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# **REGULAR MEETING OF THE BOARD OF DIRECTORS**



**July 9, 2020  
9:00 AM**

**Teleconference: <https://global.gotomeeting.com/join/949353309>  
Telephone: 571-317-3122 / Access Code: 949-353-309**

New Mexico Retiree Health Care Authority  
Regular Meeting

BOARD OF DIRECTORS

**ROLL CALL**

July 9, 2020

|                             | Member in Attendance |  |  |
|-----------------------------|----------------------|--|--|
| Mr. Sullivan, President     |                      |  |  |
| Mr. Montañó, Vice President |                      |  |  |
| Mr. Crandall, Secretary     |                      |  |  |
| Mr. Propst                  |                      |  |  |
| Ms. Goodwin                 |                      |  |  |
| Mr. Linton                  |                      |  |  |
| Ms. Saunders                |                      |  |  |
| Mr. Eichenberg              |                      |  |  |
| Ms. Larranaga-Ruffy         |                      |  |  |
| Mr. Bhakta                  |                      |  |  |
| Ms. Moon                    |                      |  |  |
| Ms. Madrid                  |                      |  |  |

## NMRHCA BOARD OF DIRECTORS

JULY 2020

Mr. Wayne Propst  
Executive Director  
Public Employees Retirement Association  
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Mr. Doug Crandall, Secretary  
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Annual Meeting of the  
NEW MEXICO RETIREE HEALTH CARE AUTHORITY  
BOARD OF DIRECTORS

July 9 & 10, 2020

9:00 AM / 9:00 AM

Via Teleconference: <https://global.gotomeeting.com/join/949353309>

Telephone: 571-317-3122 / Access Code: 949-353-309

AGENDA – July 9th

|  |                                       |      |
|--|---------------------------------------|------|
| 1. Call to Order                                       | Mr. Sullivan, President               | Page |
| 2. Roll Call to Ascertain Quorum                       | Ms. Beatty, Recorder                  |      |
| 3. Pledge of Allegiance                                | Mr. Sullivan, President               |      |
| 4. Approval of Agenda                                  | Mr. Sullivan, President               | 4    |
| 5. Approval of Regular Meeting Minutes<br>June 2, 2020 | Mr. Sullivan, President               | 6    |
| 6. Public Forum and Introductions                      | Mr. Sullivan, President               |      |
| 7. Executive Director's Update (20 minutes)            |                                       | 13   |
| a. Board Member Appointment – NMAER                    |                                       |      |
| b. Legislative   |                                       |      |
| c. Attorney General Opioid and Generic Drug Litigation |                                       |      |
| d. Human Resources/Office Relocation                   |                                       |      |
| e. Magellan Healthcare Security Incident               |                                       | 14   |
| f. COVID-19  |                                       |      |
| g. Case No. D101-cv 2019-025446                        |                                       | 15   |
| h. GAS75 Employer Allocation Schedules                 |                                       | 25   |
| i. May 31, 2020 SIC Report                             |                                       | 27   |
| 8. Committee Reports                                   | Mr. Sullivan, President               |      |
| 9. Calendar Year 2021 Plan Changes (15 Minutes)        | Mr. Archuleta, Executive Director     | 28   |
| 10. Actuarial Presentations (35 minutes)               | Ms. Patani, PhD, ASA, MAAA            | 42   |
| a. Methodology Report                                  | Ms. Krumholz, FSA, MAAA               |      |
| b. Solvency Study                                      | Segal Co.                             |      |
| c. Sensitivity Analysis                                |                                       |      |
| 11. Claims and Demographics (35 minutes)               | Mr. Madalena, Madalena Consulting     | 67   |
| a. Non-Medicare  |                                       |      |
| b. Medicare  |                                       |      |
| c. COVID-19 Effects                                    |                                       |      |
| (10 Minute Break)                                      |                                       |      |
| 12. Provider Introductions & Updates                   |                                       | 93   |
| a. Presbyterian Health Plan (15 minutes)               | Mr. Witt, Large Group Account Manager |      |
| i. Pre-Medicare  | Ms. Perea, Senior Account Manager     |      |
| ii. Medicare Advantage                                 | Ms. Tena, Sr. Marketing Account Exec  |      |
| b. Blue Cross Blue Shield of New Mexico (15 minutes)   | Ms. Bell, Account Executive           | 115  |
| Pre-Medicare   | Ms. Hentz, Account Executive          |      |
| Medicare Supplement                                    |                                       |      |
| Medicare Advantage                                     |                                       |      |

- c. UnitedHealthcare Medicare Advantage (12 Minutes) Mr. Cadriel, VP Client Mgt. Director 130
- d. Humana Medicare Advantage (12 Minutes) Ms. Bodenski, Sr. Account Exec. 138
- e. Express Scripts (12 minutes) Ms. Daily, Sr. Account Executive 157  
Mr. Zeyae, Sr. Clinical Exec.

13. Executive Session

Pursuant to NMSA 1978, Section 10-15-1 (H)(6) To Discuss Limited Personnel Matters – Executive Director’s Employee Evaluation

Mr. Sullivan, President

(Recess until 9:00AM, July 10, 2020, GoToMeetings)

**ACTION SUMMARY**

**NM RETIREE HEALTH CARE AUTHORITY/REGULAR BOARD MEETING**

**June 2, 2020**

| <b><u>Item</u></b>   | <b><u>Action</u></b> | <b><u>Page</u></b> |
|--|----------------------|--------------------|
| APPROVAL OF AGENDA   | Approved             | 3                  |
| <u>APPROVAL OF MINUTES:</u><br>May 5, 2020   | Approved             | 3                  |
| COMMITTEE REPORTS  | Informational        | 3                  |
| PUBLIC FORUM & INTRODUCTIONS   | Informational        | 3                  |
| <u>EXECUTIVE DIRECTOR'S UPDATES</u><br>Delta Dental Premium Waiver Program<br>Summer Newsletter<br>Employer Allocation Schedules – GAS 75<br>HR Updates<br>ABQ Office Relocation<br>Legislative<br>COVID-19<br>April 30 SIC Report | Informational        | 3                  |
| MINIMUM AGE AND YEARS-OF-SERVICE<br>REQUIREMENTS RULE CHANGE   | Approved             | 5                  |
| ATTESTATION OF INTENT  | Approved             | 5                  |
| 2021 PRELIMINARY PLAN DISCUSSION   | Informational        | 6                  |
| ANNUAL BD RETREAT/MEETING  | Informational        | 7                  |
| OTHER BUSINESS   | Informational        | 7                  |

**MINUTES OF THE**  
**NEW MEXICO RETIREE HEALTH CARE AUTHORITY/BOARD OF DIRECTORS**  
**REGULAR MEETING/VIA TELECONFERENCE**

**June 2, 2020**

**1. CALL TO ORDER**

A Regular Meeting of the Board of Directors of the New Mexico Retiree Health Care Authority was called to order on this date at 9:30 a.m. via teleconference.

**2. ROLL CALL TO ASCERTAIN A QUORUM**

A quorum was present.

**Members Present:**

Mr. Tom Sullivan, President  
Mr. Joe Montaña, Vice President  
Mr. Doug Crandall, Secretary  
The Hon. Tim Eichenberg, NM State Treasurer  
Mr. Sanjay Bhakta  
Ms. Jan Goodwin  
Ms. LeAnne Larrañaga-Ruffy  
Mr. Terry Linton  
Ms. Leane Madrid  
Ms. Pamela Moon  
Ms. Therese Saunders

**Members Excused:**

None.

**Staff Present:**

Mr. Dave Archuleta, Executive Director  
Mr. Neil Kueffer, Deputy Director  
Mr. Greg Archuleta, Director of Communication & Member Engagement  
Ms. Peggy Martinez, CFO  
Ms. Judith S. Beatty, Board Recorder

**3. PLEDGE OF ALLEGIANCE**

Mr. Sullivan led the pledge.

**4. APPROVAL OF AGENDA**

Mr. Crandall moved approval of the agenda, as published. Mr. Eichenberg seconded the motion, which passed unanimously.

**5. APPROVAL OF REGULAR MEETING MINUTES: May 5, 2020**

Ms. Saunders moved approval of the May 5 minutes, as submitted. Ms. Moon seconded the motion, which passed unanimously.

**6. PUBLIC FORUM AND INTRODUCTIONS**

There were no speakers.

**7. COMMITTEE REPORTS**

Chairman Sullivan reported that the Executive Committee met to set today's agenda.

Mr. Linton reported on activities by the nominating committee, with the following candidate names submitted: President, Jan Goodwin and Doug Crandall; Vice President, Therese Saunders; Secretary, LeAnne Larrañaga-Ruffy and Pamela Moon.

Chairman Sullivan said a ballot will be prepared with these candidate names for the July annual meeting, and he would certainly be comfortable with accepting additional nominations from the floor at that time.

Ms. Goodwin said the Audit Committee will meet following today's meeting.

**8. EXECUTIVE DIRECTOR'S UPDATES**

**a. Delta Dental Premium Waiver program**

Mr. Archuleta said Delta Dental has notified NMRHCA that it would be implementing its pandemic relief program by issuing a one-time credit for premiums paid during the month of April for all NMRHCA members enrolled in either the comprehensive or basic plan. The billing statement for April totaled \$986,324.30. The June statement was only \$1,875.86, meaning that Delta refunded \$984,448.44 on behalf of 19,252 retirees, or about \$4,600 on the basic plan and 14,700 on the comprehensive plan. All affected members were notified in May.

Mr. Archuleta said United Concordia and Davis Vision are considering something similar but on a national basis.

**b. Summer Newsletter**

Mr. Archuleta reviewed highlights from the summer newsletter.



Mr. Archuleta said NMRHCA is preparing an employer newsletter to update employer groups and active employees with respect to actions taken by the board today on the rule change status. NMRHCA will also ask the ERB to send the newsletter out to its employer groups.

**c. Employer Allocation Schedules – GAS 75**

Mr. Archuleta said the Audit Committee will have its exit conference with Moss Adams at the conclusion of this meeting. CliftonLarsonAllen, which did its review of the employer allocation schedules last week, gave notice to NMRHCA of its intent to notify the State Auditor’s Office that there were no problems with its review.

**d. HR Updates**

Mr. Archuleta presented HR updates.

**e. Albuquerque Office Relocation**

Mr. Archuleta reported that staff is scheduled to meet with Contract Associates tomorrow to go over the final design and layout of the new office and a plan for moving the furniture from the old location to the new one in the latter part of August. The new address is 6300 Jefferson St., NE.

**f. Legislative**

Mr. Archuleta said the special session is scheduled for Thursday, June 18, to address the shortfalls for the current fiscal year along with projected shortfalls for FY 2021.

Mr. Archuleta noted that House Bill 295/Senate Bill 297 proposed the Health Security Act last year, creating a state-administered health insurance plan or health security plan with the goal of providing universal health insurance coverage and access to affordable high quality healthcare coverage for all state residents, including public and private employees. The Legislative Finance Committee hired a consultant to help with that report, which is on the LFC website. The 80-plus-page draft goes through how the LFC will propose studying this and determining the affordability of the program, which would reach into the billions of dollars and replace Medicaid and many of the programs that people have come to rely on. This is a five-year study, with conclusions expected by 2024; and while NMRHCA will not be replaced this next year, that may be some consideration of that in the future.

**g. COVID-19**

Mr. Archuleta stated that NMRHCA continues to make a broad range of resources available to the members online. Some health plan partners have elected in some instances to waive copays for primary care physician visits and online visits, and mental health resources are also being made available.

Mr. Archuleta also reported that, as of last week, between the Medicare and Medicare Supplement plans, there have been 29 claims from Blue Cross Blue Shield related to COVID-19 of about \$1,500, and 17 claims on the Presbyterian side of about \$20,000. Standard has also reported that there have been no COVID-related deaths among those members with life insurance policies through NMRHCA.

**h. April 30, 2020 SIC Report**

Mr. Archuleta reported balances of \$746 million on April 30, less than the \$770 million projected on June 30. This will have some bearing on the solvency for next year, but shows a significant improvement over March's \$715 million balance.

**9. MINIMUM AGE AND YEARS-OF-SERVICE REQUIREMENTS RULE CHANGE**

Mr. Archuleta said the proposed amendment to this rule changes the effective date from January 1, 2021 to July 31, 2021. The impact to the trust fund is projected to be between \$3.7 million and \$4.1 million over the life of the fund.

Mr. Archuleta said the minutes from the public hearing held last Friday, along with written comments and other related documents, were in the board book for review.

**Chairman Sullivan moved for approval. Mr. Crandall seconded the motion.**

Mr. Crandall stated that the Executive Committee reviewed this and recommends approval.

**The motion passed unanimously.**

Chairman Sullivan commented that the process has clearly worked, and the agency has been responsive to the concerns of the constituents, albeit belatedly. He said NMRHCA has board members who represent the groups that were affected by this, and yet none was approached by members of their constituency expressing concern about this matter. Board members first heard about this during one of their legislative committee meetings, and then later during the legislative session, when the board was essentially reprimanded by the Secretary of Education during one of its meetings. He said he would hope that the constituents would at least recognize that the agency has processes and representation that could have avoided this becoming what it became.

**10. ATTESTATION OF INTENT**

As background, Mr. Archuleta stated that, in 2013, the board adopted an attestation of intent which stated, "NMRHCA's Board of Directors would like to state its intent to modify plan designs as necessary to preclude the payment of any excise tax established by 2010's Patient Protection and Affordable Care Act (PPACA) beginning in 2018." This action allows the agency's consultants to incorporate certain assumptions regarding future growth in plan expenditures, as well as the value of the agency's unfunded liabilities. Implementation of the "Cadillac" tax has been delayed twice since then, and it was permanently repealed late last year.

Mr. Archuleta stated that, in order to incorporate those same assumptions into the solvency projections and GASB valuation, the board would have to reaffirm its intent to continue to modify the plan designs into the future in order to stay within that threshold. He said NMRHCA is therefore asking the board to reaffirm its intent to modify its plan designs (pre-Medicare and Medicare Supplement) to limit the future value of those plans.

Mr. Crandall said the Executive Committee recommended approval on this.

Responding to a question from Mr. Crandall about why this couldn't be voted on every year at the annual meeting rather than on an ad hoc basis ahead of time, Mr. Archuleta explained that he and Segal felt it important to get the board's commitment beforehand. He said Segal wanted assurances from the board on its position, given that the Cadillac tax was finally and permanently repealed last December. He said Segal could have solvency scenarios run reflecting a board decision either way.

Mr. Crandall said any issue that the board passes over the years that continues to affect NMRHCA as this does should probably be addressed at the annual meeting as an informational item.

Mr. Linton said he didn't understand the need for this attestation because it concerns a threshold that is no longer in existence.

Mr. Archuleta responded that NMRHCA is limiting the value of these plans in the future, as every year it continues to increase unless the agency makes modifications to them to keep them below a threshold. It is important to make sure that, 10 years from now, there isn't an \$800 deductible plan when those basically don't exist, and when the lowest deductible plan would probably be closer to \$2,000. For long-term calculations, the agency is committing to making future adjustments to cap out that value.

Segal actuarial consultant Nura Patani added that, with the excise tax having been repealed at the end of last year, if they were to run through the solvency model assuming those future plan changes weren't made, it would result in fewer years of solvency and would increase GASB liability. She said Segal would prepare a scenario for the annual meeting illustrating the impact of that.

**Mr. Crandall moved to issue the attestation of intent. Mr. Montañó seconded the motion, which passed, with Mr. Linton dissenting.**

#### **11. 2021 PRELIMINARY PLAN DISCUSSION**

Mr. Archuleta said NMRHCA's long-term solvency projections include annual 8 percent (pre-Medicare) and 6 percent (Medicare Supplement) rate increases as part of its baseline assumptions in order to keep pace with rising medical costs. He reviewed a chart reflecting the effect of these changes on the Value, Premier and Supplement plans, with options showing lower percentage increases.

In addition:

Medicare Advantage Defaulting Strategy: Revise default strategy based on 2019 Medical, Dental, Vision, EAP and Medicare Programs RFP (pending State Purchasing Division approval).

Pre-Medicare Plan Design: Staff is working with Mike Madalena to identify certain copay adjustments necessary to avoid any significant differential between NMRHCA and its IBAC partners.

Pre-Medicare Subsidies: Depending on where solvency lies, reconsider subsidy reductions discussed in the past or which are included as part of the plan moving forward.

#### Additional Variables Impacting Solvency Report/Year End Goals:

- Changes to minimum age and increased years of service rules
- 2020 special legislative session: employee/employer contributions

- Implementation of Livongo Diabetes Management Program
- Additional programs resulting from 2019 Medical, Dental, Vision, EAP and Medicare Programs RFP (pending State Purchasing Division approval)
- Fourth year of four-year basic life phase-out

**12. ANNUAL BOARD RETREAT/MEETING**

- a) **Board Policies and Procedures**
- b) **Election of Officers**
- c) **Committee Assignments**
- d) **Open Meetings Act Resolution**

Mr. Archuleta reviewed the July 9 and 10 draft agendas.

**13. OTHER BUSINESS**

None.

**14. EXECUTIVE SESSION**

None.

**15. DATE AND LOCATION OF NEXT BOARD MEETING**

**July 9 & 10, 2020, TBD  
Via Teleconference  
GoToMeeting.com**

**ADJOURN**

Meeting adjourned at 11:00 a.m.

Accepted by:

---

Tom Sullivan, President



# New Mexico Association of Educational Retirees

**H. Russell Goff**  
Executive Director

## Executive Board

**Michael Torrez**

President  
P.O. Box 816  
Ranchos de Taos, NM 87557  
(575) 758-8748

**Vicki Smith**

Immediate Past President

**Linda Carr**

First Vice President

**Pauline Rindone**

Second Vice President

**Vesta Henry**

Third Vice President

**Barbara Bonahoom**

**Joelyn Pafford**

**Raymond Vincent**

At Large Representatives

**H. Russell Goff**

ERB Representative

**Joe Montaño**

NMRHCA Representative

**Alice Pegues**

Memoriams/Historian

**Dr. Tomas Salazar**

SREAL

**Dr. Annette Johnson**

AARP-NM President

Nominations & Elections

Staff:

**Janice Sells, Treasurer**

**Peggy Clemmons, Office Mgr.**

**Debbie Garrison, Database**

July 1, 2020

David Archuleta, Executive Director  
New Mexico Retiree Health Care Authority  
4308 Carlisle Boulevard, NE  
Albuquerque, NM 87107

Dear Mr. Archuleta:

On Monday, June 29, 2020, the NMAER Executive Board met and officially accepted the resignation of Joe Montano as Representative to the New Mexico Retiree Health Care Authority, Board of Trustees. President, Michael Torrez, with confirmation from the Executive Board, appointed Dr. Tomas Salazar to fill Joe Montano's term of office until June 30, 2023. Dr. Salazar's appointment is effective July 15, 2020.

Yours,

  
Russell Goff

NMAER Executive Director

cc Michael Torrez  
Dr. Tomas Salazar  
Joe Montano

June 9, 2020

David Archuleta  
New Mexico Retiree Health Care Authority  
Email: David.Archuleta@state.nm.us

Dear Mr. Archuleta,

At Presbyterian, we are committed to protecting the privacy of our patients and members. You are receiving this letter because you have employees and/or their dependents who have received health care services through a Presbyterian provider and are, or have been, a Presbyterian Health Plan member.

