

**Washington State Health Insurance Pool  
Treasurer's Report  
June 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 July 31, 2018, \$6.5 M of assessments have been collected, leaving \$467 K 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 generated on July 13, 2018 with invoices due August 13, 2018 except for the carriers who have installment payment arrangements, at which point the invoices are due in total by October 13, 2018.

3. Financial Statements – June 2018

Balance Sheet

Cash on hand decreased by \$772 K or 14.0% from May 2018 to June 2018. The current cash position is \$4.7 M, which is well above our current 4-week expense allowance of \$3.0 M. As of the end of June 2018, the entire \$4.7 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 June 2018 is \$4.3 M. This is a decrease of \$140 K or 3.1% from the prior month. Medical IBNR decreased \$5 K or less than 1% and pharmacy IBNR decreased \$135 K or 23.4% from May 2018.

As of June 2018, the equity position of WSHIP is a positive \$393 K.

Income Statement

Total member months for June 2018 YTD are lower by 175 member months or 2.0% lower than June 2017 YTD. Member months are measured as the cumulative monthly member count (PMPM) over a period of time. The total incurred claim loss for June 2018 YTD is \$214 K or 1.1% higher than June 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

June 2018 YTD, the medical claims portion is \$1.0 M or 8.9% higher than June 2017 YTD, and the pharmacy claims portion is \$833 K or 11.6% lower than June 2017 YTD.

June 2018 YTD administrative expenses are \$80 K or 9.2% higher than the administrative expenses for June 2017 YTD. The ratio of administrative expenses as a percentage of total cost is 4.8% for June 2018 YTD as compared to 4.4% for June YTD of the prior year. Total cost is calculated as total incurred claim loss less pharmacy rebates plus administrative expenses.

#### 4. Budgeted Cash Flow – June 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 \$4.7 M is \$442 K or 8.5% lower than the budgeted cash balance of \$5.2 M. Total net cash receipts for June 2018 YTD are \$128 K or less than 1% unfavorable to budget. Total YTD expenses are \$314 K or 1.5% unfavorable to budget. The YTD administrative expenses are \$3 K or less than 1% unfavorable to budget. Total YTD medical claims expense is \$914 K or 7.6% unfavorable to budget; while total YTD pharmacy claims expense is \$603 K or 8.2% favorable to budget.

#### 5. Medicare vs. Non-Medicare Cash Flow – June 2018

As of June, the YTD Medicare member months total 6,544 and represent 76% of the combined WSHIP member months. The YTD Non-Medicare member months total 2,054 and account for 24% of the combined WSHIP member months. The YTD Medicare Loss Ratio is 188% while the YTD Non-Medicare Loss Ratio is 282%. On a cash basis, the YTD Claims PMPM is \$822 for Medicare members and \$6,927 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 June 2018. For July 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 June 2018, YTD administrative expenses are \$3 K or less than 1% unfavorable to budget (cash basis).

#### 8. Financial Performance

June 2018 YTD member months are 1% higher than expected, average premium receipt PMPM is 19% higher than expected, average medical claims expense PMPM is 8% higher than expected and average pharmacy claims expense PMPM is 9% lower than anticipated.

On an incurred basis, the average YTD medical claims expense PMPM is \$1,559 as compared to \$1,491 on a cash basis. Also on an incurred basis, the average YTD pharmacy claims expense PMPM is \$783 as compared to \$780 on a cash basis.

