,160,000	\$ 4,155,000	\$ 4,064,000	\$ 2,686,000	\$ 3,681,000	\$ 3,749,000	\$ 2,170,000	\$ 4,071,000	\$ 3,847,000	\$ 3,818,000	\$ 43,252,000
Office Expenses	\$ 222,000	\$ 214,000	\$ 249,000	\$ 231,000	\$ 442,000	\$ 303,000	\$ 219,000	\$ 494,000	\$ 401,000	\$ 257,000	\$ 664,000	\$ 474,000	\$ 4,170,000
Employee Assistance	\$ 37,000	\$ 37,000	\$ 55,000	\$ 55,000	\$ 37,000	\$ 37,000	\$ 37,000	\$ 38,000	\$ 38,000	\$ 38,000	\$ 57,000	\$ 38,000	\$ 504,000
Data Warehouse	\$ 40,000	\$ 41,000	\$ 27,000	\$ 41,000	\$ 41,000	\$ 41,000	\$ 41,000	\$ 41,000	\$ 41,000	\$ 133,000	\$ 135,000	\$ 41,000	\$ 663,000
Consultant Fees	\$ 42,000	\$ 217,000	\$ 5,000	\$ 125,000	\$ 388,000	\$ 125,000	\$ 3,000	\$ 136,000	\$ 273,000	\$ 30,000	\$ 167,000	\$ 315,000	\$ 1,826,000
COBRA Fees	\$ 5,000	\$ 6,000	\$ 9,000	\$ 17,000	\$ 8,000	\$ 8,000	\$ 6,000	\$ 8,000	\$ 6,000	\$ 7,000	\$ 8,000	\$ 7,000	\$ 95,000
ACA Fees	\$ 370,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 370,000
Total Other Expenses	\$ 4,156,000	\$ 3,926,000	\$ 4,505,000	\$ 4,624,000	\$ 4,980,000	\$ 3,200,000	\$ 3,987,000	\$ 4,466,000	\$ 2,929,000	\$ 4,536,000	\$ 4,878,000	\$ 4,693,000	\$ 50,880,000
Total Operating Expenses	\$ 110,737,000	\$ 123,882,000	\$ 113,098,000	\$ 127,208,000	\$ 116,037,000	\$ 115,456,000	\$ 130,645,000	\$ 119,259,000	\$ 118,943,000	\$ 121,778,000	\$ 137,048,000	\$ 124,525,000	\$ 1,458,616,000
Net Income	\$ (15,356,000)	\$ 27,834,000	\$ (5,776,000)	\$ (12,256,000)	\$ 35,662,000	\$ 1,214,000	\$ (14,257,000)	\$ 40,365,000	\$ 3,901,000	\$ (8,119,000)	\$ 26,303,000	\$ (5,874,000)	\$ 73,641,000
Payback of OMB Transfer		\$ (7,300,000)											\$ (7,300,000)
Amount Carried Forward ⁷	\$ 92,541	\$ (15,263,459)	\$ 5,270,541	\$ (505,459)	\$ (12,761,459)	\$ 22,900,541	\$ 24,114,541	\$ 9,857,541	\$ 50,222,541	\$ 54,123,541	\$ 46,004,541	\$ 72,307,541	
Fund Equity Balance	\$ (15,263,459)	\$ 5,270,541	\$ (505,459)	\$ (12,761,459)	\$ 22,900,541	\$ 24,114,541	\$ 9,857,541	\$ 50,222,541	\$ 54,123,541	\$ 46,004,541	\$ 72,307,541	\$ 66,433,541	\$ 66,433,541
GHIP Surplus (After Reserves)	(\$47,538,443)	(\$27,005,296)	(\$32,781,372)	(\$45,038,359)	(\$9,376,485)	(\$8,161,052)	(\$22,418,151)	\$17,947,727	\$21,849,608	\$13,731,733	\$40,036,525	\$34,161,648	\$34,161,648