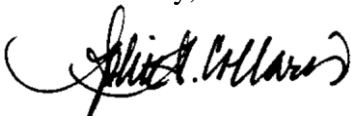
As we have communicated in the past, this is an ongoing investigation of unauthorized anonymous access gained through a deceptive email to some of Presbyterian's workforce members around May 9, 2019 and discovered on June 6, 2019. As a result of this ongoing investigation we determined on April 7, 2020 certain affected email accounts may have included data containing names and possibly an address, date of birth, clinical and/or health insurance information for one of your current or previous members. No medical records were accessed.

We are not aware of any improper or attempted use of this information, but we believe it important to notify you of the results of this ongoing investigation. We apologize that this incident occurred and for any concern it may cause. We are in the process of notifying all members that were identified in this phase of the investigation. Attached is a list of those members who were under your contract at the time of the incident.

We take the responsibility of safeguarding our member's information very seriously. All workforce members must successfully complete annual mandatory training about the importance and requirement to safeguard all information. We want to assure you that Presbyterian is committed to protecting the privacy and confidentiality of every individual's information; and we continue to take steps to enhance the security of our systems as part of this commitment.

If members have any questions they may call (833) 297-6405 or go to <https://ide.myidcare.com/presbyterian-protect> for assistance, Monday through Friday, 7:00 a.m. to 7:00 p.m. Mountain Time.

Sincerely,



Sophia Collaros, Privacy Officer  
Presbyterian Health Plan

STATE OF NEW MEXICO  
COUNTY OF SANTA FE  
FIRST JUDICIAL DISTRICT COURT

VICTORIA LOPEZ

Plaintiff-Appellant,

v.

No. D-101-CV-2019-02546

NEW MEXICO RETIREE HEALTHCARE  
AUTHORITY

Defendant-Appellees.

**ORDER ON NMRA § 1-074 APPEAL**

THIS MATTER having come before the Court on Appellant Victoria Lopez's (Ms. Lopez) appeal of Final Order by the New Mexico Retiree Healthcare Authority (NMRHCA) terminating her health benefits. This appeal is brought to the district court, by the agreement of the parties, pursuant to NMRA §1-074.

Appellant Lopez filed a Statement of Issues, to which the Appellee New Mexico Retiree Healthcare Authority filed a response and Lopez filed a reply. A hearing was requested and held on April 9, 2020. After full consideration of the facts and the record, the Decision and Order of the New Mexico Retiree Healthcare Authority is AFFIRMED.

**STATEMENT OF ISSUES PRESENTED**

The Appellant presents the following issues for review:

- A. Did NMRHCA act arbitrarily and capriciously, or not in accordance with the law, by submitting *ex parte* communications to the Hearing Officer?
- B. Did NMRHCA act arbitrarily and capriciously, or not in accordance with the law, by terminating Ms. Lopez's health insurance?
- C. Did NMRHCA violate Ms. Lopez's substantive and procedural due process rights by terminating her health insurance coverage?

## **STANDARD OF REVIEW**

When a district court sits in its appellate capacity to review the actions of a state agency, the court applies the standard of review, set out in Rule 1-074(R) which requires the court to determine:

- (1) whether the agency acted fraudulently, arbitrarily, or capriciously;
  - (2) whether based upon the whole record on appeal, the decision of the agency is not supported by substantial evidence;
  - (3) whether the action of the agency was outside the scope of authority of the agency;
- or
- (4) whether the action of the agency was otherwise not in accordance with law.

In addition, "when the district court sits as an appellate tribunal, in the absence of a statutory exception, it is limited to consideration of the record below. *Zamora v. Vill. of Ruidoso Downs*, 120 N.M. 778, 783, 907 P.2d 182, 187 (1995)." *Maso v. New Mexico Taxation and Revenue Department*, 2004 NMCA-025, ¶16.

The Court cannot reverse a Decision because it may disagree with the result. However, such a ruling "is arbitrary and capricious if it is unreasonable or without a rational basis, when viewed in light of the whole record." *Sais v. NM Dept. of Corrections*, 2012-NMSC-009, ¶17, 275 P.3d 104. (internal quotation marks and citation omitted). Though the court must perform a whole record review, "[w]e must be careful not to substitute our own judgment for that of the agency. ... " *Id.* Rather, "we must consider all evidence bearing on the findings, favorable or unfavorable, to determine if there is substantial evidence to support the result." *Tom Growney Equip. Co. v. Jouett*, 2005-NMSC-015, 13, 137 N.M. 497, 113 P.3d 320 (internal quotation marks and citation omitted). "Where the testimony is conflicting, the issue on appeal is not whether there is evidence to support a contrary result, but rather whether the evidence supports the findings of the trier of fact." *Id.* (internal quotation marks and citation omitted). *Sais*, 2012-NMSC-009, ¶16.

## **SUMMARY OF THE PROCEEDINGS**

On November 1, 1990, the NMRHCA instituted a health insurance program for qualifying retirees. Richard H. Lopez, was a qualified retiree and enrolled himself, his wife



and one of his sons in the program. His son, was covered as a disabled eligible dependent. Mr. Lopez, did not enroll Victoria Lopez, his daughter at that time.

Ms. Lopez was diagnosed with mitochondrial disease in 1999, she was almost 30 when the rest of the family was enrolled and 38 when she was diagnosed with mitochondrial disease. Ms. Lopez's testimony at the hearing indicated that she had this condition since birth and it likely impacted her before the ages of 19 and/or 26 and that her health has progressively worsened over time.

On November 5, 2015 Mr. Lopez submitted an application for coverage for Ms. Lopez, she was approximately 54 years old at the time. A letter from her physician stating her diagnosis was submitted with the application.

Initially, Ms. Lopez's application was approved by the Executive Director, Mark Tyndall and noted "OK to add 1-1-16."

Ms. Lopez's coverage began January 1, 2016 and continued until January of 2019. A new Executive Director, David Archuleta, received a report from a customer service agent that Ms. Lopez's coverage did not seem to comply with the NMRHCA regulations. Initially it was thought that she was on the wrong plan that she should have been on a Medicare supplemental plan like her brother. Based on this information, Mr. Archuleta contacted Ms. Lopez regarding her plan and indicated she should apply for Social Security Disability benefits.

Upon further review, Mr. Archuleta determined that the initial approval of coverage back in 2015 violated the Retiree Health Care Act and that it was not a matter of applying for Medicare or Social Security. Mr. Archuleta determined that her coverage would have to be terminated, and notified her it would be terminated on March 31, 2019.

Ms. Lopez appealed the termination under 2.81.6.9(C) NMAC and it was referred to a hearing officer who made a recommendation to the NMRHCA that the insurance be terminated. The NMRHCA Board heard from both parties as to the recommendation of the hearing officer, and adopted the hearing officer's report and recommendation. This appeal followed.

## ANALYSIS OF ISSUES PRESENTED

### **A. Did NMRHCA act arbitrarily and capriciously, or not in accordance with the law, by submitting *ex parte* communications to the Hearing Officer?**

The hearing was held on August 2, 2019. After the hearing was completed, the parties submitted written closing arguments on August 9, 2019. On August 19, 2019 counsel for NMRHCA emailed Ms. Lopez's counsel with a proposed offer to reinstate Ms. Lopez's health insurance pending the decision of the Board. The appeal was to be heard by the Board on August 27, 2019.

On August 21, 2019 counsel responded with questions regarding the offer. Ms. Lopez wanted to extend the timeframe of the reinstatement for four months, she had already lost the four months of coverage, so wanted it to go forward for four months, which NMRHCA turned down. There was discussion of her coverage starting August 2 and continuing to the decision by the Board.

The e-mail exchange was then sent to the Hearing Officer. The submission to the hearing officer, which also went to Ms. Lopez was submitted on August 23, 2019 at 2:10 pm. At 3:01pm on August 23, 2019, the hearing officer's decision was forwarded to NMRHCA's outside counsel.

One of the issues raised at the hearing, had been a due process claim by Ms. Lopez. The hearing officer found that the offer to reinstate the health benefits made it unnecessary for her to review those claims.

Ms. Lopez's counsel requested reconsideration of the due process claim, because the offer of reinstatement was made *ex parte* and did not moot the issue.

The Board considered whether the e-mails should be added to the record after hearing Ms. Lopez's objection, but approved adding them to the record. Ms. Lopez was given the opportunity to challenge the admission of the e-mails, but ultimately the decision went against her. If the Board had believed they were *ex parte*, or erroneously considered, it could have excluded them, but it did not.

What happened in this case is distinguishable from *State, ex rel. Human Services Dept. v. Gomez*, 1982-NMSC-153, 99 N.M. 261. In *Gomez*, the Hearing Officer considered a report

that had not been available to Gomez before the hearing and concluded consideration of the report by the hearing officer violated the Program Manual for the agency. *Gomez*, at ¶35. While the court believed that it was error for the hearing officer to consider the report, the Court did not find it was reversible error. In the case before the Court, the offer of reinstatement had been conveyed to Ms. Lopez before the hearing officer made her recommendation. In addition, Ms. Lopez was given an opportunity to challenge the consideration of the evidence in front of the Board, before a final decision was made.

Ms. Lopez was seeking reinstatement of her health benefits, and the offer of reinstatement provided her the remedy she was seeking, it was appropriate to apprise the Hearing Officer of the reinstatement and any error was rectified by the opportunity to be heard in front of the Board.

Mr. Lopez is denied relief on this issue.

**B. Did NMRHCA act arbitrarily and capriciously, or not in accordance with the law, by terminating Ms. Lopez's health insurance?**

When Ms. Lopez's father retired, the health insurance benefit was not available to retirees. It did not become available until 1990, when the NMRHCA was created. Mr. Lopez's son, who was diagnosed with the same disease, was covered as a disabled eligible dependent. Mr. Lopez, did not enroll Victoria Lopez, his daughter, who was 29 years old. In order to qualify for health insurance as a "disabled eligible dependent," Mr. Lopez would have had to present evidence that Victoria was wholly dependent on her father and incapable of self-sustaining employment by reason of intellectual disability<sup>1</sup> or physical handicap.

The Retiree Health Care Act defines "Eligible Dependent" as a person obtaining retiree health care coverage based upon that person's relationship to an eligible retiree as follows:

- (1) a spouse;
- (2) an unmarried child under the age of nineteen who is:
  - (a) a natural child;
  - (b) a legally adopted child;
  - (c) a stepchild living in the same household who is primarily dependent on the eligible retiree for maintenance and support;
  - (d) a child for whom the eligible retiree is the legal guardian and who is primarily dependent on the eligible retiree for

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<sup>1</sup> The appropriate section uses the term mental retardation, but that is an antiquated term to describe a person with an intellectual disability.

maintenance and support, as long as evidence of the guardianship is evidenced in a court order or decree; or  
(e) a foster child living in the same household;

(3) a child described in Subparagraphs (a) through (e) of Paragraph (2) of this subsection who is between the ages of nineteen and twenty-five and is a full-time student at an accredited educational institution; provided that "full-time student" shall be a student enrolled in and taking twelve or more semester hours or its equivalent contact hours in primary, secondary, undergraduate or vocational school or a student enrolled in and taking nine or more semester hours or its equivalent contact hours in graduate school;

(4) a dependent child over nineteen who is wholly dependent on the eligible retiree for maintenance and support and who is incapable of self-sustaining employment by reason of mental retardation or physical handicap; provided that proof of incapacity and dependency shall be provided within thirty-one days after the child reaches the limiting age and at such times thereafter as may be required by the board;

#### NMSA 1978 § 10-7C-4

In addition, the NMRHCA created a Disabled Dependent Certification form to be completed by individuals who are relying on the above section of the Act. This form states:

Your NMRHCA-covered unmarried child up to the age of 26 (including a legally adopted child of the retiree, step-child, foster child and child for whom the retiree is the legal guardian) is wholly dependent on you for maintenance and support and is incapable of self-sustaining employment by reason of mental incapacity or physical handicap. Proof of incapacity and dependency must be provided within 31 days after the child reaches the limiting age. The disability must have occurred before the child reached the limiting age.

The testimony at the hearing by Mr. Archuleta, the Executive Director of NMRHCA was that a disabled eligible dependent may enter NMRHCA's coverage after the age of 26 when the eligible retiree retires, the disabled eligible dependent was covered under the eligible retiree's employer's plan, and the eligible retiree applies for coverage with NMRHCA immediately upon retirement. This is essentially a continuation of benefits and is not applicable in Ms. Lopez's case since application for her coverage was not made in 1990, but rather 2015.

So there were three points in time at which Ms. Lopez could have pursued NMRHCA coverage if the requirements had been met, upon turning 19, upon turning 26 or upon application in 1990 when her father enrolled himself, his spouse and his disabled son into the retirement plan. The fact that he chose not to seek enrollment of Victoria in 1990 was the event that led to her denial of coverage. Nothing indicated that she was “wholly dependent” on her father for support. If she had been, it would seem that her father would have applied to put her on his health insurance when he applied to put his son on the policy. Unfortunately, her diagnosis 9 years later does not provide an avenue for relief.

Ms. Lopez’s argument that others are treated differently is not supported by the record. Mr. Archuleta indicated that persons who are already on a parent’s plan prior to the employee parent retiring, are then carried over to the retirement plan and it is considered a continuation of coverage. This is so because the parent employee has already submitted the information required to prove that the dependent is wholly dependent on the parent for support. Here, Ms. Lopez was not on her father’s state covered policy, as was her brother. She was a new applicant and had to meet the eligibility requirements, but she did not.

Ms. Lopez had the same opportunity as every other dependent whose employee parent retires and for the first time becomes eligible for the NMRHCA plan. In 1990, when Mr. Lopez applied for his son, he could also have applied for his daughter, but he did not. Ms. Lopez failed to put forth evidence of any dependent, over the age of 26 being granted health insurance for the first time without going through the application process.

It would seem that Ms. Lopez is arguing that the first Executive Director was right and Executive Director Archuleta was wrong. However a reading of the applicable rules and regulations show the reverse is true. Once Mr. Archuleta realized that Ms. Lopez was not entitled to disabled dependent coverage, he had no choice but to terminate her. Ms. Lopez tries to find fault with Mr. Archuleta’s initial attempts to move her to a different kind of coverage, but the bottom line was that she was not entitled to coverage and he had to enforce that.

The NMRHCA’s decision was not arbitrary and capricious. In *Rio Grande Chapter of the Sierra Club v. N.M. Mining Comm’n*, 2003–NMSC–005, ¶ 17, 133 N.M. 97, 61 P.3d 806., the court held an administrative agency’s ruling is arbitrary and capricious if it is unreasonable

or without rational basis when viewed in light of the whole record. The decision is not unreasonable or without a rational basis.

Ms. Lopez is denied relief on this issue.

**C. Did NMRHCA violate Ms. Lopez's substantive and procedural due process rights by terminating her health insurance coverage?**

In this issue, Ms. Lopez argues that her constitutional rights were violated by terminating her insurance in the manner they did. During the course of this litigation, it was admitted that the NMRHCA does not get a great deal of appeals relating to their coverage decisions. Admittedly, it could have been handled better than it was, but that does not equate to a constitutional violation.

The requirements for eligibility under the NMRHCA plan, and the application of these criteria to Ms. Lopez, do not violate her right to equal protection of the law. The interests implicated by these eligibility criteria "are of an economic or financial nature," meaning that "[r]ational basis scrutiny is the appropriate equal protection analysis to be employed." *Trujillo v. City of Albuquerque*, 1998-NMSC-031, ¶ 26, 125 N.M. 721. Under rational basis scrutiny, "the legislation is considered presumptively valid," and the challenger of the legislation must "show that the statute's classification is not rationally related to the legislative goal" in order to prevail. *Id.*, ¶15. Ms. Lopez did not meet this difficult burden, and the eligibility criteria are valid.

The eligibility criteria require that a disabled dependent over the age of twenty-six provide notice to the NMRHCA of the dependent's disability within thirty-one days of the dependent's twenty-sixth birthday. § 10-7C-4(F)(4). This requirement serves as a means of preserving and maximizing benefits for public employee retirees in accordance with the Act. §10-7C-3. Such financial considerations are rational and closely related to the requirements of the Act, thus confirming the constitutionality of the eligibility criteria.

It is rational and appropriate that the NMRHCA allowed disabled dependents over the age of twenty-six to be excepted from the strict requirements of Section 10-7C-4(F)(4) if they were currently receiving health insurance from the public employer plan. At some point that disabled defendant was required to prove that they were wholly dependent on the employee parent, as was probably the case with Mr. Lopez's son. As with all employee benefits, there

are deadlines and requirements. In this case, the requirements of proof of dependency at a certain time is rationally related to the purpose of the Plan and its solvency.

It was clear Mr. Archuleta was trying to help Ms. Lopez maintain her health coverage when he first realized the error and offered suggestions to move her from the Premium Plan to the Medicaid Plan, but after further investigation, he realized she was not eligible for any plan offered by NMRHCA. This does not support the claim that she did not receive notice.

When Mr. Lopez applied for health insurance coverage for Ms. Lopez, it was for an entire new policy of insurance. Therefore, the Executive Director should have enforced the eligibility requirements. Ms. Lopez was 54 years old and well past the age of 26. In addition, it was also 25 years after her father came into the plan for the first time.

Appellant Lopez also argues her due process rights were violated because she did not get proper notice. However, the Court notes that she did receive notice; she had a hearing in front of the hearing officer, and another in front of the NMRHCA. At the hearing Ms. Lopez was able to call witnesses and present evidence. The requirements of *Goldberg v. Kelly*, 397 U.S. 254 (1970) and *Mathews v. Eldridge*, 424 U.S. 319 (1976) have been met.

Ms. Lopez's attorney also stated to the NMRHCA Board that the Hearing Officer had everything she needed to make the decision.

Ms. Lopez has failed to show that she was entitled to health coverage under a NMRHCA plan. She was given a hearing in front of a hearing officer, and then a hearing in front of the NMRHCA Board. Prior to the recommendation of the hearing officer, the NMRHCA offered to reinstate her insurance pending an appeal in this matter, and this court extended the stay through these proceedings. The relief she requested was reinstatement, and she received that, retroactive to when she was terminated. She has received all the process she was due.

Both the NMRHCA Board and this Court have determined that she was not eligible for health coverage under this plan. This decision was made after a fair hearing. Ms. Lopez is not entitled to relief under this issue.

### **CONCLUSION**

Based upon the pleadings and all matters of record, this Court finds:

1. This Court has jurisdiction over the parties hereto and the subject matter hereof.

2. This review is governed by Rule 1-074, NMRA.
3. The decision of the NMRHCA was not arbitrary and capricious.
4. The decision of the NMRHCA was supported by substantial evidence.
5. The NMRHCA had the authority to review this case.
6. The decision of the Board was within the scope of the law.
7. Appellant Lopez was not denied procedural or substantive due process.

IT IS **THEREFORE ORDERED, ADJUDGED AND DECREED BY THE COURT** that the decision of the NMRHCA is **AFFIRMED**.