# WASHINGTON STATE HEALTH INSURANCE POOL

## Unaudited Balance Sheet as of June 30

Total Enrollment: 1,435

	<u>2018</u>	<u>2017</u>
<b>Assets:</b>		
Cash	\$ 4,745,870	\$ 9,154,086
Premiums Receivable	20,866	29,445
Assessments Receivable	467,174	688,018
Grants Receivable	-	-
Prepaid Expense	-	-
<b>Total Assets</b>	<u>\$ 5,233,910</u>	<u>\$ 9,871,549</u>
 <b>Liabilities and Unassigned Surplus:</b>		
Reserve for Unpaid Losses - Medical	\$ 3,902,000	\$ 3,868,000
Reserve for Unpaid Losses - Pharmacy	443,000	687,000
Accrued Loss Adjustment	350,000	322,000
Premiums Received in Advance	22,380	1,777,197
Assessments Payable	-	-
Accrued Expenses	121,491	137,518
Abandoned Claim Reserve	2,084	19,897
<b>Total Liabilities</b>	<u>\$ 4,840,954</u>	<u>\$ 6,811,612</u>
<b>Unassigned Surplus</b>	392,955	3,059,937
<b>Total Liabilities and Unassigned Surplus</b>	<u>\$ 5,233,910</u>	<u>\$ 9,871,549</u>

# WASHINGTON STATE HEALTH INSURANCE POOL

## Unaudited Statement of Operations June 1 to June 30

	<u>2018</u>	<u>2017</u>
Total Member Months	8,598	8,773
<b>Premium Income Earned</b>	\$ 8,033,965	\$ 6,004,420
<b>Pharmacy Rebate Income</b>	231,634	109,084
<b>Grant Income</b>	-	-
<b>Incurred Claim Loss - Medical</b>	\$ 13,120,412	11,742,014
<b>Incurred Claim Loss - Pharmacy</b>	6,417,089	7,175,943
<b>Total Incurred Claim Loss</b>	<u>19,537,500</u>	<u>18,917,956</u>
<b>Operating Expenses:</b>		
Fixed (PMPM) Administrative Expense	\$ 484,640	\$ 470,608
Variable Administrative Expense	80,924	77,413
Salary and Benefit Expense	199,738	175,336
Prescription Administrative Expense	11,109	13,308
Miscellaneous Expense	51,243	43,438
Professional Fee Expense	137,650	84,131
<b>Total Operating Expenses</b>	<u>\$ 965,304</u>	<u>\$ 864,232</u>
<b>Underwriting Gain (Loss)</b>	(12,237,206)	(13,668,685)
<b>Investment Income</b>	51,155	29,013
<b>Other Income</b>	-	-
<b>Changes to Unassigned Surplus</b>	<u>\$ (12,186,051)</u>	<u>\$ (13,639,672)</u>

# WASHINGTON STATE HEALTH INSURANCE POOL

## Unaudited Statement of Changes in Unassigned Surplus June 1 to June 30

	<u>2018</u>	<u>2017</u>
Unassigned Surplus at Beginning of Year	\$ 5,579,006	\$ 6,062,256
Changes to Unassigned Surplus	(12,186,051)	(13,639,672)
Member Assessments	7,000,000	10,637,353
<b>Unassigned Surplus</b>	<u>\$ 392,955</u>	<u>\$ 3,059,937</u>

**WSHIP 2018  
Budgeted Cashflow**

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JUNE YTD	TOTAL
<b>Enrollment Count</b>	1,427	1,425	1,424	1,423	1,422	1,421	1,420	1,419	1,418	1,417	1,416	1,415	8,542	17,047
<b>Cash Balance</b>														
<b>BEGINNING OF MONTH</b>	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		
<b>Receipts</b>														
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	6,734,762	11,155,745
Grant Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Pharmacy Rebate Income	-	-	50,000	-	-	50,000	-	-	50,000	-	-	50,000	100,000	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	206,681	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	14,131,528	30,131,528
Investment Income	100	100	100	100	100	100	100	100	100	100	100	100	600	1,200
Other Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Receipts</b>	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	21,173,571	41,902,846
<b>Refunds</b>														
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	194,360	304,884
<b>Total Refunds</b>	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	1,433,194	1,543,718
<b>Expenses</b>														
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	11,986,800	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	7,308,406	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	465,019	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	90,020	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	33,151	210,230	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	11,083	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	48,350	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	116,700	261,400
<b>Total Expense</b>	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	20,236,608	40,258,413
<b>Month Ending Cash Balance</b>	\$ 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		