Long-term Projections

Long-term Projection – Scenario 1 (FY26-FY28 rates actions independent)

GHIP Costs (\$ millions)	Rate Increase	27.0%	0.0%	7.3%	10.7%
	FY24	FY25	FY26	FY27	FY28
	Projected	Projected	Projected	Projected	Projected
Average Enrolled Members	133,487	136,122	137,484	138,858	140,247
GHIP Revenues					
Premium Contributions - Non-Medicare	\$824.0	\$1,066.7	\$1,090.3	\$1,178.4	\$1,316.4
Premium Contributions - Medicare	\$166.0	\$192.8	\$221.2	\$230.3	\$253.0
Total Premium Contributions	\$990.0	\$1,259.5	\$1,311.5	\$1,408.7	\$1,569.5
Transfer from OMB	\$7.3				
Payback of Transfer from OMB		(\$7.3)			
Other Revenues	\$223.2	\$272.8	\$311.0	\$339.3	\$363.4
Total Operating Revenues	\$1,220.5	\$1,525.0	\$1,622.4	\$1,747.9	\$1,932.9
GHIP Expenses					
Claims	\$1,230.7	\$1,402.8	\$1,555.1	\$1,708.3	\$1,869.3
Expenses	\$48.6	\$50.9	\$52.9	\$54.9	\$57.1
Total Operating Expenses	\$1,279.3	\$1,453.6	\$1,608.0	\$1,763.2	\$1,926.4
<i>% Change Per Member</i>	5.4%	11.8%	9.8%	8.8%	8.3%
Adjusted Net Income	(\$58.7)	\$71.3	\$14.4	(\$15.3)	\$6.5
Balance Forward	\$58.8	\$0.1	\$71.4	\$85.8	\$70.5
Ending Fund Cash Balance	\$0.1	\$71.4	\$85.8	\$70.5	\$77.1
- Less Claims Liability	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
- Less Minimum Reserve	\$28.1	\$32.2	\$64.3	\$70.5	\$77.1
GHIP Surplus (After Reserves/Deposits)	(\$28.0)	\$39.2	\$21.5	(\$0.0)	(\$0.0)

Assumptions:

- 8% medical trend, 5% Medicfill trend, see Slide 16 for pharmacy trend assumption
- Starting with actual July, 2024 open enrollment results and 1% per annum growth in GHIP membership with consistent plan and tier elections thereafter
- Reflects added cost for legislation going into effect during FY25
- Reflects current market check improvements for FY25/FY26 pharmacy program
- Reflect changes to 2025 (and beyond) EGWP reimbursements due to the Inflation Reduction Act
- Reflects increased cost due to plan changes adopted for FY25 to be in compliance with MHPAEA
- Does not reflect added cost due to potential pending legislation

Long-term Projection – Scenario 2 (FY26-FY28 smoothed with equal rate actions)

GHIP Costs (\$ millions)	Rate Increase	27.0%	4.1%	4.1%	4.1%
	FY24	FY25	FY26	FY27	FY28
	Projected	Projected	Projected	Projected	Projected
Average Enrolled Members	133,487	136,122	137,484	138,858	140,247
GHIP Revenues					
Premium Contributions - Non-Medicare	\$824.0	\$1,066.7	\$1,133.5	\$1,192.0	\$1,253.6
Premium Contributions - Medicare	\$166.0	\$192.8	\$225.0	\$236.6	\$248.8
Total Premium Contributions	\$990.0	\$1,259.5	\$1,358.5	\$1,428.6	\$1,502.4
Transfer from OMB	\$7.3				
Payback of Transfer from OMB		(\$7.3)			
Other Revenues	\$223.2	\$272.8	\$311.0	\$339.3	\$363.4
Total Operating Revenues	\$1,220.5	\$1,525.0	\$1,669.5	\$1,767.9	\$1,865.8
GHIP Expenses					
Claims	\$1,230.7	\$1,402.8	\$1,555.1	\$1,708.3	\$1,869.3
Expenses	\$48.6	\$50.9	\$52.9	\$54.9	\$57.1
Total Operating Expenses	\$1,279.3	\$1,453.6	\$1,608.0	\$1,763.2	\$1,926.4
% Change Per Member	5.4%	11.8%	9.8%	8.8%	8.3%
Adjusted Net Income	(\$58.7)	\$71.3	\$61.5	\$4.7	(\$60.5)
Balance Forward	\$58.8	\$0.1	\$71.4	\$132.9	\$137.6
Ending Fund Cash Balance	\$0.1	\$71.4	\$132.9	\$137.6	\$77.1
- Less Claims Liability	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
- Less Minimum Reserve	\$28.1	\$32.2	\$64.3	\$70.5	\$77.1
GHIP Surplus (After Reserves/Deposits)	(\$28.0)	\$39.2	\$68.6	\$67.1	\$0.0