IT IS HEREBY ORDERED

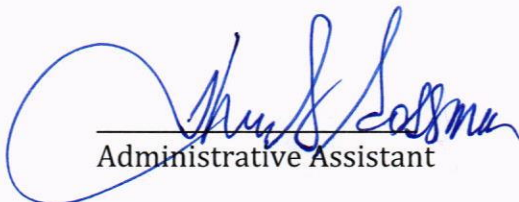
  
\_\_\_\_\_  
BRYAN BIEDSCHEID  
District Court Judge  
40DEF

**CERTIFICATE OF SERVICE**

I, the undersigned, hereby certify that copies of this order were e-served on the date of acceptance for e-filing to counsel who registered for e-service as required by the rules and mailed to pro se parties, if any to:

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\_\_\_\_\_  
Administrative Assistant



|  |   |
|--|---|
| <h1>OK To Print<br/>Communication</h1>   | <p><b>Date:</b> July 1, 2020</p> <p>Number of pages including cover sheet: 2</p>  |
| <p><b>Subject:</b> New Mexico Retiree Health Care Authority – Schedules of Employer Allocations and OPEB Amounts by Employers</p> <p><b>Agency #:</b> 343-A</p> <p><b>Fiscal Year:</b> June 30, 2019</p> | <p><b>From:</b> Office of the State Auditor</p> <p>2540 Camino Edward Ortiz,<br/>Ste #A<br/>Santa Fe, NM 87507</p>  |
| <p><b>Attention:</b> <u>IPA</u><br/>Kory Hoggan</p> <p><b>Firm:</b> Moss Adams, LLP</p> <p><b>Telephone:</b> 505-878-7214</p> <p><b>Fax:</b></p> <p><b>E-mail:</b> Kory.Hoggan@mossadams.com</p>         | <p><b>Attention:</b> Lynette Kennard</p> <p><b>e-mail:</b> <a href="mailto:reports@osa.state.nm.us">reports@osa.state.nm.us</a></p> <p><b>Telephone:</b> (505) 476-3800</p> <p><b>Fax:</b> (505) 827-3512</p> |
| <p><b>AGENCY</b></p> <p><b>Attention:</b> David Archuleta</p> <p><b>Telephone:</b> 505-222-6406</p> <p><b>Fax:</b> 505-884-8611</p> <p><b>E-mail:</b> David.Archuleta@state.nm.us</p>                    |   |

In accordance with the Audit Act, Section 12-6-1 et seq., NMSA 1978, and the 2018 Audit Rule, NMAC 2.2.2.1 et seq., the Office of the State Auditor (“OSA”) reviewed this financial and compliance audit report or agreed-upon procedures report (“Report”). In accordance with Audit Act, the OSA has determined that the Report has been made in accordance with the provisions of the contract and applicable rules promulgated by the OSA. **Therefore this Report is “OK to Print”.** 1 SEARCHABLE electronic copy labeled “Final” per 2.2.2.9(B)(3) NMAC) should be submitted to the OSA **within five business days** of receipt of this communication. You do not need to submit a hard-copy final Report to the OSA.

The following items, prepared using the most current templates posted on the OSA website in accordance with the instructions provided, must be submitted with the Final Report for financial and compliance audit Reports **(these items are not required for agreed-upon procedures Reports):**

- The electronic Excel version of the Findings Summary form,
- The electronic Excel version of the Vendor Schedule form,
- The electronic Excel version of the Fund Balance Schedule form,
- The electronic Excel version of the GASBS 77 Disclosure template, if applicable, and
- The electronic Excel version of the Indigent Care Cost and Funding Report and Calculations of Cost of Providing Indigent Care Worksheet, if applicable (Hospitals only)
- The electronic Excel version of the schedules of asset management costs, if applicable (STO, PERA, ERB and SIC).

Except for any comments contained in this OK to Print communication, all of which should be addressed before resubmission, the Report should not be changed from what was previously submitted. Please provide **written notification** to the OSA of all changes made and relevant page numbers, including those changes made in response to OSA comments, with the requisite final copies of the Report submitted to the OSA. The written notification must be signed by the audit manager and attached as a PDF file to the email submission of the Final PDF Report. Written notifications submitted in the body of emails will not be considered received.

**Please note that any changes that do not result from OSA comments may require an additional review of the report and could potentially jeopardize the report's current "OK to Print" status.**

This communication does **not** authorize the IPA or the agency to release the Report to the public. Per Section 12-6-5, NMSA 1978, the Report and the information contained in it cannot be released to the public until five calendar days **after** the OSA has officially released the Report. The OSA will send the release letter to the agency after the OSA approves the final copies and the Report will be made public after the required five-day wait period has passed or is waived.

The audited agency can waive the five-day waiting period required by Section 12-6-5, NMSA 1978. To do so, the agency's governing authority or the governing authority's designee must provide written notification to the OSA of the waiver in the form of a letter. The letter must be signed by the agency's governing authority or the governing authority's designee and be sent via letter, email or fax to the attention of State Auditor Brian S. Colón, Esq. The OSA strongly prefers to receive the written notification **prior** to the submission of the final Report to the OSA.

Please call us if you have any questions. Thank you for your prompt attention regarding this matter.

Comments That Must Be Corrected or Addressed:

1. Page 30, total 1-Percent Decrease (3.16%) is \$2,000 more than the amount reported on page 18. Amount appears clearly trivial, however, please consider updating.

*Reminder: Please submit all electronic documents, such as the vendor schedule, audit report, etc. with the final Report.*

# New Mexico Retiree Health Care Authority (CP)

## Change in Market Value

**For the Month of May 2020**

(Report as of June 17, 2020)

| Investment Name                                 | Prior Ending Market Value | Contributions | Distributions | Fees               | Income              | Gains-Realized & Unrealized | Market Value          |
|---|---------------------------|---------------|---------------|--------------------|---------------------|-----------------------------|-----------------------|
| Core Bonds Pool                                 | 168,508,981.60            | -             | -             | (39,684.67)        | 375,197.41          | 576,150.52                  | 169,420,644.86        |
| Credit & Structured Finance                     | 106,213,247.63            | -             | -             | -                  | 239,239.27          | (1,454,003.24)              | 104,998,483.66        |
| NM Retiree Health Care Authority Cash Account   | -                         | -             | -             | -                  | -                   | -                           | -                     |
| Non-US Developed Markets Index Pool             | 89,622,179.38             | -             | -             | (9,573.84)         | 239,937.83          | 3,870,611.67                | 93,723,155.04         |
| Non-US Emerging Markets Index Pool              | 65,512,714.77             | -             | -             | (20,487.67)        | 110,595.64          | 490,167.25                  | 66,092,989.99         |
| Private Equity Pool                             | 88,669,211.51             | -             | -             | -                  | 6,954.07            | 173,367.72                  | 88,849,533.30         |
| Real Estate Pool                                | 78,962,922.06             | -             | -             | -                  | 98,232.72           | (99,612.43)                 | 78,961,542.35         |
| Real Return Pool                                | 34,543,690.89             | -             | -             | (7,511.38)         | 65,331.71           | 128,453.52                  | 34,729,964.74         |
| US Large Cap Index Pool                         | 102,796,579.18            | -             | -             | (2,354.74)         | 190,496.96          | 4,561,171.96                | 107,545,893.36        |
| US Small/Mid Cap Pool                           | 11,953,020.71             | -             | -             | (14,481.09)        | 14,100.62           | 795,206.28                  | 12,747,846.52         |
| Sub - Total New Mexico Retiree Health Care Aut  | 746,782,547.73            | -             | -             | (94,093.39)        | 1,340,086.23        | 9,041,513.25                | 757,070,053.82        |
| <b>Total New Mexico Retiree Health Care Aut</b> | <b>746,782,547.73</b>     | <b>-</b>      | <b>-</b>      | <b>(94,093.39)</b> | <b>1,340,086.23</b> | <b>9,041,513.25</b>         | <b>757,070,053.82</b> |



NEWMEXICO  
RETIREE  
HEALTH CARE  
AUTHORITY

# 2021 Plan Recommendations

# Summary of Proposed Actions

- Self-Insured Plan Rates
  - Pre-Medicare (Premier & Value Plans)
  - Medicare Supplement
- Medicare Advantage Default Strategy
- Pre-Medicare Programs
  - Livongo\* (Presbyterian/BCBS)
  - Site of service navigation\*\* (Presbyterian)
  - Access guarantees\*\* (Presbyterian)
  - Integrated care initiative – disease management, care management, community health worker program referrals, population health outreach, outbound call campaign\*\* (Presbyterian)
  - Pilot Programs/Pre-Medicare
    - Paramedicine Program (BCBS)
    - Tricare Data Analytics and Gap Closure Program (BCBS)
  - Pilot Program/Medicare
    - Forensic Pharmacy
  - Additional vendor and plan currently being negotiated

**Summary of Plan Changes 2010 - 2020**

|   | 2010             | 2011             | 2012             | 2013       | 2014             | 2015           | 2016              | 2017              | 2018                               | 2019              | 2020              | 2021 |
|---|------------------|------------------|------------------|------------|------------------|----------------|-------------------|-------------------|------------------------------------|-------------------|-------------------|------|
| <b>Rate Changes</b>                               |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   |      |
| Pre-Medicare                                      |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   |      |
| 1 Premier Plus (% Change)                         | 8%               | 8%               | 8%               | 8%         | 8%               | 8%             | 8%                | Eliminated        |                                    |                   |                   |      |
| 2 Premier Plus Rate                               | \$ 199.95        | \$ 215.94        | \$ 233.22        | \$ 251.88  | \$ 272.03        | \$ 293.79      | \$ 326.36         | NA                |                                    |                   |                   |      |
| 3 Premier (% Change)                              | 8%               | 8%               | 8%               | 8%         | 8%               | 8%             | 8%                | 29%               | 8%                                 | 8%                | 7%                | TBD  |
| 4 Premier Rate                                    | \$ 106.99        | \$ 115.55        | \$ 124.79        | \$ 134.77  | \$ 145.55        | \$ 157.20      | \$ 174.63         | \$ 223.56         | \$ 241.44                          | \$ 260.76         | \$ 279.01         | TBD  |
| 5 Value (% Change)                                |                  |                  |                  |            |                  |                |                   | Created           | 8%                                 | 8%                | 7%                | TBD  |
| 6 Value Rate                                      |                  |                  |                  |            |                  |                |                   | \$ 174.63         | \$ 188.60                          | \$ 203.69         | \$ 217.95         | TBD  |
| Medicare  |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   |      |
| 7 Supplement (% Change)                           | 6%               | 6%               | 6%               | 8%         | 6%               | 5%             | 6%                | 6%                | 6%                                 | 6%                | 5%                | TBD  |
| 8 Supplement Rate                                 | \$ 122.00        | \$ 131.76        | \$ 139.67        | \$ 150.84  | \$ 159.89        | \$ 167.88      | \$ 177.96         | \$ 188.64         | \$ 199.96                          | \$ 211.96         | \$ 222.55         | TBD  |
| 9 Advantage Rates                                 | \$6.12 - \$80.50 | \$9.00 - \$91.50 | \$9.00 - \$93.50 | \$0 - \$49 | \$8.67 - \$58.45 | \$14.75 - \$79 | \$17.85 - \$88.50 | \$18.95 - \$94.69 | \$23.30 - \$104.16                 | \$22.15 - \$94.68 | \$21.70 - \$94.68 | TBD  |
| <b>Subsidy Levels</b>                             |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   |      |
| Pre-Medicare                                      |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   |      |
| 10 Retiree  | 65%              | 65%              | 65%              | 65%        | 65%              | 65%            | 64%               | 64%               | 64%                                | 64%               | 64%               | TBD  |
| 11 Spouse/Domestic Partner                        | 40%              | 40%              | 40%              | 40%        | 40%              | 38%            | 36%               | 36%               | 36%                                | 36%               | 36%               | TBD  |
| 12 Dependent Child                                | 100%             | 100%             | 100%             | 75%        | 50%              | 25%            | 12.5%             | 0%                | 0%                                 | 0%                | 0%                | 0%   |
| Medicare  |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   |      |
| 13 Retiree  | 50%              | 50%              | 50%              | 50%        | 50%              | 50%            | 50%               | 50%               | 50%                                | 50%               | 50%               | 50%  |
| 14 Spouse/Domestic Partners                       | 25%              | 25%              | 25%              | 25%        | 25%              | 25%            | 25%               | 25%               | 25%                                | 25%               | 25%               | 25%  |
| 15 Dependent Child                                | 100%             | 100%             | 100%             | 75%        | 50%              | 25.0%          | 12.5%             | 0.0%              | 0%                                 | 0%                | 0%                | 0%   |
| <b>Rules</b>                                      |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   |      |
| 16 Minimum Age (Non-Enhanced)                     |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   | 55   |
| 17 Years of Service (Max Subsidy)                 | 20               | 20               | 20               | 20         | 20               | 20             | 20                | 20                | 20                                 | 20                | 20                | 25   |
| 18 Implement/Enforce Open Enrollment              |                  |                  |                  |            |                  |                |                   | X                 | X                                  | X                 | X                 | X    |
| <b>Plan Changes/Elimitation</b>                   |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   |      |
| 19 Basic Life Conversion                          | 100%             | 100%             | 100%             | 100%       | 100%             | 100%           | 100%              | 100%              | 75%                                | 50%               | 25%               | 0%   |
| 20 Enhanced Wellness Program/Incentives           |                  |                  |                  |            |                  |                | X                 | X                 | X                                  | X                 | X                 | X    |
| 21 Medicare Advantage Default                     |                  |                  |                  |            |                  |                |                   |                   | X                                  | X                 | X                 | X    |
| 22 Elimination of OTC Prescriptions               |                  |                  |                  |            |                  |                |                   | X                 | X                                  | X                 | X                 | X    |
| 23 Increase Prescription Drug Copays              |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   | TBD  |
| 24 Voluntary Smart 90 Program                     |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   | TBD  |
| Flat copays for certain procedures (Presbyterian) |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   | TBD  |
| 25 MRI/PET/CT                                     |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   | TBD  |
| 26 Introduction 3rd Tier Coverage (BCBS)          |                  |                  |                  |            |                  |                |                   |                   |                                    |                   |                   | TBD  |
| 27 Eliminate Premier Plus Plan                    |                  |                  |                  |            |                  |                |                   |                   | \$300 deductible / \$3500 OOP Max  |                   |                   |      |
| 28 Create Value Plan                              |                  |                  |                  |            |                  |                |                   |                   | \$1500 deductible / \$5500 OOP Max |                   |                   |      |
| 29 Increase Premier Plan Cost Share               |                  |                  |                  |            |                  |                |                   |                   | \$800 deductible / \$4500 OOP Max  |                   |                   |      |

# 2021 Proposed Monthly Plan Rates – Baseline Scenario

## Beyond Projection Period/ Deficit Spend 2025 (FY26)

Pre-Medicare Plans – 6% /Medicare Supplement – 4%

Projected Fund Balance - \$6.1 billion 7/1/51 (FY52)

|                           | 6% | 2020      | 2021      | Monthly    | Annual     |
|---------------------------|----|-----------|-----------|------------|------------|
|                           |    |           |           | Difference | Difference |
| BCBS/Presbyterian Premier |    |           |           |            |            |
| Retiree                   |    | \$ 279.01 | \$ 295.75 | \$ 16.74   | \$ 200.89  |
| Spouse/Domestic Partner   |    | \$ 529.56 | \$ 561.33 | \$ 31.77   | \$ 381.28  |
| Child                     |    | \$ 270.83 | \$ 287.08 | \$ 16.25   | \$ 195.00  |
| BCBS/Presbyterian Value   |    |           |           |            |            |
| Retiree                   |    | \$ 217.95 | \$ 231.03 | \$ 13.08   | \$ 156.92  |
| Spouse/Domestic Partner   |    | \$ 413.64 | \$ 438.46 | \$ 24.82   | \$ 297.82  |
| Child                     |    | \$ 211.19 | \$ 223.86 | \$ 12.67   | \$ 152.06  |

|                         | 4% | 2020     | 2021     | Monthly    | Annual     |
|-------------------------|----|----------|----------|------------|------------|
|                         |    |          |          | Difference | Difference |
| Medicare Supplement     |    |          |          |            |            |
| Retiree                 |    | \$222.55 | \$231.45 | \$8.90     | \$106.82   |
| Spouse/Domestic Partner |    | \$333.83 | \$347.18 | \$13.35    | \$160.24   |
| Dependent Child         |    | \$445.11 | \$462.91 | \$17.80    | \$213.65   |

# 2021 Proposed Monthly Plan Rates – “Scenario A” Beyond Projection Period / Deficit Spend 2025 (FY26)

Pre-Medicare Plans – 5% /Medicare Supplement – 2%

Projected Fund Balance - \$5.6 billion 7/1/51 (FY52)

|                           | 5% | 2020      | 2021      | Monthly<br>Difference | Annual<br>Difference |
|---------------------------|----|-----------|-----------|-----------------------|----------------------|
| BCBS/Presbyterian Premier |    |           |           |                       |                      |
| Retiree                   |    | \$ 279.01 | \$ 292.96 | \$ 13.95              | \$ 167.41            |
| Spouse/Domestic Partner   |    | \$ 529.56 | \$ 556.04 | \$ 26.48              | \$ 317.74            |
| Child                     |    | \$ 270.83 | \$ 284.37 | \$ 13.54              | \$ 162.50            |
| BCBS/Presbyterian Value   |    |           |           |                       |                      |
| Retiree                   |    | \$ 217.95 | \$ 228.85 | \$ 10.90              | \$ 130.77            |
| Spouse/Domestic Partner   |    | \$ 413.64 | \$ 434.32 | \$ 20.68              | \$ 248.18            |
| Child                     |    | \$ 211.19 | \$ 221.75 | \$ 10.56              | \$ 126.71            |

|                         | 2% | 2020     | 2021     | Monthly<br>Difference | Annual<br>Difference |
|-------------------------|----|----------|----------|-----------------------|----------------------|
| Medicare Supplement     |    |          |          |                       |                      |
| Retiree                 |    | \$222.55 | \$227.00 | \$4.45                | \$53.41              |
| Spouse/Domestic Partner |    | \$333.83 | \$340.51 | \$6.68                | \$80.12              |
| Dependent Child         |    | \$445.11 | \$454.01 | \$8.90                | \$106.83             |



# 2021 Proposed Monthly Plan Rates – “Scenario B”

## Beyond Projection Period / Deficit Spend 2025 (FY26)

Pre-Medicare Plans – 4% / Medicare Supplement – 2%

Projected Fund Balance - \$5.5 billion 7/1/51 (FY52)

|                           | 4% | 2020      | 2021      | Monthly    | Annual     |
|---------------------------|----|-----------|-----------|------------|------------|
|                           |    |           |           | Difference | Difference |
| BCBS/Presbyterian Premier |    |           |           |            |            |
| Retiree                   |    | \$ 279.01 | \$ 290.17 | \$ 11.16   | \$ 133.92  |
| Spouse/Domestic Partner   |    | \$ 529.56 | \$ 550.74 | \$ 21.18   | \$ 254.19  |
| Child                     |    | \$ 270.83 | \$ 281.66 | \$ 10.83   | \$ 130.00  |
| BCBS/Presbyterian Value   |    |           |           |            |            |
| Retiree                   |    | \$ 217.95 | \$ 226.67 | \$ 8.72    | \$ 104.62  |
| Spouse/Domestic Partner   |    | \$ 413.64 | \$ 430.19 | \$ 16.55   | \$ 198.55  |
| Child                     |    | \$ 211.19 | \$ 219.64 | \$ 8.45    | \$ 101.37  |

|                         | 2% | 2020     | 2021     | Monthly    | Annual     |
|-------------------------|----|----------|----------|------------|------------|
|                         |    |          |          | Difference | Difference |
| Medicare Supplement     |    |          |          |            |            |
| Retiree                 |    | \$222.55 | \$227.00 | \$4.45     | \$53.41    |
| Spouse/Domestic Partner |    | \$333.83 | \$340.51 | \$6.68     | \$80.12    |
| Dependent Child         |    | \$445.11 | \$454.01 | \$8.90     | \$106.83   |