<b>Actual</b>	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL YTD
<b>Enrollment Count</b>	1,464	1,410	1,415	1,448	1,426	1,435							8,598
<b>Cash Balance</b>													
<b>BEGINNING OF MONTH</b>	5,683,892	8,281,836	8,297,715	5,976,023	6,323,728	5,518,029							
<b>Receipts</b>													
Premium Receipts	2,379,633	463,465	1,804,956	892,938	538,497	1,829,146							7,908,635
Grant Revenue	-	-	-	-	-	-							-
Pharmacy Rebate Income	-	117,625	-	-	114,009	-							231,634
Claim Refunds Receipts	13,537	5,798	17,382	16,471	18,822	6,510							78,520
Assessment Receipts	3,432,332	2,035,100	-	3,549,006	2,530,924	603,144							12,150,506
Investment Income	9,077	8,241	8,502	8,065	9,420	7,851							51,155
Other Income	-	-	-	-	-	-							-
<b>Total Receipts</b>	5,834,579	2,630,229	1,830,839	4,466,480	3,211,672	2,446,651							20,420,449
<b>Refunds</b>													
Assessment Refunds	-	-	-	724,986	-	-							724,986
Premium Refunds	21,207	1,239	20,875	14,817	8,237	16,935							83,311
<b>Total Refunds</b>	21,207	1,239	20,875	739,803	8,237	16,935							808,297
<b>Expenses</b>													
Medical Claims	2,099,733	1,516,198	2,244,525	2,249,235	2,842,524	1,948,086							12,900,300
Pharmacy Claims	971,875	944,447	1,711,269	1,077,004	914,034	1,087,090							6,705,719
Fixed (PMPM) Admin	69,145	79,920	80,390	-	165,609	81,734							476,798
Variable Admin	16,497	10,456	13,640	-	30,850	17,427							88,870
Salary and Benefits	45,297	30,624	30,567	30,826	30,723	30,701							198,739
Prescription Admin	1,634	1,686	1,838	1,411	1,547	1,636							9,751
Miscellaneous	5,278	9,172	(207)	6,349	7,490	9,220							37,302
Professional Fees	5,970	20,607	49,635	14,148	16,356	25,981							132,695
<b>Total Expense</b>	3,215,428	2,613,110	4,131,656	3,378,973	4,009,133	3,201,875							20,550,175
<b>Available Cash Balance</b>	8,281,836	8,297,715	5,976,023	6,323,728	5,518,029	4,745,870							
<b>Inc(Dec) in Abandoned</b>	-	-	-	-	-	-							
<b>Property Reserve</b>	-	-	-	-	-	-							
<b>Month Ending Cash Balance</b>	\$ 8,281,836	\$ 8,297,715	\$ 5,976,023	\$ 6,323,728	\$ 5,518,029	\$ 4,745,870							

