

**WSHIP
PMPM Calculations**

INCURRED BASIS												
Financial Information	Year ended 12/31/2010	Year ended 12/31/2009	Year ended 12/31/2008	Year ended 12/31/2007	Year ended 12/31/2006	Year ended 12/31/2005	Year ended 12/31/2004	Year ended 12/31/2003	Year ended 12/31/2002	Year ended 12/31/2001	Estimated 10 Years Combined	Source
Revenue												
Earned premium	\$29,398,559	\$24,408,153	\$19,604,248	\$18,617,550	\$18,250,241	\$17,483,874	\$14,249,945	\$12,829,025	\$9,015,110	\$6,175,306	\$170,032,011	Audited financials
Excess loss ratio receipts	\$479,733	\$301,419	\$52,808	\$47,253	\$717,409	\$352,761	\$246,904	\$496,644			\$2,694,931	Audited financials
Federal grant awards	\$1,630,823	\$2,294,096	\$1,617,258	\$0	\$2,432,464	\$0	\$0	\$0	\$0	\$0	\$7,974,641	Audited financials
Investment income/other	\$13,188	\$136,003	\$229,254	\$456,626	\$404,148	\$348,200	\$35,862	\$62,510	\$71,568	\$179,759	\$1,937,118	Audited financials
Total revenue	\$31,522,303	\$27,139,671	\$21,503,568	\$19,121,429	\$21,804,262	\$18,184,835	\$14,532,711	\$13,388,179	\$9,086,678	\$6,355,065	\$182,638,701	
Expenses												
Medical claims incurred	\$42,172,589	\$36,369,695	\$36,054,251	\$32,094,414	\$26,919,174	\$25,040,685	\$26,903,393	\$19,435,068	\$14,903,221	\$23,540,322 *	\$283,432,812	BMI data
Medical IBNR 7/31/11	\$107,166	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$107,166	Leif Associates est
Pharmacy claims incurred	\$37,397,618	\$29,657,671	\$24,025,409	\$24,255,508	\$22,808,932	\$26,667,749	\$23,833,633	\$18,550,288	\$14,045,495		\$221,242,302	BMI data
Pharmacy IBNR 7/31/11	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Leif Associates est
Administrative costs	\$2,938,775	\$3,468,600	\$3,567,380	\$3,566,386	\$2,388,435	\$2,524,684	\$3,160,445	\$2,473,630	\$1,442,325	\$1,108,205	\$26,638,865	Audited financials
Total expenses	\$82,616,148	\$69,495,966	\$63,647,040	\$59,916,308	\$52,116,541	\$54,233,118	\$53,897,470	\$40,458,986	\$30,391,041	\$24,648,527	\$531,421,145	
Net Loss (1)	(\$51,093,845)	(\$42,356,295)	(\$42,143,472)	(\$40,794,879)	(\$30,312,279)	(\$36,048,283)	(\$39,364,759)	(\$27,070,807)	(\$21,304,363)	(\$18,293,462)	(\$348,782,444)	Revenue - expenses
Assessments (2)	\$53,087,591	\$44,558,900	\$40,700,000	\$37,868,709	\$31,737,155	\$37,677,862	\$27,667,167	\$18,236,306	\$31,238,215	\$15,537,546	\$338,309,451	Audited financials
Assessed members												
Health plan (3)	32,584,817	34,680,628	36,139,995	35,424,035	34,655,996	34,851,995	33,392,576	34,047,875	35,762,176	36,672,348	348,212,441	BMI, ACS
Stop loss (4)	7,216,423	7,412,108	8,546,224	7,925,811	6,899,704	7,015,958	8,078,471	6,680,780	7,258,620		67,034,099	BMI
Total (5)	39,801,240	42,092,736	44,686,219	43,349,846	41,555,700	41,867,953	41,471,047	40,728,655	43,020,796	36,672,348	415,246,540	

* Claims incurred for medical and pharmacy combined

PMPM Calculations - Stop Loss @ 1/10												Formula
Net Loss PMPM	(\$1.53)	(\$1.20)	(\$1.14)	(\$1.13)	(\$0.86)	(\$1.01)	(\$1.15)	(\$0.78)	(\$0.58)	(\$0.50)	(\$0.98)	(1) / ((3)+.10 x (4))
Assessment PMPM	\$1.59	\$1.26	\$1.10	\$1.05	\$0.90	\$1.06	\$0.81	\$0.53	\$0.86	\$0.42	\$0.95	(2) / ((3)+.10 x (4))