# 2021 Proposed Monthly Plan Rates – “Scenario C”

Beyond Projection Period / Deficit Spend 2024 (FY25)

Pre-Medicare Plans – 0% / Medicare Supplement – 0%

Projected Fund Balance - \$4.7 billion 7/1/51 (FY52)

|                           | 0% | 2020      | 2021      | Monthly    | Annual     |
|---------------------------|----|-----------|-----------|------------|------------|
|                           |    |           |           | Difference | Difference |
| BCBS/Presbyterian Premier |    |           |           |            |            |
| Retiree                   |    | \$ 279.01 | \$ 279.01 | \$ -       | \$ -       |
| Spouse/Domestic Partner   |    | \$ 529.56 | \$ 529.56 | \$ -       | \$ -       |
| Child                     |    | \$ 270.83 | \$ 270.83 | \$ -       | \$ -       |
| BCBS/Presbyterian Value   |    |           |           |            |            |
| Retiree                   |    | \$ 217.95 | \$ 217.95 | \$ -       | \$ -       |
| Spouse/Domestic Partner   |    | \$ 413.64 | \$ 413.64 | \$ -       | \$ -       |
| Child                     |    | \$ 211.19 | \$ 211.19 | \$ -       | \$ -       |

|                         | 0% | 2020     | 2021     | Monthly    | Annual     |
|-------------------------|----|----------|----------|------------|------------|
|                         |    |          |          | Difference | Difference |
| Medicare Supplement     |    |          |          |            |            |
| Retiree                 |    | \$222.55 | \$222.55 | \$0.00     | \$0.00     |
| Spouse/Domestic Partner |    | \$333.83 | \$333.83 | \$0.00     | \$0.00     |
| Dependent Child         |    | \$445.11 | \$445.11 | \$0.00     | \$0.00     |

# Summary of Proposals

|  | Baseline                 | Scenario A               | Scenario B               | Scenario C               |
|--|--------------------------|--------------------------|--------------------------|--------------------------|
| Pre-Medicare Rate Increase             | 6%                       | 5%                       | 4%                       | 0%                       |
| Medicare Supplement Plan Rate Increase | 4%                       | 2%                       | 2%                       | 0%                       |
| Deficit Spending Period (FY)           | 2026                     | 2026                     | 2026                     | 2025                     |
| Solvency Period                        | Beyond Projection Period | Beyond Projection Period | Beyond Projection Period | Beyond Projection Period |
| Projected Fund Balance 7/1/51          | \$ 6,123,938,345.00      | \$ 5,668,591,833.00      | \$ 5,550,949,994.00      | \$ 4,742,677,964.00      |
| Loss Ratio                             | 98.0%                    | 100.0%                   | 100.2%                   | 103.0%                   |

- Baseline (Long Term Trend) - 6 & 4% results in slight over charge
- Scenario A - 5 & 2% results in alignment w/projected expenditures
- Scenario B – 4 & 2% results in slight undercharge (0.2%)
- Scenario C – 0 & 0% results in undercharge (3%)
- All scenarios reflect significant improvement compared to current year projections:
  - Deficit spending – 2024
  - Solvency – 2044 (25 years)
  - Projected Fund Balance 7/1/44 – (\$10,340,972)

# Staff Recommendations

- Scenario B:
  - 4% Increase on Premier and Value Plans
  - 2% Increase on Medicare Supplement Plan
- No plan design changes
- All scenarios assume revised Medicare Advantage Default Strategy:
  - All pre-Medicare defaults to UnitedHealthcare Plan I
    - Broadest access of all Medicare Advantage Plans Available
    - Lowest out-of-pocket expenses
  - Plan Rates

|             | 2020      | 2020/2021 | Monthly Difference | % Change | Annual Difference |
|-------------|-----------|-----------|--------------------|----------|-------------------|
| UHC Plan I  | \$ 189.37 | \$ 75.00  | \$ (114.37)        | -60%     | \$ (1,372.44)     |
| UHC Plan II | \$ 99.31  | \$ 25.00  | \$ (74.31)         | -75%     | \$ (891.72)       |

- Member Responsibility will drop from \$94.68 per month under Plan I to \$37.50 per month and from \$49.65 under Plan II to \$12.50 per month

# Staff Recommendations Cont.

- Programs and benefits resulting from RFP
  - ALL Medicare Advantage Rates will be lower in CY21 to include additional benefits presented by vendors – *subject to contract amendment*
    - *Ranging from -38% to -88%*
- Pre-Medicare
  - Presbyterian Health Plan
    - Navigation -24/7 Access, Site of Service Navigation, Access Guarantee, Enhanced Integrated Services, Community Health Workers
  - Blue Cross Blue Shield
    - Tricare Gap Closures and Community Paramedicine Program
- Actions already taken by the Board of Directors
  - Addition of Livongo Diabetes Management Program
  - Attestation of Intent to Modify Future Plan Designs
- Other Actions
  - Rule Change – Effective July 31, 2021 (FY22)
  - Elimination of Life Insurance Subsidy – January 2021

# Participation by Plan

| Enrollment Counts                       |         |        |           |             |        |           |
|---|---------|--------|-----------|-------------|--------|-----------|
| July 1, 2020                            |         |        |           |             |        |           |
| Description                             | Retiree | Spouse | Dependent | Grand Total | %      | % by type |
| BCBS Premier                            | 4,558   | 1,454  | 772       | 6,784       | 12.5%  | 46.9%     |
| Presbyterian Premier                    | 3,079   | 639    | 401       | 4,119       | 7.6%   | 28.5%     |
| BCBS Value Plan                         | 502     | 214    | 115       | 831         | 1.5%   | 5.7%      |
| Presbyterian Value Plan                 | 1,704   | 638    | 388       | 2,730       | 5.0%   | 18.9%     |
| BCBS Medicare Supplemental Plan         | 17,338  | 5,370  | 16        | 22,724      | 41.8%  | 56.9%     |
| BCBS Medicare Advantage I               | 1,734   | 760    | 2         | 2,496       | 4.6%   | 6.2%      |
| BCBS Medicare Advantage II              | 888     | 372    | 3         | 1,263       | 2.3%   | 3.2%      |
| Humana Medicare Advantage I             | 397     | 159    |           | 556         | 1.0%   | 1.4%      |
| Humana Medicare Advantage II            | 391     | 142    |           | 533         | 1.0%   | 1.3%      |
| Presbyterian Medicare Advantage I       | 5,044   | 1,578  | 3         | 6,625       | 12.2%  | 16.6%     |
| Presbyterian Medicare Advantage II      | 1,259   | 432    | 2         | 1,693       | 3.1%   | 4.2%      |
| United Healthcare Medicare Advantage I  | 1,401   | 535    | 1         | 1,937       | 3.6%   | 4.8%      |
| United Healthcare Medicare Advantage II | 1,543   | 576    | 4         | 2,123       | 3.9%   | 5.3%      |
| Grand Total                             | 39,838  | 12,869 | 1,707     | 54,414      | 100.0% |           |
| Voluntary                               | 6,074   | 2,769  | 638       | 9,481       |        |           |
| Total Enrollment                        | 45,912  | 15,638 | 2,345     | 63,895      |        |           |
| Non-Medicare                            |         |        |           | 14,464      | 26.6%  |           |
| Medicare                                |         |        |           | 39,950      | 73.4%  |           |

# Participation by Plan (2010 – 2019)

|                                 | 2010          | 2011          | 2012          | 2013          | 2014          | 2015          | 2016          | 2017          | 2018          | 2019          |
|---------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Description</b>              |               |               |               |               |               |               |               |               |               |               |
| BCBS Premier Plus               | 6,206         | 5,633         | 5,128         | 4,523         | 3,964         | 3,388         | 2,859         |               |               |               |
| BCBS Premier                    | 3,958         | 5,069         | 5,515         | 5,918         | 6,404         | 6,636         | 6,743         | 8,202         | 7,569         | 7,171         |
| BCBS Value Plan                 |               |               |               |               |               |               |               |               | 741           | 857           |
| NM Health Connections           |               |               |               |               |               |               |               | 424           |               |               |
| Presbyterian Premier Plus       | 3,231         | 2,990         | 2,768         | 2,433         | 2,085         | 1,739         | 1,461         |               |               |               |
| Presbyterian Premier            | 2,534         | 3,471         | 4,209         | 4,929         | 5,617         | 5,915         | 6,302         | 5,681         | 4,950         | 4,466         |
| Presbyterian Value Plan         |               |               |               |               |               |               |               | 1,977         | 2,587         | 2,739         |
| BCBS Medicare Supplemental Plan | 20,570        | 21,175        | 21,844        | 22,543        | 22,499        | 22,920        | 23,236        | 23,383        | 23,368        | 23,094        |
| Lovelace Senior Plan I          | 2,308         | 2,586         | 2,970         | 2,921         | 2,895         |               |               |               |               |               |
| Lovelace Senior Plan II         | 1,337         | 1,514         | 1,780         | 1,948         | 1,725         |               |               |               |               |               |
| BCBS MA I                       |               |               |               |               |               | 2,785         | 2,615         | 2,597         | 2,507         | 2,494         |
| BCBS MA II                      |               |               |               |               |               | 1,561         | 1,487         | 1,457         | 1,379         | 1,331         |
| Molina Senior Plan I            | 4             |               |               |               |               |               |               |               |               |               |
| Molina Senior Plan II           | 8             |               |               |               |               |               |               |               |               |               |
| Humana Plan I                   |               |               |               |               |               |               |               | 65            | 214           | 401           |
| Humana Plan II                  |               |               |               |               |               |               |               | 145           | 261           | 413           |
| Presbyterian Plan I             | 993           | 1,267         | 1,589         | 2,153         | 3,067         | 3,693         | 4,269         | 4,841         | 5,430         | 6,188         |
| Presbyterian Plan II            | 740           | 788           | 895           | 1,052         | 1,246         | 1,378         | 1,515         | 1,666         | 1,706         | 1,678         |
| UnitedHealthcare Plan I         |               |               |               |               | 648           | 1,136         | 1,384         | 1,496         | 1,682         | 1,810         |
| UnitedHealthcare Plan II        |               |               |               |               | 364           | 672           | 1,186         | 1,464         | 1,775         | 1,963         |
| <b>Grand Total</b>              | <b>41,889</b> | <b>44,493</b> | <b>46,698</b> | <b>48,420</b> | <b>50,514</b> | <b>51,823</b> | <b>53,057</b> | <b>53,398</b> | <b>54,169</b> | <b>54,605</b> |
| <b>Voluntary</b>                | <b>3,557</b>  | <b>3,973</b>  | <b>4,382</b>  | <b>5,069</b>  | <b>5,617</b>  | <b>6,213</b>  | <b>6,887</b>  | <b>7,555</b>  | <b>8,167</b>  | <b>8,862</b>  |
| <b>Total Enrollment</b>         | <b>45,446</b> | <b>48,466</b> | <b>51,080</b> | <b>53,489</b> | <b>56,131</b> | <b>58,036</b> | <b>59,944</b> | <b>60,953</b> | <b>62,336</b> | <b>63,467</b> |
| <b>Non</b>                      | <b>15,929</b> | <b>17,163</b> | <b>17,620</b> | <b>17,803</b> | <b>18,070</b> | <b>17,678</b> | <b>17,365</b> | <b>16,284</b> | <b>15,847</b> | <b>15,233</b> |
| <b>Medicare</b>                 | <b>25,960</b> | <b>27,330</b> | <b>29,078</b> | <b>30,617</b> | <b>3,244</b>  | <b>34,145</b> | <b>35,692</b> | <b>37,114</b> | <b>38,322</b> | <b>39,372</b> |

# Supplemental Information

|                   | Retirees &<br>Beneficiaries | Average<br>Annual<br>Pension | Average<br>Monthly<br>Pension |
|-------------------|-----------------------------|------------------------------|-------------------------------|
| State General     | 15,863                      | \$ 30,996                    | \$ 2,583                      |
| State Police      | 1,205                       | \$ 36,276                    | \$ 3,023                      |
| Municipal General | 11,111                      | \$ 28,800                    | \$ 2,400                      |
| Municipal Police  | 2,996                       | \$ 43,764                    | \$ 3,647                      |
| Municipal Fire    | 1,617                       | \$ 46,380                    | \$ 3,865                      |
| Judicial          | 132                         | \$ 71,148                    | \$ 5,929                      |
| Magistrate        | 76                          | \$ 40,296                    | \$ 3,358                      |
| ERB               | 50,197                      | \$ 23,052                    | \$ 1,921                      |

Pension amounts shown: PERA/ERB 2019 CAFRs



**Plan Comparison - NM Retiree Health Care Authority, NM Public School Insurance Authority, Albuquerque Public Schools, and State of New Mexico RMD**

|   |  |   |   |   |   |   |   |   |   |   |
|---|--|---|---|---|---|---|---|---|---|---|
| <b>Plan Premiums for individual member per month with employer subsidy of 64%</b>   | Premier PPO - \$279.01 (BCBS Tier 1 then Both Health plans Tier 2)                       | Value Plan HMO - \$217.95   | SONM HMO - \$199.23                                       | SONM PPO - \$231.69                       | NMPSIA High Option - \$282.69, \$228.61   | NMPSIA EPO - \$254.42   | NMPSIA Low Option - \$200.86, \$162.45  | APS THNM Network (in-network benefits only*) - \$180.34 | APS PHP Tier 1 & 2 shown below - \$180.34                         | APS BCBS Tier 1 & 2 shown below - \$180.34                        |
| <b>Annual Deductible</b>  | \$500 to \$800/Individual  | \$1,500/Individual  | \$350 or \$425/Individual                                 | \$500/Individual                          | \$750/Individual  | \$500/Individual  | \$2,000/Individual  | \$250/Individual  | \$250 to \$1,500/Individual                                       | \$500 to \$2,000/Individual                                       |
| <b>Annual Out-of-Pocket Limit</b>   | \$3,000 to 4,500/Individual  | \$5,500/Individual  | \$3,750 or \$4,000/Individual                             | \$4,000/Individual                        | \$3,750/Individual  | \$3,250/Individual  | \$3,750/Individual  | \$2,250/Individual                                      | \$3,000 to \$4,500/Individual                                     | \$3,000 to \$4,500/Individual                                     |
| <b>Office Services</b>  | Primary - \$20 or \$30<br>Specialist - \$35 to \$45                                      | Primary -\$35<br>Specialist - \$55  | Primary -\$25 or \$35<br>Specialist - \$45 or \$50        | Primary -\$40<br>Specialist - \$60        | Primary -\$30<br>Specialist - \$50  | Primary -\$25<br>Specialist - \$35  | Primary -\$35<br>Specialist - \$60  | Primary -\$15<br>Specialist - \$40                      | Primary -\$15 or \$25<br>Specialist - \$40                        | Primary -\$15 or \$50<br>Specialist - \$40 or \$75                |
| <b>Preventive Services</b>  | Plan pays 100%   | Plan pays 100%  | Plan pays 100%  | Plan pays 100%                            | Plan pays 100%  | Plan pays 100%  | Plan pays 100%  | Plan pays 100%  | Plan pays 100%  | Plan pays 100%  |
| <b>Related testing (includes routine Pap test, mammograms, colonoscopy, physicals, etc.) &amp; immunization (deductible waived)</b> | Plan pays 100%   | Plan pays 100%  | Plan pays 100%  | Plan pays 100%                            | Plan pays 100%  | Plan pays 100%  | Plan pays 100%  | Plan pays 100%  | Plan pays 100%  | Plan pays 100%  |
| <b>Lab, X-Ray, and Pathology</b>  | Plan pays 100%   | Plan pays 100%  | 20% or 25%  | 30%                                       | \$30 freestanding lab/radiology or actual allowed or \$60 hospital outpatient or actual allowed, (which ever is less per day) | \$25 freestanding lab/radiology or actual allowed or \$50 hospital outpatient or actual allowed, (which ever is less per day) | \$35 freestanding lab/radiology or actual allowed or \$70 hospital outpatient or actual allowed, (which ever is less per day) | Plan pays 100%  | Plan pays 100%  | Plan pays 100%  |
| <b>Emergency Room</b>   | \$125  | \$175   | \$275 or \$300  | \$325                                     | \$150 copay plus 20%  | \$150 copay then 20%  | \$150 copay plus 25%  | \$250   | \$250   | \$250   |
| <b>Urgent Care Facility</b>   | \$35   | \$40  | \$55 or \$60  | \$65                                      | \$50  | \$45  | \$60  | \$50  | \$50 or \$75  | \$50 or \$75  |
| <b>Ambulance Services</b>   | 10% or 25%   | 30%   | \$30 Ground/\$100 Air                                     | 20%                                       | \$30  | \$25  | 25%   | 20% after deductible                                    | 20% after tier 1 deductible                                       | 20% after tier 1 deductible                                       |
| <b>High-Tech Radiology (MRI, PET &amp; CT)</b>  | 10%, 25% or \$100 office/ freestanding radiology   | 30% or \$125 office/ freestanding radiology                               | 20% to max \$200 per test or 25% up to max \$250 per test | 25% to max \$300 per test                 | \$600 copay or 20% which ever is less per day   | \$500 copay or 20% which ever is less per day   | \$700 copay or 25% which ever is less per day   | 20% or \$100 copay per day freestanding radiology       | 20% or \$100 copay per day freestanding radiology                 | 20% or \$100 copay per day freestanding radiology                 |
| <b>Rehabilitation Inpatient or Outpatient (Occupational, Physical, and Speech)</b>  | 10% or 25% / \$20 or \$30 Physical therapy services outpatient as alternative to surgery | 30% / \$35 Physical therapy services outpatient as alternative to surgery | \$600 or \$700 Inpatient/\$25 or \$35 Outpatient          | \$1,250 Inpatient/ \$40 Outpatient        | \$500 copay plus 20% Inpatient/ \$50 up to \$500 then no charge rest of year Outpatient                                       | \$500 copay plus 20% Inpatient/ \$35 up to \$350 then no charge rest of year Outpatient                                       | 25%   | 20% / \$15, visit to \$240 annual max                   | 20% or 30% / \$15 per visit \$240 max or \$25 per visit \$600 max | 20% or 40% / \$15 per visit \$240 max or \$50 per visit \$500 max |
| <b>Alternative (chiropractic, acupuncture, etc.)</b>  | 10% or 25%   | 30%   | \$50 or \$55, max 25 combined visits a year               | \$60, max 25 combined visits a year       | \$50, combined max 30 visits  | \$35, combined max 30 visits  | 25%, combined max 30 visits   | \$40, max 25 combined visits a calendar year            | \$40, max 25 combined visits a calendar year                      | \$40 or \$75, max 25 combined visits a calendar year              |
| <b>Hospitalization - Inpatient</b>  | 10% or 25%   | 30%   | \$600 or \$700 per admission (Maternity \$500)            | \$1,250 per admission (Maternity \$1,000) | \$500 facility copay per admission plus 20%   | \$500 facility copay per admission plus 20%   | 25%   | 20%   | 20% or 30%  | 20% or 40%  |
| <b>Surgery - Outpatient</b>   | 10% or 25%   | 30%   | 20% or 25%  | 25%                                       | \$150 copay plus 20%  | \$150 copay plus 20% after deductible   | 25%   | 20%   | 20% or 30%  | 20% or 40%  |
| <b>Majority of Other Covered Services</b>   | 10% or 25%   | 30%   | Vary  | Vary                                      | Vary  | Vary  | 25%   | 20%   | Vary  | Vary  |



New Mexico Retiree Health Care Authority

# Long-Term Cash Flow & Solvency Modeling

## Methodology Report

July 9, 2020 / Nura Patani, PhD, ASA, MAAA / Senior Consultant, Health Actuary



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July 9, 2020

New Mexico Retiree Health Care Authority  
Board of Directors  
4308 Carlisle NE, Suite 104  
Albuquerque, NM 87107

**Re: 2020 Long Term Cash Flow and Solvency Modeling**

Dear Board of Directors:

Enclosed please find a brief description of the methodology used to project the various revenue and expense components included in our long-term cash flow and solvency modeling. This methodology detail is included as one component in a reporting package consisting of:

- Historical year-to-date and projected loss ratios for CY2020 & CY2021
- Long-Term Cash Flow and Solvency Modeling Methodology Report
- July 1, 2020 long-term solvency assumptions for Baseline Scenario
- Baseline Scenario long-term solvency illustration as of July 1, 2020
- Gain/loss analysis illustrating the impact of assumption changes to Baseline Scenario
- Alternate long-term solvency illustrations as of July 1, 2020
- Sensitivity analysis to July 1, 2020 long-term solvency assumptions for Baseline Scenario

This reporting package should be transmitted and considered only in its entirety. Our analysis is intended to illustrate the future cash flows of the New Mexico Retiree Health Care Authority (NMRHCA) based on membership information available through March 31, 2020 and projected changes to enrollment from that day forward. Calculations are prepared annually at the Board's request to aid in its strategic planning and should not be relied upon for any other purpose.