**WSHIP 2018**  
**Budgeted Cashflow**

<b>Variance to Budget</b>	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL YTD
Favorable/(Unfavorable)													
<b>Enrollment Count</b>	37	(15)	(9)	25	4	14							56
<b>Receipts</b>													
Premium Receipts	1,047,014	(20,961)	(63,138)	149,781	31,164	30,012							1,173,872
Grant Revenue	-	-	-	-	-	-							-
Pharmacy Rebate Income	-	117,625	(50,000)	-	114,009	(50,000)							131,634
Claim Refunds Receipts	(22,159)	(28,192)	(17,425)	(17,368)	(14,828)	(28,188)							(128,161)
Assessment Receipts	(699,196)	35,100	-	(2,850,994)	1,730,924	(196,856)							(1,981,022)
Investment Income	8,977	8,141	8,402	7,965	9,320	7,751							50,555
Other Income	-	-	-	-	-	-							-
<b>Total Receipts</b>	<b>334,636</b>	<b>111,712</b>	<b>(122,161)</b>	<b>(2,710,616)</b>	<b>1,870,589</b>	<b>(237,282)</b>							<b>(753,122)</b>
<b>Refunds</b>													
Assessment Refunds	-	1,238,834	-	(724,986)	-	-							513,848
Premium Refunds	38,099	10,872	25,827	3,762	4,446	28,043							111,049
<b>Total Refunds</b>	<b>38,099</b>	<b>1,249,706</b>	<b>25,827</b>	<b>(721,224)</b>	<b>4,446</b>	<b>28,043</b>							<b>624,897</b>
<b>Expenses</b>													
Medical Claims	(170,894)	483,240	(197,067)	(258,675)	(863,079)	92,975							(913,501)
Pharmacy Claims	235,872	212,508	(542,237)	175,627	302,938	217,980							602,687
Fixed (PMPM) Admin	10,394	(2,670)	(3,218)	77,095	(88,590)	(4,790)							(11,779)
Variable Admin	(2,219)	10,712	18	13,648	(17,211)	(3,798)							1,150
Salary and Benefits	(485)	3,035	2,373	2,114	2,217	2,239							11,492
Prescription Admin	218	164	10	436	298	206							1,331
Miscellaneous	5,347	(2,647)	9,282	176	835	(1,945)							11,048
Professional Fees	8,897	9,260	(22,268)	719	(1,489)	(11,114)							(15,995)
<b>Total Expense</b>	<b>87,130</b>	<b>713,601</b>	<b>(753,107)</b>	<b>11,139</b>	<b>(664,083)</b>	<b>291,754</b>							<b>(313,567)</b>
<b>Available Cash Balance</b>	<b>459,865</b>	<b>2,534,884</b>	<b>1,685,443</b>	<b>(1,735,258)</b>	<b>(524,306)</b>	<b>(441,791)</b>							
<b>Inc(Dec) in Abandoned</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>							
<b>Property Reserve</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>							
<b>Month Ending Cash Balance</b>	<b>459,865</b>	<b>2,534,884</b>	<b>1,685,443</b>	<b>(1,735,258)</b>	<b>(524,306)</b>	<b>(441,791)</b>							

- (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
<b>Medicare</b>													
Enrollment Count	1,113	1,065	1,073	1,107	1,088	1,098							6,544
Premiums	750,451	342,924	328,037	695,128	379,149	369,562							2,865,251
Medical Claims	747,998	700,875	897,894	815,399	827,232	857,997							4,847,395
RX Claims	80,135	84,195	137,724	83,988	74,962	69,582							530,587
Total Claims	828,134	785,070	1,035,618	899,387	902,194	927,580	-	-	-	-	-	-	5,377,982
Income/Loss	(77,683)	(442,146)	(707,581)	(204,259)	(523,045)	(558,017)	-	-	-	-	-	-	(2,512,731)
Loss Ratio	110%	229%	316%	129%	238%	251%							188%
Claims PMPM	744	737	965	812	829	845							822
<b>Non Medicare</b>													
Enrollment Count	351	345	342	341	338	337							2,054
Premiums	1,629,182	120,541	1,476,919	197,810	159,348	1,459,583							5,043,383
Medical Claims	1,351,735	815,323	1,346,631	1,433,836	2,015,292	1,090,089							8,052,906
RX Claims	891,739	860,252	1,573,545	993,017	839,072	1,017,508							6,175,133
Total Claims	2,243,475	1,675,575	2,920,175	2,426,853	2,854,364	2,107,597	-	-	-	-	-	-	14,228,039
Income/Loss	(614,293)	(1,555,034)	(1,443,256)	(2,229,043)	(2,695,016)	(648,014)	-	-	-	-	-	-	(9,184,656)
Loss Ratio	138%	1390%	198%	1227%	1791%	144%							282%
Claims PMPM	6,392	4,857	8,539	7,117	8,445	6,254							6,927
<b>Combined Medicare/Non Medicare</b>													
Enrollment Count	1,464	1,410	1,415	1,448	1,426	1,435	-	-	-	-	-	-	8,598
Premiums	2,379,633	463,465	1,804,956	892,938	538,497	1,829,146	-	-	-	-	-	-	7,908,635
Medical Claims	2,099,733	1,516,198	2,244,525	2,249,235	2,842,524	1,948,086	-	-	-	-	-	-	12,900,303
RX Claims	971,875	944,447	1,711,269	1,077,004	914,034	1,087,090	-	-	-	-	-	-	6,705,719
Total Claims	3,071,608	2,460,645	3,955,793	3,326,239	3,756,558	3,035,177	-	-	-	-	-	-	19,606,023
Income/Loss	(691,975)	(1,997,180)	(2,150,837)	(2,433,301)	(3,218,061)	(1,206,031)	-	-	-	-	-	-	(11,697,388)
Loss Ratio	129%	531%	219%	373%	698%	166%							248%
Claims PMPM	2,098	1,745	2,796	2,297	2,634	2,115							2,280