Assumptions:

- 8% medical trend, 5% Medicfill trend, see Slide 16 for pharmacy trend assumption
- Starting with actual July, 2024 open enrollment results and 1% per annum growth in GHIP membership with consistent plan and tier elections thereafter
- Reflects added cost for legislation going into effect during FY25
- Reflects current market check improvements for FY25/FY26 pharmacy program
- Reflect changes to 2025 (and beyond) EGWP reimbursements due to the Inflation Reduction Act
- Reflects increased cost due to plan changes adopted for FY25 to be in compliance with MHPAEA
- Does not reflect added cost due to potential pending legislation

Pharmacy Trend Assumption

COMMERCIAL	FY23	FY24	Incr	FY25	Incr	FY26	Incr	FY27	Incr	FY28	Incr
Gross Spend before GLP-1's & PrudentRx	\$183.6	\$198.3	8%	\$216.1	9%	\$235.5	9%	\$256.7	9%	\$279.8	9%
GLP-1 - Weight Loss		\$14.2		\$52.8	272%	\$69.2	31%	\$79.6	15%	\$87.6	10%
GLP-1 - Diabetes	\$17.0	\$24.7	45%	\$33.2	34%	\$43.6	31%	\$50.1	15%	\$55.2	10%
PrudentRx Savings		(\$16.0)		(\$17.8)	11%	(\$19.8)	11%	(\$21.8)	10%	(\$23.8)	9%
Total Gross Spend before Rebates	\$200.6	\$221.2	10%	\$284.3	29%	\$328.5	16%	\$364.6	11%	\$398.8	9%
Rebates	(\$71.6)	(\$90.1)	26%	(\$112.1)	24%	(\$131.9)	18%	(\$146.8)	11%	(\$161.5)	10%
Net Spend after Rebates	\$129.0	\$131.1	2%	\$172.2	31%	\$196.6	14%	\$217.8	11%	\$237.3	9%

EGWP	FY23	FY24	Incr	FY25	Incr	FY26	Incr	FY27	Incr	FY28	Incr
Gross Spend before GLP-1's & PrudentRx	\$165.5	\$181.5	10%	\$197.8	9%	\$215.6	9%	\$235.0	9%	\$256.2	9%
GLP-1 - Weight Loss											
GLP-1 - Diabetes	\$14.9	\$19.3	30%	\$24.1	25%	\$28.9	20%	\$33.2	15%	\$36.5	10%
PrudentRx Savings											
Total Gross Spend before Rebates	\$180.4	\$200.8	11%	\$221.9	11%	\$244.5	10%	\$268.2	10%	\$292.7	9%
Rebates	(\$51.5)	(\$62.8)	22%	(\$72.3)	15%	(\$80.0)	11%	(\$88.0)	10%	(\$95.9)	9%
Net Spend after Rebates	\$128.9	\$138.0	7%	\$149.6	8%	\$164.5	10%	\$180.2	10%	\$196.8	9%