To prepare our analysis we relied upon data from several sources, which are detailed in the following description of our long-term projection methodology. We did not audit this data and our review was limited to determining that it appears to be reasonable and acceptable for the projection of revenues and expenditures under the NMRHCA benefits program. We certify to the best of our knowledge that the data, methods, and assumptions used to develop our projections are reasonable and are calculated in accordance with generally accepted and consistently applied actuarial principles.

The projections in this report are estimates of future costs and are based on information available to Segal at the time the projections were made. Segal has not audited the information

provided. Projections are not a guarantee of future results. Actual experience may differ due to, but not limited to, such variables as changes in the regulatory environment, local market pressure, trend rates, and claims volatility. The accuracy and reliability of projections decrease as the projection period increases. Although changes in the relative size of NMRHCA's membership have been projected, the health status of future members is unknown.

The Coronavirus (COVID-19) pandemic is rapidly evolving and will likely impact the 2020 US economy and health plan claims projections for most Health Plan Sponsors. As a result, projections could be significantly altered by emerging events. At this point, it is unclear what the impact will be for Health Plan Sponsors. Segal is working to develop plan cost adjustment factors and reports to apply to both short-term and long-term financial projections. However, unless specifically noted, this current report does not include any adjustments such as changes in eligibility, income, increases in healthcare costs or decreased investment returns. Additionally, the potential for federal or state fiscal relief is also not contemplated in these budget projections. Given the high level of uncertainty and fluidity of the current events, some plans may seek periodic updated estimates throughout the year to closely monitor health plan budget projections this year. Additional projections may be out of scope.

I, Nura Patani, am an Associate of the Society of Actuaries and a Member of the American Academy of Actuaries. I meet the *Qualification Standards for Actuaries Issuing Statements of Opinion in the United States* promulgated by the American Academy of Actuaries and am qualified to render an opinion with regard to health plan projections, valuations, and related items.

If you should have any questions regarding the information contained herein, please feel free to contact us via the telephone numbers and/or e-mail addresses provided below.

Sincerely,

Nura Patani, PhD, ASA, MAAA  
Senior Consultant, Health Actuary

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# Beginning of Year Invested Assets

Invested assets as of July 1, 2020 were assumed to equal actual invested assets as of April 30, 2020.

# Revenues

## Employer Contribution

Current employer contribution percentages were established in New Mexico House Bill 351 during the 2009 Regular Legislative Session. Continued applicability was verified at [www.nmrhca.org](http://www.nmrhca.org) on the [Employers](#) page.

The employer contributions are comprised of Enhanced Program (“Public Safety, et al”) employer contributions and Non-Enhanced Program (“Other Occupations”) employer contributions. The employer contribution percentages for each of the first fifteen projection years and one assumption for projection years sixteen through thirty-two are displayed in the first and third green-shaded rows (indicating NMRHCA policy) under the general heading *Assumptions with Fiscal Year Basis*. The contribution percentages displayed are applied directly to projected payroll.

NMRHCA staff provided baseline Employer/Employee Contributions, as well as the percentage of contributions originating from Enhanced Programs versus Non-Enhanced Programs. This information allowed us to estimate FY2020 active payroll to be approximately \$4.32 billion.

Payroll was projected separately for Enhanced Program (“Public Safety, et al”) employees and Non-Enhanced Program (“Other Occupations”) employees. Each payroll component is assumed to increase at the *Annual Payroll Growth* rates displayed in the first two rows under the heading *Assumptions with Fiscal Year Basis*. NMRHCA staff provided the *Annual Payroll Growth* assumptions, which are intended to encompass both increases in rate of pay as well as any growth or decline in the workforce of participating employers.

## Employee Contribution

Current employee contribution percentages were established in New Mexico House Bill 351 during the 2009 Regular Legislative Session. Continued applicability was verified at [www.nmrhca.org](http://www.nmrhca.org) on the [Employers](#) page.

The employee contributions are comprised of Enhanced Program (“Public Safety, et al”) employee contributions and Non-Enhanced Program (“Other Occupations”) employee contributions. The employee contribution percentages for each of the first fifteen projection years and one assumption for projection years sixteen through thirty-two are displayed in the second and fourth green-shaded rows (indicating NMRHCA policy) under the heading *Assumptions with Fiscal Year Basis*. The contribution percentages displayed are applied directly to projected payroll.

NMRHCA staff provided baseline Employer/Employee Contributions, as well as the percentage of contributions originating from Enhanced Programs versus Non-Enhanced Programs. This information allowed us to estimate FY2020 active payroll to be approximately \$4.32 billion.

Payroll was projected separately for Enhanced Program (“Public Safety, et al”) employees and Non-Enhanced Program (“Other Occupations”) employees. Each payroll component is assumed to increase at the Annual Payroll Growth rates displayed in the first two rows under the general heading *Assumptions with Fiscal Year Basis*. NMRHCA staff provided the *Annual Payroll Growth* assumptions, which are intended to encompass both increases in rate of pay as well as any growth or decline in the workforce of participating employers.

## Retiree Medical

Baseline contribution and premium rates and subsidy percentages were verified at [www.nmrhca.org](http://www.nmrhca.org) on the 2020 Rate Sheet included on the [Forms And Important Information](#) page.

The *Retiree Medical* revenue measures projected retiree contributions toward medical and prescription drug coverage and is comprised of the Retiree, Spouse, and Dependent rate shares for each pre-Medicare and Medicare plan. Total unsubsidized medical and prescription drug contribution rates per member per month for self-funded plans are projected to increase on January 1st for each of the thirty-two projection years at the percentages displayed in the blue-shaded area under the heading *Premium Rates for Self-funded Plans effective 1/1*. Total premium rates per member per month for fully insured Medicare Advantage plans are projected to increase on January 1st by at the percentages displayed by carrier in the last four rows under the general heading *Assumptions with Calendar Year Basis*. The Medicare Advantage premium rate annual increase assumptions are detailed for each of the first fifteen projection years, with a consistent increase assumption applied in projection years sixteen through thirty-two.

Membership is projected by plan for pre-Medicare members and Medicare-eligible members at the rates of change displayed under the general heading *Assumptions with Fiscal Year Basis*. The basis of the assumed rates of change is an open valuation projection of covered lives, and all other components based on assumptions consistent with those utilized in the July 1, 2014 valuation of NMRHCA’s liability for Other Post-Employment Benefits under the Governmental Accounting Standards Board’s Statement Number 43 (now GASB74) and adjusted to reflect the impact of changes effective July 31, 2021 to subsidy levels on the basis of age and years of creditable service. Total annual unsubsidized contributions and premiums are calculated directly by multiplying projected monthly rates by projected member months.

In the Baseline Scenario, the CY20 subsidy provided by NMRHCA is assumed to remain constant in all future years. NMRHCA staff provided years of service at retirement by enrollment category as of April 1, 2020. The current subsidy was calculated and applied to future annual contributions and premiums individually for the following enrollment categories: pre-Medicare Retirees, pre-Medicare Spouses, pre-Medicare Dependents (no subsidy), Medicare Supplement Retirees, Medicare Supplement Spouses, Medicare Supplement Dependents (no subsidy), Medicare Advantage Retirees, Medicare Advantage Spouses, and Medicare Advantage Dependents (no subsidy).

The *Retiree Medical* revenue measures projected retiree contributions toward medical and prescription drug coverage and equals the total annual unsubsidized contributions and premiums less the subsidy provided by NMRHCA, summed across all plans and enrollment categories.



Consistent with the methodology used in the prior year, new Medicare retirees are assumed to automatically enroll into a Medicare Advantage plan. Both Presbyterian and BCBSNM pre-Medicare members are assumed to enroll into the richer United HealthCare (UHC) Medicare Advantage plan, with 50 percent opting to enroll in the Medicare Supplement plan.

## Retiree Ancillary

*Retiree Ancillary* revenue measures projected retiree contributions toward non-medical supplemental coverage and is comprised of supplemental life insurance, dental, and vision premiums. NMRHCA staff provided baseline annual ancillary premium expenditures, which are assumed to increase annually at constant rates by line of coverage for all thirty-two projection years as well as by the combined pre-Medicare and Medicare retiree growth rate. The pre-Medicare and Medicare combined retiree growth rate is a member-weighted average of the individual growth rates displayed under the general heading *Assumptions with Fiscal Year Basis*. Since these ancillary coverages are paid fully by retirees, revenues are assumed to equal expenditures.

Specifically, the following premium rate increases were assumed to apply in all thirty-two projection years:

- Supplemental Life: 0.0%
- Dental: 6.0%
- Vision: 5.0%

## Tax Revenue

NMRHCA staff provided baseline information on Taxation and Revenue Suspense Fund revenues. Pension tax revenue is assumed to increase 12.0% per annum in accordance with statute.

## Medicare PDP & Manufacturers Discount

This revenue item is comprised of the following revenue sources associated with the Employer Group Waiver Plan (EGWP) that provides prescription drug benefits to Medicare-eligible retirees enrolled in the Medicare Supplement plan. Express Scripts, Inc. (ESI) provided baseline values and Year 1 projections. These revenues are projected individually and assumed to change annually on a calendar year basis at the respective rates displayed under the general heading *Assumptions with Calendar Year Basis* in addition to the *Annual Growth in Retirees age 65+* displayed under the general heading *Assumptions with Fiscal Year Basis*:

- Direct Subsidy from U.S. Government
- Coverage Gap Discount Program from drug manufacturers
- Federal Reinsurance from U.S. Government
- Low Income Premium Subsidy from U.S. Government

## Miscellaneous

*Miscellaneous* revenue is comprised of projected employer buy-in revenue and subrogation collections. NMRHCA staff provided the projection of employer buy-in revenue. Blue Cross Blue Shield of New Mexico (BCBSNM) and Presbyterian Health Plan (PHP) provided information on recent subrogation recoveries. The baseline subrogation recoveries are assumed to increase at the rate of *Annual Growth in Retirees under age 65* displayed under the general heading *Assumptions with Fiscal Year Basis*.

## Total Revenue

*Total Revenue* is the sum of *Employer Contribution, Employee Contribution, Retiree Medical, Retiree Ancillary, Tax Revenue, Medicare PDP & Manufacturers Discount, and Miscellaneous* revenue.

## Investment Income

Investment income is assumed to be credited at the midpoint of each fiscal year, to the *Beginning of Year Invested Assets* plus half the difference between annual fiscal year Total Revenue and Total Expenditures. The *Annual Investment Return* assumption is displayed under the general heading *Assumptions with Fiscal Year Basis*.

# Expenditures

## Medical/Rx

This expenditure is comprised of projected claim expenses for each of the following self-funded plans.

- Pre-Medicare Retiree Premier Medical
- Pre-Medicare Retiree Value Medical
- Pre-Medicare Retiree Prescription Drug Claims and Dispensing Fees
- Pre-Medicare Spouse Premier Medical
- Pre-Medicare Spouse Value Medical
- Pre-Medicare Spouse Prescription Drug Claims and Dispensing Fees
- Pre-Medicare Dependent Premier Medical
- Pre-Medicare Dependent Value Medical
- Pre-Medicare Dependent Prescription Drug Claims and Dispensing Fees
- Medicare Supplement Medical
- Medicare EGWP Prescription Drug Claims and Dispensing Fees

Madalena Consulting, LLC, who maintains NMRHCA's data warehouse under subcontract to Segal, provided the historical paid claims and membership information which serves as the experience base for our baseline projections.

Claims per member per month are projected individually for each plan. To do so, the historical paid claims experience base is adjusted to reflect the baseline year known plan provisions, and the claims trend assumption is applied from the midpoint of the experience base to the midpoint of the baseline projection period. Claims in each subsequent projection year are developed by applying the respective calendar year claims trend and benefit modification assumptions itemized under the general heading *Assumptions with Calendar Year Basis* and the sub-heading *Self-funded Plan Benefit Modifications effective 1/1*. Individual annual claims trend assumptions are applied during the first fifteen projection years, with a constant trend assumption applied in projection years sixteen through thirty-two. Individual annual benefit modification assumptions are applied during each of all thirty-two projection years.

Membership is projected by plan for pre-Medicare members and Medicare-eligible members at the growth rates displayed under the general heading *Assumptions with Fiscal Year Basis*. The basis of the assumed rates of change is an open valuation projection of covered lives, based on assumptions consistent with those utilized in the July 1, 2014 valuation of NMRHCA's liability for Other Post-Employment Benefits under the Governmental Accounting Standards Board's Statement Number 43 (now GASB 74) and adjusted to reflect the impact of changes effective July 31, 2021 to subsidy levels on the basis of age and years of creditable service. Total annual

medical and prescription drug claims are calculated directly by multiplying projected per member per month paid claims by projected member months.

Finally, projected Medical/Rx Expenditures are offset by projected prescription drug rebates. Pre-Medicare and EGWP plan prescription drug rebates are projected individually, with baseline information provided by ESI. Prescription drug rebate trend is applied on a fiscal year basis, and is based on actual contract provisions to the extent known. Prescription drug rebate trend is displayed in the last two rows under the general heading *Assumptions with Fiscal Year Basis*. The annual rate of change for projection years 1-4 may be based on actual contract terms. Membership is projected separately for pre-Medicare members and Medicare-eligible members at the rates displayed under the general heading *Assumptions with Fiscal Year Basis*. The basis of the assumed rates of change is an open valuation projection of covered lives, based on assumptions consistent with those utilized in the July 1, 2014 valuation of NMRHCA's liability for Other Post-Employment Benefits under the Governmental Accounting Standards Board's Statement Number 43 (now GASB 74) and adjusted to reflect the impact of changes effective July 31, 2021 to subsidy levels on the basis of age and years of creditable service. Total annual prescription drug rebates are calculated directly by multiplying projected rebates per member per month by projected member months.

Consistent with the methodology used in the prior year, new Medicare retirees are assumed to automatically enroll into a Medicare Advantage plan. Both Presbyterian and BCBSNM pre-Medicare members are assumed to enroll into the richer United HealthCare (UHC) Medicare Advantage plan, with 50 percent opting to enroll in the Medicare Supplement plan.

## Basic Life

Basic life premium is conservatively assumed to remain flat (i.e. no mortality assumption is used), as basic life coverage is no longer provided to new retirees. The portion of the Basic life premium paid by NMRHCA is scheduled to decrease from 25% in calendar year 2020 to 0% in calendar year 2021. NMRHCA staff provides baseline basic life premiums.

## Ancillary Premiums

The *Ancillary Premiums* expenditures are comprised of supplemental life insurance, dental, and vision premiums. NMRHCA staff provides baseline annual ancillary premium expenditures. Baseline premiums are assumed to increase annually at constant rates by line of coverage for all thirty-two projection years as well as by the combined pre-Medicare and Medicare retiree growth rate. The pre-Medicare and Medicare combined retiree growth rate is a member-weighted average of the individual growth rates displayed under the general heading *Assumptions with Fiscal Year Basis*.

Specifically, the following premium rate increases were assumed to apply in all thirty-two projection years:

- Supplemental Life: 0.0%
- Dental: 6.0%

- Vision: 5.0%

## ASO & Health Care (HC) Reform Fees

The ASO & HC Reform Fees expenditures are comprised of several fees associated with Network, Claims Administration, Utilization and Care Management Programs, and Wellness Services.

Specifically, this expenditure projection includes the following components:

- BCBSNM pre-Medicare Network Access and Claims Administration
- BCBSNM pre-Medicare Disease Management
- BCBSNM pre-Medicare Wellness Services
- BCBSNM Medicare Supplement plan Claims Administration
- PHP pre-Medicare Network Access and Claims Administration
- PHP pre-Medicare Disease Management
- PHP Wellness Services
- ESI pre-Medicare per member per month Administration fee
- ESI pre-Medicare per member per month Advanced Opioid Management Program fee
- ESI EGWP per Rx Administration fee
- ESI EGWP per member per month Administration fee
- ESI EGWP per member per month Advanced Opioid Management Program fee
- Livongo Diabetes Management Program per participant per month fee

The annual rate of change for the fees paid to BCBSNM, PHP, and ESI are based on actual contract provisions to the extent known, with all fees assumed to increase 2.5% per annum thereafter.

Membership is projected by carrier for pre-Medicare members and Medicare-eligible members at the growth rates displayed under the general heading *Assumptions with Fiscal Year Basis*. The basis of the assumed rates of change is an open valuation projection of covered lives, based on assumptions consistent with those utilized in the July 1, 2014 valuation of NMRHCA's liability for Other Post-Employment Benefits under the Governmental Accounting Standards Board's Statement Number 43 (now GASB 74) and adjusted to reflect the impact of changes effective July 31, 2021 to subsidy levels on the basis of age and years of creditable service. Total annual *ASO & HC Reform Fees* are calculated directly by multiplying projected per member per month fees by projected member months.

## Program Support

NMRHCA staff provided the approved FY2021 Program Support budget. The budget for Program Support is assumed to increase 2.5% per annum.

## Total Expenditures

*Total Expenditures equals the sum of Medical/Rx, Basic Life, Ancillary Premiums, ASO & HC Reform Fees, and Program Support.*

# End of Year Invested Assets

*End of Year Invested Assets equals Beginning of Year Invested Assets plus Total Revenue less Total Expenditures plus Investment Income.*

# Projected Year of Insolvency

The projected year of insolvency is the fiscal year during which *End of Year Invested Assets* becomes negative. Projection years during which *Total Revenue* exceeds *Total Expenditures* are shaded green. Projection years during which *Total Expenditures* exceeds *Total Revenue* but the program would be able to continue operations during at least a partial year are shaded yellow.