**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	
<b>Enrollment:</b>													
Non-Medicare Enrollment	351	345	342	341	338	337	329	327	325	323	321	319	3,998
Medicare Enrollment (Basic and Basic+)	1,113	1,065	1,073	1,107	1,088	1,098	1,091	1,092	1,093	1,094	1,095	1,096	13,105
<b>Total Enrollment Count</b>	<b>1,464</b>	<b>1,410</b>	<b>1,415</b>	<b>1,448</b>	<b>1,426</b>	<b>1,435</b>	<b>1,420</b>	<b>1,419</b>	<b>1,418</b>	<b>1,417</b>	<b>1,416</b>	<b>1,415</b>	<b>17,103</b>
<b>Cash Balance</b>													
BEGINNING OF MONTH	5,683,892	8,281,836	8,297,715	5,976,023	6,323,728	5,518,029	4,745,870	2,658,783	8,053,875	7,718,949	6,260,007	3,371,579	
<b>Receipts</b>													
Premium Receipts	2,379,633	463,465	1,804,956	892,938	538,497	1,829,146	742,572	638,967	1,887,501	841,404	417,700	408,503	12,845,282
Grant Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Pharmacy Rebate Income	-	117,625	-	-	114,009	-	-	-	50,000	-	-	-	50,000
Claim Refunds Receipts	13,537	5,798	17,382	16,471	18,822	6,510	28,557	34,265	34,501	35,016	34,221	33,780	278,860
Assessment Receipts	3,432,332	2,035,100	-	3,549,006	2,530,924	603,144	-	8,000,000	1,000,000	1,000,000	-	6,000,000	28,150,506
Investment Income	9,077	8,241	8,502	8,065	9,420	7,851	100	100	100	100	100	100	51,756
Other Income	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Receipts</b>	<b>5,834,579</b>	<b>2,630,229</b>	<b>1,830,839</b>	<b>4,466,480</b>	<b>3,211,672</b>	<b>2,446,651</b>	<b>771,229</b>	<b>8,673,332</b>	<b>2,972,102</b>	<b>1,876,520</b>	<b>452,021</b>	<b>6,492,383</b>	<b>41,658,037</b>
<b>Refunds</b>													
Assessment Refunds	-	-	-	724,986	-	-	-	-	-	-	-	-	724,986
Premium Refunds	21,207	1,239	20,875	14,817	8,237	16,935	18,564	15,974	47,188	21,035	10,442	10,213	206,727
<b>Total Refunds</b>	<b>21,207</b>	<b>1,239</b>	<b>20,875</b>	<b>739,803</b>	<b>8,237</b>	<b>16,935</b>	<b>18,564</b>	<b>15,974</b>	<b>47,188</b>	<b>21,035</b>	<b>10,442</b>	<b>10,213</b>	<b>931,713</b>
<b>Expenses</b>													
Medical Claim Expense	2,099,733	1,516,198	2,244,525	2,249,235	2,842,524	1,948,086	1,679,842	2,015,589	2,029,452	2,059,756	2,013,026	1,987,039	24,685,004
Pharmacy Claim Expense	971,875	944,447	1,711,269	1,077,004	914,034	1,087,090	972,016	1,095,919	1,070,347	1,087,264	1,151,857	1,157,980	13,241,102
PMPM Administrative Expense	69,145	79,920	80,390	-	165,609	81,734	76,869	76,794	76,721	76,648	76,575	76,504	936,909
Variable Administrative Expense	16,497	10,456	13,640	-	30,850	17,427	14,620	13,610	14,601	13,592	20,583	13,573	179,449
Salary and Benefits Expense	45,297	30,624	30,567	30,826	30,723	30,701	32,940	32,940	32,940	32,940	32,940	33,151	396,588
Prescription Administrative Expense	1,634	1,686	1,838	1,411	1,547	1,636	1,841	1,839	1,838	1,836	1,834	1,833	20,773
Miscellaneous Expense	5,278	9,172	(207)	6,349	7,490	9,220	27,257	7,208	9,075	15,525	8,325	23,082	127,773
Professional Fees	5,970	20,607	49,635	14,148	16,356	25,981	34,367	18,367	24,867	26,867	24,867	15,367	277,395
<b>Total Expense</b>	<b>3,215,428</b>	<b>2,613,110</b>	<b>4,131,656</b>	<b>3,378,973</b>	<b>4,009,133</b>	<b>3,201,875</b>	<b>2,839,751</b>	<b>3,262,266</b>	<b>3,259,840</b>	<b>3,314,427</b>	<b>3,330,006</b>	<b>3,308,528</b>	<b>39,864,994</b>
Available Cash Balance	8,281,836	8,297,715	5,976,023	6,323,728	5,518,029	4,745,870	2,658,783	8,053,875	7,718,949	6,260,007	3,371,579	6,545,221	
Inc(Dec) in Abandoned Property Reserve	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Month Ending Cash Balance</b>	<b>8,281,836</b>	<b>8,297,715</b>	<b>5,976,023</b>	<b>6,323,728</b>	<b>5,518,029</b>	<b>4,745,870</b>	<b>2,658,783</b>	<b>8,053,875</b>	<b>7,718,949</b>	<b>6,260,007</b>	<b>3,371,579</b>	<b>6,545,221</b>	