PAID BASIS												
Financial Information	Year ended 12/31/2010	Year ended 12/31/2009	Year ended 12/31/2008	Year ended 12/31/2007	Year ended 12/31/2006	Year ended 12/31/2005	Year ended 12/31/2004	Year ended 12/31/2003	Year ended 12/31/2002	Year ended 12/31/2001	Estimated 10 Years Combined	Source
Revenue												
Premium	\$29,786,390	\$24,119,568	\$20,028,510	\$18,466,676	\$17,636,623	\$18,481,482	\$14,217,748	\$12,585,718	\$9,343,475	\$6,332,770	\$170,998,960	Audited financials
Excess loss ratio receipts	\$479,733	\$301,419	\$52,808	\$47,253	\$717,409	\$352,761	\$246,904	\$496,644			\$2,694,931	Audited financials
Federal grant awards	\$1,580,315	\$2,180,598	\$1,213,297	\$2,432,464	\$0	\$0	\$0	\$0	\$0	\$0	\$7,406,674	Audited financials
Investment income/other	\$13,188	\$136,006	\$229,254	\$456,626	\$404,148	\$348,200	\$35,511	\$62,510	\$71,568	\$244,513	\$2,001,524	Audited financials
Total revenue	\$31,859,626	\$26,737,591	\$21,523,869	\$21,403,019	\$18,758,180	\$19,182,443	\$14,500,163	\$13,144,872	\$9,415,043	\$6,577,283	\$183,102,089	
Expenses												
Medical/Rx claims paid	\$76,827,709	\$65,982,326	\$56,893,934	\$53,431,816	\$47,813,891	\$51,137,955	\$48,054,440	\$33,567,476	\$29,125,982	\$19,912,261	\$482,747,790	Audited financials
Administrative costs	\$2,950,549	\$3,561,519	\$3,750,186	\$3,193,723	\$2,356,765	\$2,017,590	\$2,100,942	\$2,232,307	\$1,541,693	\$1,114,732	\$24,820,006	Audited financials
Total expenses	\$79,778,258	\$69,543,845	\$60,644,120	\$56,625,539	\$50,170,656	\$53,155,545	\$50,155,382	\$35,799,783	\$30,667,675	\$21,026,993	\$507,567,796	
Net Loss (1)	(\$47,918,632)	(\$42,806,254)	(\$39,120,251)	(\$35,222,520)	(\$31,412,476)	(\$33,973,102)	(\$35,655,219)	(\$22,654,911)	(\$21,252,632)	(\$14,449,710)	(\$324,465,707)	Revenue - expenses
Assessments (2)	\$51,438,028	\$45,737,695	\$41,409,297	\$37,898,623	\$28,751,178	\$37,938,516	\$36,711,758	\$16,547,419	\$27,429,766	\$11,256,515	\$335,118,795	Audited financials (less exc l'r rpts)
Assessed members												
Health plan (3)	32,584,817	34,680,628	36,139,995	35,424,035	34,655,996	34,851,995	33,392,576	34,047,875	35,762,176	36,672,348	348,212,441	BMI, ACS
Stop loss (4)	7,216,423	7,412,108	8,546,224	7,925,811	6,899,704	7,015,958	8,078,471	6,680,780	7,258,620		67,034,099	BMI
Total (5)	39,801,240	42,092,736	44,686,219	43,349,846	41,555,700	41,867,953	41,471,047	40,728,655	43,020,796	36,672,348	415,246,540	

PMPM Calculations - Stop Loss @ 1/10												Formula
Net Loss PMPM	(\$1.44)	(\$1.21)	(\$1.06)	(\$0.97)	(\$0.89)	(\$0.96)	(\$1.04)	(\$0.65)	(\$0.58)	(\$0.39)	(\$0.91)	(1) / ((3)+.10 x (4))
Assessment PMPM	\$1.54	\$1.29	\$1.12	\$1.05	\$0.81	\$1.07	\$1.07	\$0.48	\$0.75	\$0.31	\$0.94	(2) / ((3)+.10 x (4))