Based on the July 1, 2020 Baseline Assumptions and the methodology described herein, as applied to claims and membership information through March 31, 2020, the Authority is projected to **remain solvent throughout the projection period.**













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## Memorandum

**To:** New Mexico Retiree Health Care Authority (RHCA) Board of Directors  
**From:** Melissa A. Krumholz, FSA, MAAA  
**Date:** July 9, 2020  
**Re:** Long-Term Solvency Assumptions Analysis

As requested and in light of the significant changes in RHCA’s solvency status since our prior study, Segal has reviewed the 2019 and 2020 Baseline Solvency Model Assumptions to evaluate the key drivers. The chart below outlines key factors or assumption changes and illustrates the impact that each had on the solvency results

| <b>2019 Baseline Scenario</b>   | <b>Projected Year of Insolvency<br/>Impact of Assumption Change</b> |
|---|---|
|   | <b>2044<br/>(25 Years)</b>  |
| <i>Revised payroll growth assumption</i>  | <i>Lose 2 years</i>   |
| <i>Updated claims projections based on emerging experience;<br/>updated MA &amp; retiree premiums</i> | <i>Gain 5+ years</i>  |
| <i>Updated Rx rebate assumptions based on projections provided<br/>by ESI</i>                         | <i>Gain 3 years</i>   |
| <i>Updated Medicare PDP revenue based on projections provided<br/>by ESI</i>                          | <i>Gain 5+ years</i>  |
| <i>Updated asset balance to reflect actual FY2019 results</i>   | <i>Negligible impact</i>  |
| <i>Updated enrollment to reflect the impact of actual migration and<br/>aging</i>                     | <i>Gain 5+ years</i>  |
| <b>2020 Baseline Scenario</b>   | <b>Exceeds projection period<br/>(30+ years)</b>                    |

Please note that the long-term solvency model necessarily takes a conservative view of potential future changes in cost trends, participation, revenue, earnings etc.

Additional detail about the impact of changes to inputs and assumptions is described below:

- Deferred payroll increase assumption to FY 2023 (instead of FY2022) reduced projected assets in FY2022 by about \$4M and moved up the insolvency by two years.
- Updated enrollment resulted in an estimated \$5M - \$6M increase to assets in the near term and deferred insolvency beyond the projection period. Migration to lower cost plans (Value and Medicare Advantage) and aging into Medicare status reduces costs to the plan and

improves assets. Had the proportional enrollments for 2020 been known at the time of the prior study, projected insolvency would have been deferred by one or two years.

- Updated Medicare cost projections and very favorable CY 2020 Medicare Advantage premiums; when applied to enrollment (projected from prior measurement) results in significant savings and an estimated \$17M increase to assets in FY 2021. Cost changes alone also result in solvency for the entire projection period. This update also deferred the year of deficit spending by 5 years.
- There were minor offsetting losses due to higher than expected costs for the Non-Medicare plans (driven by higher than expected costs in the Premier plan); taken together with the Value plan, there was a \$773K reduction to assets in FY 2021, but no impact to the original insolvency timing.
- Updated Rx Rebate assumptions reduced expenditures and increased assets, especially in FY2022. This update deferred the insolvency three years.
- Updated Medicare Prescription Drug Plan revenue assumptions reduced expenditures and increased assets, especially in FY2021 and FY2022. This update deferred any insolvency to beyond the projection period.
- Updated retiree premium contributions to reflect actual 2020 increases/renewals (without corresponding total cost changes) reduced revenue and decreased assets, especially in FY2022. This update moved up the insolvency two years.
- FY2021 cost and retiree premiums applied to both Medicare and Non-Medicare resulted in a net increase to assets and pushed insolvency beyond the projection period. Updated enrollment improved assets even further.
- The rule change effective date delay to July 31, 2021 did not impact the timing of any insolvency or deficit spending.
- Updated assets did not impact the timing of any insolvency.

Items not explicitly measured that also impact the assets / solvency:

- Administrative fee changes, ancillary costs etc., have some impact on the level of deficit spending but not on the timing for when that starts nor on any insolvency timing.
- Future migration assumptions to the Value plan and the UHC MA 1 Medicare Advantage plan further improve the asset position.

I look forward to discussing this with you and addressing any questions you may have about these changes.

**New Mexico Retiree Health Care Authority  
Baseline Scenario Assumptions for Long-Term Solvency Projections**

| <b>Assumption</b>                      | <b>Prior Assumption<br/>July 2014</b>   | <b>Prior Assumption<br/>July 2015</b>   | <b>Prior Assumption<br/>July 2016</b>   | <b>Prior Assumption<br/>July 2017</b>   | <b>Prior Assumption<br/>July 2018</b>  | <b>Current Assumption<br/>July 2019</b>  | <b>Current Assumption<br/>July 2020</b>  |
|--|---|---|---|---|--|--|--|
| Asset Balance                          | Use May 31, 2014 fund balance of \$369,131,762 as an estimate for 7/1/2014 fund balance   | Use May 31, 2015 fund balance of \$429,925,522 as an estimate for 7/1/2015 fund balance   | Use May 31, 2016 fund balance of \$455,592,072 as an estimate for 7/1/2016 fund balance   | Use May 31, 2017 fund balance of \$551,412,183 as an estimate for 7/1/2017 fund balance   | Use May 31, 2018 fund balance of \$633,374,610 as an estimate for 7/1/2018 fund balance  | Use May 31, 2019 fund balance of \$684,913,335 as an estimate for 7/1/2019 fund balance  | Use April 30, 2020 fund balance of \$746,782,548 as an estimate for 7/1/2020 fund balance                                    |
| Investment Return                      | No Change   | No Change   | No Change   | 7.25%   | No Change  | No Change  | No Change  |
| Annual Growth in Payroll               | F20Y14 payroll estimated to be \$3,941,587,760, increasing 3% through 6/30/15 and 3.5% thereafter   | F20Y15 payroll estimated to be \$4,040,779,736, increasing 3.5% annually  | FY2016 payroll estimated to be \$4,126,747,451, increasing 3.5% annually  | FY2017 payroll estimated to be \$4,165,647,339, increasing 0.0% through FY2020 and 3.5% thereafter  | FY2018 payroll estimated to be \$4,169,085,993, increasing 2.0% in FY2019, 0.0% in FY2020, and 3.5% thereafter   | FY2019 payroll estimated to be \$4,172,928,635, increasing 4.0% in FY2020, 0.0% in FY2021, and 3.0% thereafter   | FY2020 payroll estimated to be \$4,317,892,502, increasing 0.0% through FY2021, 0.0% in FY2022, and 3.0% thereafter          |
| Contribution Rates (Employer/Employee) |   |   |   |   |  |  |  |
| Public Safety, et al                   | 2.50%/1.25%   | No Change   | No Change   | No Change   | No Change  | No Change  | No Change  |
| Other Occupations                      | 2.00%/1.00%   | No Change   | No Change   | No Change   | No Change  | No Change  | No Change  |
| Annual Growth in Retirees              |   |   |   |   |  |  |  |
| Non-Medicare                           | 1.75% annually through 6/30/2015, then based on FY2009 open valuation output table  | No Change   | based on FY2014 open valuation output table   | No Change   | No Change  | No Change  | No Change  |
| Medicare                               | 5.8% through 6/30/2015, then based on FY2009 open valuation output table  | No Change   | based on FY2014 open valuation output table   | No Change   | No Change  | No Change  | No Change  |
| Retiree Ancillary Costs                | Assumed to equal premium expenses and is paid fully by retirees   | No Change   | No Change   | No Change   | No Change  | No Change  | No Change  |
| Pension Tax Revenue                    | \$20,931,300 for FY2014, increasing 12% thereafter  | \$23,443,056 for FY2015, increasing 12% thereafter  | \$26,256,200 for FY2016, increasing 12% thereafter  | \$28,306,470 for FY2017, frozen through FY2019 and increasing 12% thereafter  | \$26,256,221 for FY2018, frozen through FY2019, increasing 12% thereafter  | \$29,406,967 for FY2019, increasing 12% thereafter   | \$32,935,804 for FY2020, increasing 12% thereafter   |
| HB 728/573 Revenue                     | \$3 million annually, no sunset   | No Change   | No Change   | Eliminated effective 1/1/2017   | No Change  | No Change  | No Change  |
| Rx Rebates                             | Rebates of \$8,407,050 estimated for FY14, reflecting proposed contract terms through FY18; all annual figures increased at retiree growth rate   | Rebates of \$8,960,237 estimated for FY15, reflecting proposed contract terms through FY18; all annual figures increased at retiree growth rate   | Rebates of \$8,566,058 estimated for FY2016, reflecting proposed contract terms through FY2018; all annual figures increased at retiree growth rate   | Rebates of \$18,321,264 estimated for FY2017, reflecting proposed contract terms through FY2018; all annual figures increased at retiree growth rate  | Rebates of \$32,085,060 estimated for FY2019; proposed contract terms reflected through FY2020, increased at retiree growth rate thereafter.   | FY2020 Rebates of \$31,566,468 based on projection provided by ESI; increased at retiree growth rate thereafter.   | FY2021 Rebates of \$31,813,007 based on projection provided by ESI; increased at retiree growth rate thereafter.             |
| EGWP Revenue Components:               |   |   |   |   |  |  |  |
| Direct Subsidy                         | CY2014-15 projected by ESI; thereafter increases annually at retiree growth rate, plus one half of Medicare Rx trend +1% for donut hole closure CY16 through CY20 (one half of Medicare Rx trend CY2021+) | CY2015-16 projected by ESI; thereafter increases annually at retiree growth rate, plus one half of Medicare Rx trend +1% for donut hole closure CY17 through CY20 (one half of Medicare Rx trend CY2021+) | CY2016 and CY2017 projected by ESI; thereafter increases annually at retiree growth rate, plus one half of Medicare Rx trend +1% for donut hole closure CY2018 through CY2020 (one half of Medicare Rx trend CY2021+) | CY2017 and CY2018 projected by ESI; thereafter increases annually at retiree growth rate, plus one half of Medicare Rx trend +1% for donut hole closure CY2019 through CY2020 (one half of Medicare Rx trend CY2021+) | CY2018 and CY2019 projected by ESI; thereafter increases annually at retiree growth rate, plus one half of Medicare Rx trend +1% for donut hole closure through CY2020 (one half of Medicare Rx trend CY2021+) | CY2019 and CY2020 projected by ESI; thereafter increases annually at retiree growth rate, plus one half of Medicare Rx trend +1% for donut hole closure through CY2020 (one half of Medicare Rx trend CY2021+) | CY2020 and CY2021 projected by ESI; thereafter increases annually at retiree growth rate, plus one half of Medicare Rx trend |
| Federal Reinsurance                    | CY2014-15 projected by ESI; CY2016+ annual increase at only retiree growth rate   | CY2015-16 projected by ESI; CY2017+ annual increase at only retiree growth rate   | CY2016 and CY2017 projected by ESI; CY2018+ annual increase at only retiree growth rate   | CY2017 and CY2018 projected by ESI; CY2019+ annual increase at only retiree growth rate   | CY2018 and CY2019 projected by ESI; CY2020+ annual increase at only retiree growth rate  | CY2019 and CY2020 projected by ESI; CY2021+ annual increase at only retiree growth rate  | CY2020 and CY2021 projected by ESI; CY2022+ annual increase at only retiree growth rate                                      |
| Low Income Subsidy                     | 0.0% annual increase to CY2014 estimate of \$2.85 PMPM  | 0.0% annual increase to CY2015 estimate of \$3.40 PMPM  | 0.0% annual increase to CY2016 estimate of \$3.40 PMPM  | 0.0% annual increase to CY2017 estimate of \$2.84 PMPM  | 0.0% annual increase to CY2018 estimate of \$2.87 PMPM   | 0.0% annual increase to CY2019 estimate of \$2.96 PMPM   | 0.0% annual increase to CY2020 estimate of \$2.89 PMPM   |
| Coverage Gap Discount Program          | CY2014-15 projected by ESI; CY2016+ annual increase at only retiree growth rate   | CY2015-16 projected by ESI; CY2017+ annual increase at only retiree growth rate   | CY2016 and CY2017 projected by ESI; CY2018+ annual increase at only retiree growth rate   | CY2017 and CY2018 projected by ESI; CY2019+ annual increase at only retiree growth rate   | CY2018 and CY2019 projected by ESI; CY2020+ annual increase at only retiree growth rate  | CY2019 and CY2020 projected by ESI; CY2021+ annual increase at only retiree growth rate  | CY2020 and CY2021 projected by ESI; CY2022+ annual increase at only retiree growth rate                                      |
| Short Term Interest                    | \$0 projected for FY2014, increasing 0.0% annually  | No Change   | No Change   | No Change   | No Change  | No Change  | No Change  |
| Subrogation                            | \$239,932 estimated for FY2014, increased at retiree growth rate  | \$277,326 estimated for FY2015, increased at retiree growth rate  | \$327,942 estimated for FY2016, increased at retiree growth rate  | \$279,589 estimated for FY2017, increased at retiree growth rate  | \$283,753 estimated for FY2018, increased at retiree growth rate   | \$372,748 estimated for FY2019, increased at retiree growth rate   | \$327,755 estimated for FY2020, increased at retiree growth rate   |

**New Mexico Retiree Health Care Authority  
Baseline Scenario Assumptions for Long-Term Solvency Projections**

| <b>Assumption</b>                       | <b>Prior Assumption<br/>July 2014</b>   | <b>Prior Assumption<br/>July 2015</b>   | <b>Prior Assumption<br/>July 2016</b>   | <b>Prior Assumption<br/>July 2017</b>  | <b>Prior Assumption<br/>July 2018</b>   | <b>Current Assumption<br/>July 2019</b>   | <b>Current Assumption<br/>July 2020</b>   |
|---|---|---|---|--|---|---|---|
| Annual Trend                            |   |   |   |  |   |   |   |
| Medical                                 |   |   |   |  |   |   |   |
| Medicare Advantage                      | 8.00%   | No Change   | No Change   | No Change  | No Change   | CY2020 increases estimated at 30% for Humana, 12% for BCBS, 15% for Presbyterian, and 20% for United Healthcare; 8% thereafter  | CY2021 increases based on actual rates as provided by NMRHCA staff; CY2022, Humana MA increase at 7% and all other MA plans increase at 14%; 7% increases thereafter for all plans                    |
| Medicare Supplement                     | 8.00%   | No Change   | No Change   | No Change  | No Change   | 9% for CY2020; 8% thereafter  | 8.00%   |
| Medicare Rx                             | 8.00%   | No Change   | No Change   | No Change  | No Change   | 10% for CY2020; 8% thereafter   | 8.00%   |
| Non-Medicare Medical                    | 8.00%   | No Change   | No Change   | No Change  | No Change   | 9% for CY2020; 8% thereafter  | 8.00%   |
| Mental Health                           | Included in Medical Trend   | No Change   | No Change   | No Change  | No Change   | No Change   | No Change   |
| Non-Medicare Rx                         | 8.00%   | No Change   | No Change   | No Change  | No Change   | 10% for CY2020; 8% thereafter   | 8.00%   |
| Medical Rates                           | Annual Non-Medicare rate increases of 8% in 2015-2020 and 3% thereafter, 5% Medicare Supplement rate increase in 2015 and 6% thereafter                             | Annual Non-Medicare rate increases of 8% in 2016-2021 and 4% thereafter, 6% Medicare Supplement rate increase in 2016-2033 and 3% thereafter                        | 2017 rates for Premier and new Value plan set per pricing exercise; Annual Non-Medicare rate increases of 8% in 2018-2022 and 4% thereafter, 6% Medicare Supplement rate increase in 2017-2030 and 3% thereafter  | Annual Non-Medicare rate increases of 8% in 2018-2022 and 4% thereafter, 6% Medicare Supplement rate increase in 2017-2031 and 3% thereafter                           | Annual Non-Medicare rate increases of 8% in 2019-2023 and 4% thereafter, 6% Medicare Supplement rate increase in 2019-2033 and 3% thereafter  | Annual Non-Medicare rate increases of 7% in 2020, 8% in 2021-2023 and net 8% with plan changes, 5% Medicare Supplement rate increase in 2020, 6% in 2021-2033 and net 6% with plan changes thereafter | Annual Non-Medicare rate increases of 6% in 2021, 8% in 2022-2024 and net 8% with plan changes, 4% Medicare Supplement rate increase in 2021, 6% in 2022-2033 and net 6% with plan changes thereafter |
| Life Insurance                          | Assumes level total premium on Basic Life for duration of projection  | Assumes level total premium on Basic Life through CY17 decreasing 25% per year through CY21   | No Change   | No Change  | No Change   | Reflects impact of 2019 RFP   | No Change   |
| Dental                                  | 0.06  | No Change   | No Change   | No Change  | No Change   | No Change   | No Change   |
| Vision                                  | 5.00%   | No Change   | No Change   | No Change  | No Change   | No Change   | No Change   |
| Program Support                         | \$2,929,300 budgeted for FY2015, increasing 2.5% annually thereafter  | \$3,012,900 budgeted for FY2016, increasing 2.5% annually thereafter  | \$3,118,300 budgeted for FY2016, increasing 2.5% annually thereafter  | \$2,936,800 budgeted for FY2017, increasing 2.5% annually thereafter   | \$3,015,200 budgeted for FY2018, increasing 2.5% annually thereafter  | \$3,135,900 budgeted for FY2019, increasing 2.5% annually thereafter  | \$3,296,900 budgeted for FY2020, increasing 2.5% annually thereafter  |
| Administrative Services Fee             | Individual fee components based on existing contract terms in place, increasing 2.00% annually thereafter   | No Change   | No Change   | No Change  | No Change   | No Change   | No Change   |
| Plan Design Changes                     |   |   |   |  |   |   |   |
| Medical                                 |   |   |   |  |   |   |   |
| Medicare                                | Annual plan changes in CY2034 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  | Annual plan changes in CY2034 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  | Annual plan changes in CY2031 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  | Annual plan changes in CY2032 and beyond such that projected claims and expenses remain beneath Excise Tax threshold   | Annual plan changes in CY2034 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  | Annual plan changes in CY2034 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  | Annual plan changes in CY2034 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  |
| Non-Medicare                            | Consolidation of Non-Medicare plans in CY2017, annual plan changes in CY2021 and beyond such that projected claims and expenses remain beneath Excise Tax threshold | Consolidation of Non-Medicare plans in CY2017, annual plan changes in CY2022 and beyond such that projected claims and expenses remain beneath Excise Tax threshold | Beginning CY2017: Elimination of Premier Plus plan, introduction of Value plan, Premier plan OOP max increase to \$4,500, deductible and copays accumulating to OOP max; annual plan changes in CY2023 and beyond such that projected claims and expenses remain beneath Excise Tax threshold | Beginning CY2018, expanding value option to BCBS; annual plan changes in CY2023 and beyond such that projected claims and expenses remain beneath Excise Tax threshold | Discontinue NM Health Connections Value plan effective 6/30/18 with members assumed to migrate to BCBS Value plan. Beginning CY2019, add 3rd BCBS Premier plan tier with restricted network; annual plan changes in CY2024 and beyond such that projected claims and expenses remain beneath Excise Tax threshold | Annual plan changes in CY2024 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  | Annual plan changes in CY2025 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  |
| Rx                                      |   |   |   |  |   |   |   |
| Medicare                                | Annual plan changes in CY2034 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  | Annual plan changes in CY2034 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  | Eliminate coverage for drugs now available over the counter (OTC); Annual plan changes in CY2031 and beyond such that projected claims and expenses remain beneath Excise Tax threshold   | Add Voluntary Smart90 program; annual plan changes in CY2032 and beyond such that projected claims and expenses remain beneath Excise Tax threshold                    | Beginning CY2019, increase brand copays; annual plan changes in CY2034 and beyond such that projected claims and expenses remain beneath Excise Tax threshold   | Annual plan changes in CY2034 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  | Annual plan changes in CY2034 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  |
| Non-Medicare                            | No changes for 1/1/2015 or beyond   | No changes for 1/1/2016 or beyond   | Eliminate coverage for drugs now available over the counter (OTC)   | Add Voluntary Smart90 program  | Beginning CY2019, add SavOnSP Copay Assistance Program and increase brand copays  | Annual plan changes in CY2024 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  | Annual plan changes in CY2025 and beyond such that projected claims and expenses remain beneath Excise Tax threshold  |
| Basic Life and AD&D                     | No new entrants   | No new entrants   | No new entrants   | No new entrants  | No new entrants   | No new entrants   | No new entrants   |
| Annual Index in Cadillac Tax Thresholds | 3%  | 3%  | 3%  | 3%   | 3%  | 3%  | 3%  |
| Annual Increase in PCORI Fee            | Projected increase in National Health Expenditures, per CMS Office of the Actuary   | Projected increase in National Health Expenditures, per CMS Office of the Actuary   | Projected increase in National Health Expenditures, per CMS Office of the Actuary   | Projected increase in National Health Expenditures, per CMS Office of the Actuary  | Projected increase in National Health Expenditures, per CMS Office of the Actuary   | N/A. PCORI fee has now expired  | Projected increase in National Health Expenditures, per CMS Office of the Actuary (PCORI Fee Reinstated)  |
| Member Rate Share                       |   |   |   |  |   |   |   |
| Retiree                                 |   |   |   |  |   |   |   |
| Medicare                                | 50%   | No Change   | No Change   | No Change  | No Change   | No Change   | No Change   |
| Non-Medicare                            | 35%   | 36% in CY2016+  | No Change   | No Change  | No Change   | No Change   | No Change   |
| Spouse                                  |   |   |   |  |   |   |   |
| Medicare                                | 75%   | No Change   | No Change   | No Change  | No Change   | No Change   | No Change   |
| Non-Medicare                            | 62% in CY2015+  | 64% in CY2016+  | No Change   | No Change  | No Change   | No Change   | No Change   |
| Child(ren)                              |   |   |   |  |   |   |   |
| Medicare                                | 100%  | No Change   | No Change   | No Change  | No Change   | No Change   | No Change   |
| Non-Medicare                            | 100%  | No Change   | No Change   | No Change  | No Change   | No Change   | No Change   |



