

**WSHIP
PMPM Calculations**

INCURRED BASIS

Financial Information	Year ended 12/31/2017	Year ended 12/31/2016	Year ended 12/31/2015	Year ended 12/31/2014	Year ended 12/31/2013	Year ended 12/31/2012	Year ended 12/31/2011	Year ended 12/31/2010	Year ended 12/31/2009	Year ended 12/31/2008	Source
Revenue											
Earned premium	\$11,820,118	\$11,080,165	\$11,602,968	\$13,806,921	\$36,594,592	\$31,629,551	\$31,036,298	\$29,398,559	\$24,408,153	\$19,604,248	Audited financials
Excess loss ratio receipts	\$0	\$0	\$0	\$0	\$0	\$0	\$503,720	\$479,733	\$301,419	\$52,808	Audited financials
Federal grant awards	\$0	\$0	\$0	\$1,110,440	\$1,300,715	\$1,346,790	\$1,643,773	\$1,630,823	\$2,294,096	\$1,617,258	Audited financials
Investment income/other	\$64,508	\$48,087	\$2,150	\$3,023	\$94,733	\$168,342	\$2,130	\$13,188	\$136,003	\$229,254	Audited financials
Total revenue	\$11,884,626	\$11,128,252	\$11,605,118	\$14,920,384	\$37,990,040	\$33,144,683	\$33,185,921	\$31,522,303	\$27,139,671	\$21,503,568	
Expenses											
Medical claims incurred	\$24,405,406	\$25,998,957	\$29,990,047	\$32,633,605	\$57,927,383	\$55,841,910	\$47,468,065	\$42,987,745	\$36,354,148	\$36,044,052	BML data
Medical IBNR 12/31/17	\$60,975	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Leif Associates
Pharmacy claims incurred	\$14,077,003	\$15,496,384	\$15,621,662	\$19,854,167	\$53,738,997	\$44,364,978	\$43,919,674	\$37,237,056	\$29,361,766	\$24,009,726	BML data
Pharmacy IBNR 12/31/17	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Leif Associates
Administrative costs	\$2,118,887	\$2,214,247	\$2,457,350	\$2,748,616	\$3,045,337	\$3,018,110	\$2,766,577	\$2,938,775	\$3,468,600	\$3,567,380	Audited financials
Total expenses	\$40,662,271	\$43,709,588	\$48,069,059	\$55,236,388	\$114,711,717	\$103,224,998	\$94,154,316	\$83,163,576	\$69,184,514	\$63,621,158	
Net Loss (1)	(\$28,777,645)	(\$32,581,336)	(\$36,463,941)	(\$40,316,004)	(\$76,721,677)	(\$70,080,315)	(\$60,968,395)	(\$51,641,273)	(\$42,044,843)	(\$42,117,590)	Revenue - expenses
Assessments (2)	\$27,137,353	\$31,353,672	\$33,999,828	\$45,500,000	\$84,543,448	\$74,031,979	\$64,053,527	\$53,087,591	\$44,558,900	\$40,700,000	Audited financials
Assessed members											
Health plan (3)	40,107,721	40,105,505	37,663,496	36,418,058	31,879,463	33,658,747	35,879,379	32,584,817	34,680,628	36,139,995	BML survey
Stop loss (4)	10,945,342	10,944,714	10,150,977	9,847,337	9,588,961	8,961,859	7,561,825	7,216,423	7,412,108	8,546,224	BML survey
Total (5)	51,053,063	51,050,219	47,814,473	46,265,395	41,468,424	42,620,606	43,441,204	39,801,240	42,092,736	44,686,219	

PMPM Calculations - Stop Loss @ 1/10

												Formula
Net Loss PMPM	(\$0.70)	(\$0.79)	(\$0.94)	(\$1.08)	(\$2.34)	(\$2.03)	(\$1.66)	(\$1.55)	(\$1.19)	(\$1.14)		(1) / ((3)+.10 x (4))
Assessment PMPM	\$0.66	\$0.76	\$0.88	\$1.22	\$2.57	\$2.14	\$1.75	\$1.59	\$1.26	\$1.10		(2) / ((3)+.10 x (4))