- (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**

<b>Budget</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Total</b>
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
<b>Total Membership</b>	<b>1,427</b>	<b>1,425</b>	<b>1,424</b>	<b>1,423</b>	<b>1,422</b>	<b>1,421</b>	<b>1,420</b>	<b>1,419</b>	<b>1,418</b>	<b>1,417</b>	<b>1,416</b>	<b>1,415</b>	<b>17,049</b>
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	14,620	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
<b>Total Budget Operating Expenses</b>	<b>\$165,972</b>	<b>\$170,319</b>	<b>\$162,059</b>	<b>\$146,921</b>	<b>\$148,634</b>	<b>\$147,497</b>	<b>\$187,893</b>	<b>\$150,757</b>	<b>\$160,041</b>	<b>\$167,407</b>	<b>\$165,124</b>	<b>\$163,510</b>	<b>\$1,936,135</b>
<b>Actual</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>YTD Total</b>
Member Months: (1)													
Non-Medicare	351	345	342	341	338	337							2,054
Medicare Basic	931	886	894	929	910	920							5,470
Medicare Basic Plus	182	179	179	178	178	178							1,074
<b>Total Membership</b>	<b>1,464</b>	<b>1,410</b>	<b>1,415</b>	<b>1,448</b>	<b>1,426</b>	<b>1,435</b>	-	-	-	-	-	-	<b>8,598</b>
PMPM Administrative Expense (2)	69,145	79,920	80,390	-	165,609	81,734							\$476,798
Variable Administrative Expense (3)	16,497	10,456	13,640	-	30,850	17,427							\$88,870
Salary and Benefits Expense (4)	45,297	30,624	30,567	30,826	30,723	30,701							\$198,739
RX Benefit Management Fees	1,634	1,686	1,838	1,411	1,547	1,636							\$9,751
Miscellaneous Expense (5)	5,278	9,172	(207)	6,349	7,490	9,220							\$37,302
Professional Fees (6)	5,970	20,607	49,635	14,148	16,356	25,981							\$132,695
<b>Total Actual Operating Expenses</b>	<b>\$143,820</b>	<b>\$152,466</b>	<b>\$175,862</b>	<b>\$52,733</b>	<b>\$252,575</b>	<b>\$166,699</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$944,155</b>
<b>Variance</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>YTD Total</b>
Member Months: (1)													
Non-Medicare	9	6	5	6	5	6							36
Medicare Basic	27	(21)	(16)	16	(6)	1							1
Medicare Basic Plus	1	-	2	3	5	7							18
<b>Total Membership</b>	<b>37</b>	<b>(15)</b>	<b>(9)</b>	<b>25</b>	<b>4</b>	<b>14</b>	-	-	-	-	-	-	<b>55</b>
PMPM Administrative Expense (2)	10,394	(2,670)	(3,218)	77,095	(88,590)	(4,790)							(\$11,779)
Variable Administrative Expense (3)	(2,219)	10,712	18	13,648	(17,211)	(3,798)							\$1,150
Salary and Benefits Expense (4)	(485)	3,035	2,373	2,114	2,217	2,239							\$11,492
RX Benefit Management Fees	218	164	10	436	298	206							\$1,331
Miscellaneous Expense (5)	5,347	(2,647)	9,282	176	835	(1,945)							\$11,048
Professional Fees (6)	8,897	9,260	(22,268)	719	(1,489)	(11,114)							(\$15,995)
<b>Total Variance Expenses</b>	<b>\$22,152</b>	<b>\$17,854</b>	<b>(\$13,803)</b>	<b>\$94,187</b>	<b>(\$103,941)</b>	<b>(\$19,202)</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>(\$2,753)</b>