**New Mexico Retiree Health Care Authority  
Baseline Scenario Assumptions for Long-Term Solvency Projections**

| <u>Assumption</u>                       | <u>Prior Assumption<br/>July 2014</u> | <u>Prior Assumption<br/>July 2015</u> | <u>Prior Assumption<br/>July 2016</u> | <u>Prior Assumption<br/>July 2017</u> | <u>Prior Assumption<br/>July 2018</u>   | <u>Current Assumption<br/>July 2019</u>   | <u>Current Assumption<br/>July 2020</u>   |
|---|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---|---|---|
| Minimum Service to Receive Full Subsidy | 20 years                              | No Change                             | No Change                             | No Change                             | No Change   | Consistent with Board Approved Rule Change to 2.8.11 NMAC effective January 2021  | Changes effective date to July 2021   |
| Minimum Participation Age               | None                                  | No Change                             | No Change                             | No Change                             | No Change   | No Change   | No Change   |
| Member Migration / Participation        | No Change                             | No Change                             | No Change                             | No Change                             | No Change, Plan A default to UHC MA I, Plan B default to Humana MA I; 50% opt out of Medicare Advantage Default elections to Medicare Supplement; | No Change, Plan A default to UHC MA I, Plan B default to Humana MA I; 50% opt out of Medicare Advantage Default elections to Medicare Supplement; | Non-Medicare members migrate from Premier to Value plan until plan changes are triggered in 2025 (2% annual shift from Premier); All Medicare members default to UHC MA I plan; 50% opt out of Medicare Advantage Default elections to Medicare Supplement; |

**New Mexico Retiree Health Care Authority**  
**July 2020 Long-Term Solvency Modeling**  
**Sensitivity to Specific Assumption Changes within Baseline Scenario**

| Scenario Summary   |                    |                    |                    |                           |   |  |                    |                    |
|--|--------------------|--------------------|--------------------|---------------------------|---|--|--------------------|--------------------|
|  | Baseline Scenario  | Low Trend: -1%     | High Trend: +1%    | Low Payroll Growth: -0.5% | Increase Non-Medicare Retiree Rate Share: +4% | Increase Non-Medicare Spouse Rate Share: +6% |                    |                    |
| <b>Changing Cells:</b>   |                    |                    |                    |                           |   |  |                    |                    |
| Non-Medicare Medical Claims Trend                                      | 8.00%              | 7.00%              | 9.00%              | 8.00%                     | 8.00%   | 8.00%  | 8.00%              | 8.00%              |
| Medicare Medical Claims Trend  | 8.00%              | 7.00%              | 9.00%              | 8.00%                     | 8.00%   | 8.00%  | 8.00%              | 8.00%              |
| Annual Payroll Growth - Starting CY2023                                | 3.00%              | 3.00%              | 3.00%              | 2.50%                     | 3.00%   | 3.00%  | 3.00%              | 3.00%              |
| Medicare Advantage Premium Increase - CY2021 <sup>(1)</sup>            | 14.00%             | 12.00%             | 16.00%             | 14.00%                    | 14.00%  | 14.00%                                       | 14.00%             | 14.00%             |
| Medicare Advantage Premium Increase - CY2021 <sup>(2)</sup>            | 7.00%              | 6.00%              | 8.00%              | 7.00%                     | 7.00%   | 7.00%  | 7.00%              | 7.00%              |
| Medicare Advantage Premium Increase - CY2022 and beyond <sup>(3)</sup> | 7.00%              | 6.00%              | 8.00%              | 7.00%                     | 7.00%   | 7.00%  | 7.00%              | 7.00%              |
| Non-Medicare Retiree Rate Share  | 36.00%             | 36.00%             | 36.00%             | 36.00%                    | 40.00%  | 36.00%                                       | 36.00%             | 36.00%             |
| Non-Medicare Spouse Rate Share   | 64.00%             | 64.00%             | 64.00%             | 64.00%                    | 64.00%  | 70.00%                                       | 64.00%             | 70.00%             |
| Non-Medicare Rate Increase - CY2021                                    | 6.00%              | 6.00%              | 6.00%              | 6.00%                     | 6.00%   | 6.00%  | 6.00%              | 6.00%              |
| Non-Medicare Rate Increase - CY2022 to CY2023                          | 8.00%              | 8.00%              | 8.00%              | 8.00%                     | 8.00%   | 8.00%  | 8.00%              | 8.00%              |
| Medicare Supplement Rate Increase - CY2021                             | 4.00%              | 4.00%              | 4.00%              | 4.00%                     | 4.00%   | 4.00%  | 4.00%              | 4.00%              |
| Medicare Supplement Rate Increase - CY2022 to CY2023                   | 6.00%              | 6.00%              | 6.00%              | 6.00%                     | 6.00%   | 6.00%  | 6.00%              | 6.00%              |
| Annual Investment Return   | 7.25%              | 7.25%              | 7.25%              | 7.25%                     | 7.25%   | 7.25%  | 7.25%              | 7.25%              |
| <b>Result Cells:</b>   |                    |                    |                    |                           |   |  |                    |                    |
| Projected Year of Deficit Spending                                     | 2025               | 2029               | 2024               | 2025                      | 2026  | 2026   | 2026               | 2026               |
|  | Exceeds Projection | Exceeds Projection | Exceeds Projection | Exceeds Projection        | Exceeds Projection                            | Exceeds Projection                           | Exceeds Projection | Exceeds Projection |
| Projected Year of Fiscal Insolvency                                    | Period             | Period             | Period             | Period                    | Period  | Period                                       | Period             | Period             |

| Scenario Summary   |                    |   |  |  |   |                            |                                 |                    |
|--|--------------------|---|--|--|---|----------------------------|---------------------------------|--------------------|
|  | Baseline Scenario  | High Short-term Non-Medicare Rate Increase: +1% | Low Short-term Non-Medicare Rate Increase: -1% | High Short-term Medicare Supplement Rate Change: +1% | Low Short-Term Medicare Supplement Rate Change: -1% | Low Investment Return: -1% | Very Low Investment Return: -2% |                    |
| <b>Changing Cells:</b>   |                    |   |  |  |   |                            |                                 |                    |
| Non-Medicare Medical Claims Trend                                      | 8.00%              | 8.00%   | 8.00%  | 8.00%  | 8.00%   | 8.00%                      | 8.00%                           | 8.00%              |
| Medicare Medical Claims Trend  | 8.00%              | 8.00%   | 8.00%  | 8.00%  | 8.00%   | 8.00%                      | 8.00%                           | 8.00%              |
| Annual Payroll Growth - Starting CY2023                                | 3.00%              | 3.00%   | 3.00%  | 3.00%  | 3.00%   | 3.00%                      | 3.00%                           | 3.00%              |
| Medicare Advantage Premium Increase - CY2021 <sup>(1)</sup>            | 14.00%             | 14.00%  | 14.00%   | 14.00%   | 14.00%  | 14.00%                     | 14.00%                          | 14.00%             |
| Medicare Advantage Premium Increase - CY2021 <sup>(2)</sup>            | 7.00%              | 7.00%   | 7.00%  | 7.00%  | 7.00%   | 7.00%                      | 7.00%                           | 7.00%              |
| Medicare Advantage Premium Increase - CY2022 and beyond <sup>(3)</sup> | 7.00%              | 7.00%   | 7.00%  | 7.00%  | 7.00%   | 7.00%                      | 7.00%                           | 7.00%              |
| Non-Medicare Retiree Rate Share  | 36.00%             | 36.00%  | 36.00%   | 36.00%   | 36.00%  | 36.00%                     | 36.00%                          | 36.00%             |
| Non-Medicare Spouse Rate Share   | 64.00%             | 64.00%  | 64.00%   | 64.00%   | 64.00%  | 64.00%                     | 64.00%                          | 64.00%             |
| Non-Medicare Rate Increase - CY2021                                    | 6.00%              | 7.00%   | 5.00%  | 6.00%  | 6.00%   | 6.00%                      | 6.00%                           | 6.00%              |
| Non-Medicare Rate Increase - CY2022 to CY2023                          | 8.00%              | 9.00%   | 7.00%  | 8.00%  | 8.00%   | 8.00%                      | 8.00%                           | 8.00%              |
| Medicare Supplement Rate Increase - CY2021                             | 4.00%              | 4.00%   | 4.00%  | 5.00%  | 3.00%   | 4.00%                      | 4.00%                           | 4.00%              |
| Medicare Supplement Rate Increase - CY2022 to CY2023                   | 6.00%              | 6.00%   | 6.00%  | 7.00%  | 5.00%   | 6.00%                      | 6.00%                           | 6.00%              |
| Annual Investment Return   | 7.25%              | 7.25%   | 7.25%  | 7.25%  | 7.25%   | 6.25%                      | 6.25%                           | 5.25%              |
| <b>Result Cells:</b>   |                    |   |  |  |   |                            |                                 |                    |
| Projected Year of Deficit Spending                                     | 2025               | 2026  | 2025   | 2026   | 2025  | 2025                       | 2025                            | 2025               |
|  | Exceeds Projection | Exceeds Projection                              | Exceeds Projection                             | Exceeds Projection                                   | Exceeds Projection                                  | Exceeds Projection         | Exceeds Projection              | Exceeds Projection |
| Projected Year of Fiscal Insolvency                                    | Period             | Period  | Period   | Period   | Period  | Period                     | Period                          | Period             |

(1) Includes BCBS Medicare Advantage, Presbyterian Medicare Advantage, and United Healthcare Medicare Advantage Plans

(2) Includes only Humana Medicare Advantage Plan

(3) Includes all Medicare Advantage Plans



# Claims and Demographics Study

July 9, 2020

# Contents

## **1. Review of CY2019 Incurred Claims**

- Cost & Utilization Trends by Type of Service
- Claims Distribution
- Comparison to Facility and Professional Benchmarks

## **2. CY2019 Demographic Analysis, Risk Scores and Large Claimant Analysis**

- Understanding Enrollment Risk
- Age Distribution & Age Risk Factor by Carrier
- Non-Medicare Health Status by Carrier and Plan

# 2019 Non-Medicare Claims

| Type of Service              | Blue Cross Blue Shield of New Mexico Non-Medicare |                      |                     |                | Presbyterian Healthcare Services Non-Medicare |                      |                     |                |
|------------------------------|---|----------------------|---------------------|----------------|---|----------------------|---------------------|----------------|
|                              | 2019 Encounters                                   | % of 2019 Encounters | 2019 Paid           | % of 2019 Paid | 2019 Encounters                               | % of 2019 Encounters | 2019 Paid           | % of 2019 Paid |
| Inpatient Hospital Facility  | 1,117   | 0.6%                 | \$14,652,542        | 23.3%          | 1,055   | 0.8%                 | \$11,611,714        | 26.5%          |
| Outpatient Hospital Facility | 10,906  | 5.8%                 | \$7,384,055         | 11.7%          | 7,342   | 5.5%                 | \$4,064,427         | 9.3%           |
| Emergency Room Facility      | 859   | 0.5%                 | \$555,657           | 0.9%           | 1,828   | 1.4%                 | \$629,228           | 1.4%           |
| Anesthesia                   | 1,666   | 0.9%                 | \$727,811           | 1.2%           | 998   | 0.7%                 | \$626,836           | 1.4%           |
| Surgery                      | 18,183  | 9.6%                 | \$6,987,442         | 11.1%          | 12,976  | 9.7%                 | \$5,923,310         | 13.5%          |
| Lab / Path                   | 43,028  | 22.7%                | \$10,525,559        | 16.7%          | 32,126  | 24.1%                | \$7,042,764         | 16.1%          |
| Evaluation and Management    | 39,920  | 21.1%                | \$2,977,138         | 4.7%           | 28,734  | 21.6%                | \$2,323,790         | 5.3%           |
| Well Visits                  | 3,303   | 1.7%                 | \$474,354           | 0.8%           | 3,180   | 2.4%                 | \$453,474           | 1.0%           |
| Emergency Room Professional  | 2,101   | 1.1%                 | \$1,729,975         | 2.7%           | 1,794   | 1.3%                 | \$1,418,375         | 3.2%           |
| Chiropractic                 | 6,609   | 3.5%                 | \$74,847            | 0.1%           | 2,493   | 1.9%                 | \$22,872            | 0.1%           |
| Medicine                     | 38,168  | 20.2%                | \$3,208,297         | 5.1%           | 25,968  | 19.5%                | \$2,170,212         | 5.0%           |
| Infusions and Injections     | 8,166   | 4.3%                 | \$9,775,670         | 15.5%          | 5,116   | 3.8%                 | \$5,651,306         | 12.9%          |
| DME                          | 5,833   | 3.1%                 | \$1,578,759         | 2.5%           | 4,156   | 3.1%                 | \$665,994           | 1.5%           |
| Ambulance and Other          | 9,469   | 5.0%                 | \$2,262,610         | 3.6%           | 5,469   | 4.1%                 | \$1,146,643         | 2.6%           |
| <b>Total</b>                 | <b>189,328</b>                                    | <b>100.0%</b>        | <b>\$62,914,714</b> | <b>100.0%</b>  | <b>133,235</b>                                | <b>100.0%</b>        | <b>\$43,750,943</b> | <b>100.0%</b>  |

- Inpatient facility charges continue to be the highest cost service for both BCBSNM and Presbyterian
- Surgery made up a higher percentage of Presbyterian claims (13.5%) than BCBSNM claims (11.1%)
  - Surgery has consistently comprised a higher percentage of Presbyterian claims than BCBSNM claims since 2008.

# 2019 vs 2018 All Carriers Premier Plan Claims Experience

| Type of Service              | 2019 Encounters<br>per 1,000<br>Members | 2018 Encounters<br>per 1,000<br>Members | % Change    | 2019 Paid<br>per<br>Encounter | 2018 Paid<br>per<br>Encounter | % Change    | 2019 Paid<br>PMPY | 2018 Paid<br>PMPY | % Change     |
|------------------------------|---|---|-------------|-------------------------------|-------------------------------|-------------|-------------------|-------------------|--------------|
| Inpatient Hospital Facility  | 155                                     | 159                                     | -2.2%       | \$12,294                      | \$12,545                      | -2.0%       | \$1,906           | \$2,154           | -11.5%       |
| Outpatient Hospital Facility | 1,371                                   | 1,301                                   | 5.4%        | \$656                         | \$706                         | -7.1%       | \$899             | \$994             | -9.5%        |
| Emergency Room Facility      | 183                                     | 175                                     | 4.1%        | \$461                         | \$418                         | 10.5%       | \$84              | \$79              | 6.2%         |
| Anesthesia                   | 201                                     | 206                                     | -2.6%       | \$507                         | \$566                         | -10.5%      | \$102             | \$127             | -19.5%       |
| Surgery                      | 2,293                                   | 2,399                                   | -4.4%       | \$417                         | \$426                         | -2.1%       | \$957             | \$1,108           | -13.6%       |
| Lab / Path                   | 5,442                                   | 5,541                                   | -1.8%       | \$243                         | \$233                         | 4.0%        | \$1,321           | \$1,400           | -5.6%        |
| Evaluation and Management    | 5,036                                   | 5,122                                   | -1.7%       | \$78                          | \$75                          | 3.7%        | \$393             | \$417             | -5.8%        |
| Well Visits                  | 436                                     | 446                                     | -2.2%       | \$145                         | \$145                         | -0.3%       | \$63              | \$70              | -9.9%        |
| Emergency Room Professional  | 280                                     | 280                                     | 0.1%        | \$820                         | \$705                         | 16.3%       | \$230             | \$214             | 7.6%         |
| Chiropractic                 | 724                                     | 716                                     | 1.2%        | \$11                          | \$12                          | -2.1%       | \$8               | \$9               | -8.5%        |
| Medicine                     | 4,805                                   | 4,603                                   | 4.4%        | \$86                          | \$103                         | -16.7%      | \$413             | \$515             | -19.7%       |
| Infusions and Injections     | 996                                     | 966                                     | 3.1%        | \$1,209                       | \$929                         | 30.1%       | \$1,204           | \$972             | 23.9%        |
| DME                          | 749                                     | 770                                     | -2.7%       | \$236                         | \$249                         | -5.1%       | \$177             | \$207             | -14.7%       |
| Ambulance and Other          | 1,137                                   | 1,012                                   | 12.4%       | \$271                         | \$287                         | -5.4%       | \$308             | \$314             | -1.8%        |
| <b>Total</b>                 | <b>23,809</b>                           | <b>23,694</b>                           | <b>0.5%</b> | <b>\$339</b>                  | <b>\$321</b>                  | <b>5.4%</b> | <b>\$8,066</b>    | <b>\$8,578</b>    | <b>-6.0%</b> |

- Premier plan encounters PMPM increased 0.5% from 1.97 in 2018 to 1.98 in 2019
- Premier plan PMPY trend of -6.0% was more favorable than 8.0% medical paid trend assumption for calendar year 2019