PAID BASIS

Financial Information	Year ended 12/31/2017	Year ended 12/31/2016	Year ended 12/31/2015	Year ended 12/31/2014	Year ended 12/31/2013	Year ended 12/31/2012	Year ended 12/31/2011	Year ended 12/31/2010	Year ended 12/31/2009	Year ended 12/31/2008	Source
Revenue											
Premium	\$11,603,191	\$10,319,292	\$12,345,832	\$13,735,113	\$32,683,121	\$31,801,243	\$34,631,440	\$29,786,390	\$24,119,568	\$20,028,510	Audited financials
Excess loss ratio receipts	\$0	\$0	\$0	\$0	\$0	\$0	\$503,720	\$479,733	\$301,419	\$52,808	Audited financials
Federal grant awards	\$0	\$141,641	\$445,824	\$594,222	\$1,698,722	\$1,152,300	\$1,936,976	\$1,580,315	\$2,180,598	\$1,213,297	Audited financials
Investment income/other	\$64,508	\$48,087	\$2,150	\$3,023	\$340,235	\$18,342	\$2,130	\$13,188	\$136,006	\$229,254	Audited financials
Total revenue	\$11,667,699	\$10,509,020	\$12,793,806	\$14,332,358	\$34,722,078	\$32,971,885	\$37,074,266	\$31,859,626	\$26,737,591	\$21,523,869	
Expenses											
Medical/Rx claims paid	\$38,313,151	\$41,143,628	\$46,296,066	\$57,561,181	\$111,850,514	\$100,256,291	\$92,003,313	\$76,827,709	\$65,982,326	\$56,893,934	Audited financials
Administrative costs	\$1,817,864	\$1,969,101	\$1,836,285	\$2,314,866	\$3,042,454	\$2,984,722	\$2,813,552	\$2,950,549	\$3,561,519	\$3,750,186	Audited financials
Total expenses	\$40,131,015	\$43,112,729	\$48,132,351	\$59,876,047	\$114,892,968	\$103,241,013	\$94,816,865	\$79,778,258	\$69,543,845	\$60,644,120	
Net Loss (1)	(\$28,463,316)	(\$32,603,709)	(\$35,338,545)	(\$45,543,689)	(\$80,170,890)	(\$70,269,128)	(\$57,742,599)	(\$47,918,632)	(\$42,806,254)	(\$39,120,251)	Revenue - expenses
Assessments (2)	\$21,517,866	\$32,046,192	\$28,858,333	\$53,930,290	\$85,521,061	\$74,499,537	\$61,163,450	\$51,438,028	\$45,737,695	\$41,409,297	Audited financials (less exc l'r rpts)
Assessed members											
Health plan (3)	40,107,721	40,105,505	37,663,496	36,418,058	31,879,463	33,658,747	35,879,379	32,584,817	34,680,628	36,139,995	BML survey
Stop loss (4)	10,945,342	10,944,714	10,150,977	9,847,337	9,588,961	8,961,859	7,561,825	7,216,423	7,412,108	8,546,224	BML survey
Total (5)	51,053,063	51,050,219	47,814,473	46,265,395	41,468,424	42,620,606	43,441,204	39,801,240	42,092,736	44,686,219	

PMPM Calculations - Stop Loss @ 1/10

												Formula
Net Loss PMPM	(\$0.69)	(\$0.79)	(\$0.91)	(\$1.22)	(\$2.44)	(\$2.03)	(\$1.58)	(\$1.44)	(\$1.21)	(\$1.06)		(1) / ((3)+.10 x (4))
Assessment PMPM	\$0.52	\$0.78	\$0.75	\$1.44	\$2.60	\$2.16	\$1.67	\$1.54	\$1.29	\$1.12		(2) / ((3)+.10 x (4))