**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 June 30, 2018			
	Projected	Actual	Variance	% Change
Membership	1,421	1,435	14	1%
Avg Premium Receipt PMPM	\$1,234	\$1,263	\$29	2%
Avg Medical Claim Expense PMPM	\$1,412	\$1,353	\$59	4%
Avg Pharmacy Claim Expense PMPM	\$918	\$758	\$160	17%
Avg Premium Receipt Less Avg Claim Expense PMPM	(\$1,096)	(\$848)	\$248	23%
Avg Premium Receipt Less Avg Claim Expense Total	(\$1,557,416)	(\$1,216,880)	\$340,536	22%
Variance Due to Changes in Membership			(\$11,872)	
Variance Due to Changes in Claim Expenses			\$352,408	

CASH BASIS	Year-To-Date June 30, 2018			
	Projected	Actual	Variance	% Change
Member Months	8,542	8,598	56	1%
Avg Premium Receipt PMPM	\$766	\$910	\$144	19%
Avg Medical Claim Expense PMPM	\$1,379	\$1,491	\$112	8%
Avg Pharmacy Claim Expense PMPM	\$856	\$780	(\$76)	-9%
Avg Premium Receipt Less Avg Claim Expense PMPM	(\$1,469)	(\$1,361)	\$108	7%
Avg Premium Receipt Less Avg Claim Expense Total	(\$12,548,198)	(\$11,701,878)	\$846,320	7%
Variance Due to Changes in Membership			(\$76,216)	
Variance Due to Changes in Claim Expenses			\$922,536	

INCURRED BASIS	Year-To-Date June 30, 2018	Year-To-Date June 30, 2017
	Actual	Actual - Prior Year
Member Months	8,598	8,773
Avg Premium Income PMPM	\$934	\$885
Avg Medical Claim Expense PMPM (1)	\$1,559	\$1,478
Avg Pharmacy Claim Expense PMPM (2)	\$783	\$848
Avg Premium Receipt Less Avg Claim Expense PMPM	(\$1,408)	(\$1,441)
Avg Premium Receipt Less Avg Claim Expense Total	(\$12,105,984)	(\$12,641,893)

(1) Incurred medical claims data totals \$13,408,476 which is derived from \$9,506,476 actual paid claims with dates of service between 01-01-18 and 6-30-18 and \$3,902,000 IBNR reserve.

(2) Incurred pharmacy claims data totals \$6,732,310 which is derived from \$6,289,310 actual paid claims with dates of service between 01-01-18 and 6-30-18 and \$443,000 IBNR reserve.