# 2019 vs 2018 All Carriers Value Plan Claims Experience

| Type of Service              | 2019 Encounters<br>per 1,000<br>Members | 2018 Encounters<br>per 1,000<br>Members | % Change     | 2019 Paid<br>per<br>Encounter | 2018 Paid<br>per<br>Encounter | % Change     | 2019 Paid<br>PMPY | 2018 Paid<br>PMPY | % Change      |
|------------------------------|---|---|--------------|-------------------------------|-------------------------------|--------------|-------------------|-------------------|---------------|
| Inpatient Hospital Facility  | 112                                     | 79                                      | 42.7%        | \$11,200                      | \$15,617                      | -28.3%       | \$1,255           | \$1,227           | 2.3%          |
| Outpatient Hospital Facility | 722                                     | 540                                     | 33.9%        | \$456                         | \$496                         | -8.1%        | \$329             | \$268             | 23.0%         |
| Emergency Room Facility      | 168                                     | 134                                     | 25.3%        | \$371                         | \$354                         | 4.7%         | \$62              | \$47              | 31.2%         |
| Anesthesia                   | 103                                     | 104                                     | -1.6%        | \$521                         | \$542                         | -3.9%        | \$53              | \$56              | -5.4%         |
| Surgery                      | 1,386                                   | 1,290                                   | 7.5%         | \$398                         | \$438                         | -9.0%        | \$552             | \$565             | -2.2%         |
| Lab / Path                   | 3,627                                   | 3,234                                   | 12.2%        | \$191                         | \$205                         | -6.7%        | \$692             | \$661             | 4.7%          |
| Evaluation and Management    | 3,108                                   | 2,789                                   | 11.5%        | \$73                          | \$71                          | 3.6%         | \$228             | \$197             | 15.4%         |
| Well Visits                  | 419                                     | 392                                     | 6.9%         | \$138                         | \$134                         | 3.2%         | \$58              | \$53              | 10.3%         |
| Emergency Room Professional  | 193                                     | 154                                     | 25.0%        | \$752                         | \$613                         | 22.8%        | \$145             | \$95              | 53.5%         |
| Chiropractic                 | 231                                     | 219                                     | 5.5%         | \$4                           | \$2                           | 63.2%        | \$1               | \$0               | 72.2%         |
| Medicine                     | 2,583                                   | 2,645                                   | -2.3%        | \$71                          | \$67                          | 6.1%         | \$183             | \$177             | 3.6%          |
| Infusions and Injections     | 532                                     | 447                                     | 18.9%        | \$876                         | \$1,467                       | -40.3%       | \$466             | \$656             | -29.0%        |
| DME                          | 401                                     | 268                                     | 49.3%        | \$158                         | \$195                         | -19.1%       | \$63              | \$52              | 20.9%         |
| Ambulance and Other          | 543                                     | 480                                     | 13.2%        | \$256                         | \$204                         | 25.9%        | \$139             | \$98              | 42.6%         |
| <b>Total</b>                 | <b>14,129</b>                           | <b>12,774</b>                           | <b>10.6%</b> | <b>\$299</b>                  | <b>\$247</b>                  | <b>21.3%</b> | <b>\$3,484</b>    | <b>\$4,152</b>    | <b>-16.1%</b> |

- Value plan encounters PMPM increased 10.6% from 1.06 in 2018 to 1.18 in 2019
- Value plan PMPY trend of -16.1% was more favorable than 8.0% medical paid trend assumption for calendar year 2019

# 2019 vs 2018 BCBSNM All Plans Claims Experience

| Type of Service              | 2019 Encounters<br>per 1,000<br>Members | 2018 Encounters<br>per 1,000<br>Members | % Change    | 2019 Paid<br>per<br>Encounter | 2018 Paid<br>per<br>Encounter | % Change     | 2019 Paid<br>PMPY | 2018 Paid<br>PMPY | % Change    |
|------------------------------|---|---|-------------|-------------------------------|-------------------------------|--------------|-------------------|-------------------|-------------|
| Inpatient Hospital Facility  | 140                                     | 142                                     | -0.9%       | \$13,118                      | \$13,236                      | -0.9%        | \$1,842           | \$1,875           | -1.8%       |
| Outpatient Hospital Facility | 1,371                                   | 1,296                                   | 5.8%        | \$677                         | \$725                         | -6.6%        | \$928             | \$939             | -1.2%       |
| Emergency Room Facility      | 108                                     | 95                                      | 13.8%       | \$647                         | \$619                         | 4.5%         | \$70              | \$59              | 19.0%       |
| Anesthesia                   | 209                                     | 209                                     | 0.4%        | \$437                         | \$520                         | -16.1%       | \$91              | \$109             | -15.7%      |
| Surgery                      | 2,286                                   | 2,301                                   | -0.7%       | \$384                         | \$379                         | 1.3%         | \$878             | \$873             | 0.6%        |
| Lab / Path                   | 5,409                                   | 5,284                                   | 2.4%        | \$245                         | \$247                         | -0.8%        | \$1,323           | \$1,303           | 1.5%        |
| Evaluation and Management    | 5,018                                   | 4,824                                   | 4.0%        | \$75                          | \$75                          | -0.5%        | \$374             | \$361             | 3.5%        |
| Well Visits                  | 415                                     | 394                                     | 5.4%        | \$144                         | \$149                         | -3.4%        | \$60              | \$59              | 1.9%        |
| Emergency Room Professional  | 264                                     | 258                                     | 2.2%        | \$823                         | \$759                         | 8.5%         | \$217             | \$196             | 10.8%       |
| Chiropractic                 | 831                                     | 814                                     | 2.1%        | \$11                          | \$12                          | -5.9%        | \$9               | \$10              | -4.0%       |
| Medicine                     | 4,798                                   | 4,265                                   | 12.5%       | \$84                          | \$118                         | -28.5%       | \$403             | \$501             | -19.5%      |
| Infusions and Injections     | 1,027                                   | 948                                     | 8.3%        | \$1,197                       | \$1,000                       | 19.7%        | \$1,229           | \$948             | 29.6%       |
| DME                          | 733                                     | 729                                     | 0.5%        | \$271                         | \$304                         | -11.0%       | \$198             | \$222             | -10.6%      |
| Ambulance and Other          | 1,190                                   | 947                                     | 25.6%       | \$239                         | \$330                         | -27.6%       | \$284             | \$313             | -9.0%       |
| <b>Total</b>                 | <b>23,800</b>                           | <b>22,506</b>                           | <b>5.8%</b> | <b>\$332</b>                  | <b>\$345</b>                  | <b>-3.7%</b> | <b>\$7,909</b>    | <b>\$7,767</b>    | <b>1.8%</b> |

- BCBSNM encounters PMPM increased 5.8% from 1.88 in 2018 to 1.98 in 2019
- BCBSNM PMPY trend of 1.8% was more favorable than 8.0% medical paid trend assumption for calendar year 2019



# 2019 vs 2018 Presbyterian All Plans Claims Experience

| Type of Service              | 2019 Encounters<br>per 1,000<br>Members | 2018 Encounters<br>per 1,000<br>Members | % Change     | 2019 Paid<br>per<br>Encounter | 2018 Paid<br>per<br>Encounter | % Change    | 2019 Paid<br>PMPY | 2018 Paid<br>PMPY | % Change     |
|------------------------------|---|---|--------------|-------------------------------|-------------------------------|-------------|-------------------|-------------------|--------------|
| Inpatient Hospital Facility  | 150                                     | 140                                     | 6.8%         | \$11,006                      | \$11,157                      | -1.3%       | \$1,648           | \$1,761           | -6.5%        |
| Outpatient Hospital Facility | 1,042                                   | 951                                     | 9.5%         | \$554                         | \$646                         | -14.4%      | \$577             | \$591             | -2.5%        |
| Emergency Room Facility      | 259                                     | 246                                     | 5.5%         | \$344                         | \$306                         | 12.7%       | \$89              | \$77              | 15.3%        |
| Anesthesia                   | 142                                     | 157                                     | -9.6%        | \$628                         | \$634                         | -1.0%       | \$89              | \$98              | -9.4%        |
| Surgery                      | 1,841                                   | 1,993                                   | -7.6%        | \$456                         | \$496                         | -8.0%       | \$840             | \$977             | -14.0%       |
| Lab / Path                   | 4,558                                   | 4,753                                   | -4.1%        | \$219                         | \$203                         | 8.0%        | \$999             | \$988             | 1.2%         |
| Evaluation and Management    | 4,077                                   | 4,368                                   | -6.7%        | \$81                          | \$74                          | 9.8%        | \$330             | \$324             | 1.7%         |
| Well Visits                  | 451                                     | 479                                     | -5.8%        | \$143                         | \$137                         | 4.0%        | \$64              | \$66              | -2.3%        |
| Emergency Room Professional  | 255                                     | 246                                     | 3.6%         | \$791                         | \$618                         | 27.9%       | \$201             | \$151             | 33.2%        |
| Chiropractic                 | 354                                     | 375                                     | -5.7%        | \$9                           | \$10                          | -7.1%       | \$3               | \$3               | 4.6%         |
| Medicine                     | 3,684                                   | 4,070                                   | -9.5%        | \$84                          | \$77                          | 8.5%        | \$308             | \$308             | 0.1%         |
| Infusions and Injections     | 726                                     | 745                                     | -2.6%        | \$1,105                       | \$826                         | 33.7%       | \$802             | \$729             | 10.0%        |
| DME                          | 590                                     | 581                                     | 1.5%         | \$160                         | \$151                         | 6.0%        | \$94              | \$92              | 2.2%         |
| Ambulance and Other          | 776                                     | 836                                     | -7.1%        | \$210                         | \$207                         | 1.4%        | \$163             | \$175             | -7.3%        |
| <b>Total</b>                 | <b>18,904</b>                           | <b>19,940</b>                           | <b>-5.2%</b> | <b>\$328</b>                  | <b>\$313</b>                  | <b>5.0%</b> | <b>\$6,208</b>    | <b>\$6,342</b>    | <b>-2.1%</b> |

- Presbyterian encounters PMPM decreased 5.2% from 1.66 in 2018 to 1.58 in 2019
- Presbyterian plan PMPY trend of -2.1% was more favorable than 8.0% medical paid trend assumption for calendar year 2019

# 2019 Claims Distribution – Non-Medicare Medical only

| Annual Claims        | 2019<br>% of<br>Members | 2019<br>Cumulative %<br>of Members | 2018<br>% of<br>Members | 2018<br>Cumulative %<br>of Members | 2019 Medical<br>Paid | 2019 % of<br>Medical Paid | 2019 Cumulative<br>% of Medical<br>Paid | 2018 Medical<br>Paid | 2018 % of<br>Medical Paid | 2018 Cumulative<br>% of Medical<br>Paid |
|----------------------|-------------------------|------------------------------------|-------------------------|------------------------------------|----------------------|---------------------------|---|----------------------|---------------------------|---|
| \$0                  | 14.6%                   | 14.6%                              | 15.3%                   | 15.3%                              | \$0                  | 0.0%                      | 0.0%                                    | \$0                  | 0.0%                      | 0.0%                                    |
| \$1-\$100            | 1.3%                    | 15.9%                              | 1.4%                    | 16.8%                              | \$7,998              | 0.0%                      | 0.0%                                    | \$8,837              | 0.0%                      | 0.0%                                    |
| \$100-\$300          | 6.5%                    | 22.5%                              | 7.6%                    | 24.4%                              | \$146,018            | 0.1%                      | 0.1%                                    | \$173,293            | 0.2%                      | 0.2%                                    |
| \$301-\$800          | 12.7%                   | 35.2%                              | 13.3%                   | 37.7%                              | \$742,124            | 0.7%                      | 0.8%                                    | \$798,210            | 0.7%                      | 0.9%                                    |
| \$801-\$5,000        | 35.3%                   | 70.5%                              | 35.2%                   | 72.9%                              | \$7,686,991          | 7.1%                      | 8.0%                                    | \$8,212,496          | 7.6%                      | 8.5%                                    |
| \$5,001-\$10,000     | 11.5%                   | 82.0%                              | 10.3%                   | 83.2%                              | \$7,385,744          | 6.8%                      | 14.8%                                   | \$7,079,495          | 6.6%                      | 15.1%                                   |
| \$10,001-\$15,000    | 4.8%                    | 86.8%                              | 4.6%                    | 87.7%                              | \$5,310,015          | 4.9%                      | 19.7%                                   | \$5,174,166          | 4.8%                      | 19.9%                                   |
| \$15,001-\$20,000    | 2.8%                    | 89.7%                              | 2.6%                    | 90.3%                              | \$4,181,131          | 3.9%                      | 23.6%                                   | \$4,049,124          | 3.8%                      | 23.7%                                   |
| \$20,001+            | 10.3%                   | 100.0%                             | 9.7%                    | 100.0%                             | \$82,362,679         | 76.4%                     | 100.0%                                  | \$82,232,144         | 76.3%                     | 100.0%                                  |
| <b>Medical Total</b> | <b>100.0%</b>           |                                    | <b>100.0%</b>           |                                    | <b>\$107,822,699</b> | <b>100.0%</b>             |   | <b>\$107,727,765</b> | <b>100.0%</b>             |   |

- In 2019, 85.2% of non-Medicare Medical claims were incurred by the 18.0% of members with annual claims in excess of \$10,000
  - As expected, claims in excess of \$10,000 have increased as a percentage of Medical Paid, from 84.9% in 2018, 82.9% in 2017, 79.0% in 2016, 78.4% in 2015, 76.5% in 2014, 76.1% in 2013, 75.4% in 2012, 73.5% in 2011, and 71.7% in 2010

# Facility Benchmarks

| Measure  | NMRHCA CY2019 Result | CY2019 Benchmark Result* | Ratio of NMRHCA to Benchmark |
|--|----------------------|--------------------------|------------------------------|
| Inpatient admissions per 1,000 members           | 86.31                | 82.58                    | 1.05                         |
| Inpatient days per 1,000 members                 | 401.34               | 397.11                   | 1.01                         |
| Outpatient hospital encounters per 1,000 members | 1,673.21             | 1,630.37                 | 1.03                         |
| Emergency room encounters per 1,000 members      | 191.56               | 192.48                   | 1.00                         |

- Combines Non-Medicare and Medicare experience
- Inpatient admissions have increased from 79.99 per 1,000 in 2018 and relative to the benchmark (0.97 in 2018)
- Benchmark includes 4,973,000 active (27%) and retired (73%) public sector participants

\* Benchmark result has been adjusted based upon age and gender

# Professional Benchmarks

| Measure*                  | NMRHCA CY2019 Result | CY2019 Benchmark Result** | CY2019 Ratio of NMRHCA to Benchmark |
|---------------------------|----------------------|---------------------------|-------------------------------------|
| Evaluation and Management | 5.430                | 4.930                     | 1.101                               |
| Well Visits               | 0.264                | 0.264                     | 1.002                               |
| Anesthesia                | 0.501                | 0.498                     | 1.006                               |
| Surgeries                 | 0.996                | 0.957                     | 1.041                               |
| Radiology                 | 1.870                | 1.660                     | 1.127                               |
| Pathology                 | 2.518                | 2.636                     | 0.955                               |
| Medicine                  | 4.316                | 3.880                     | 1.112                               |
| Injectables               | 0.493                | 0.466                     | 1.057                               |
| <b>Total</b>              | <b>16.388</b>        | <b>15.291</b>             | <b>1.072</b>                        |

- Combines Non-Medicare and Medicare experience
- Benchmarks reflect shift to outpatient hospital
- Benchmark includes 4,973,000 active (27%) and retired (73%) public sector participants

\* Measures are on a per member per year basis

\*\* Benchmark result has been adjusted based upon age and gender

# Contents

## 1. Review of CY2019 Incurred Claims

- Cost & Utilization Trends by Type of Service
- Claims Distribution
- Comparison to Facility and Professional Benchmarks

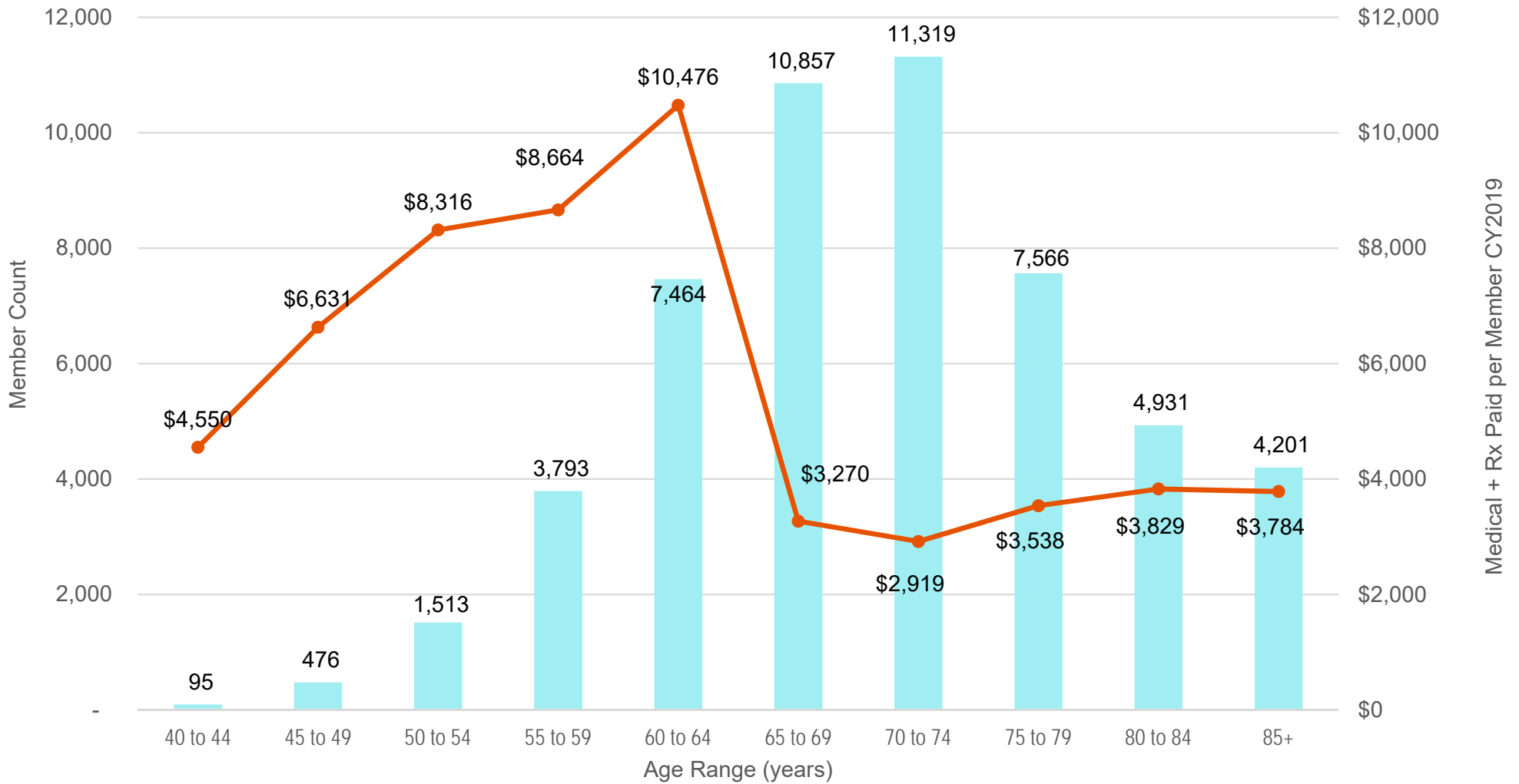
## 2. CY2019 Demographic Analysis, Risk Scores and Large Claimant Analysis

- Understanding Enrollment Risk
- Age Distribution & Age Risk Factor by Carrier
- Non-Medicare Health Status by Carrier and Plan

# Understanding Enrollment Risk

- Enrollment risk exists in many forms. With two plans and carriers being offered, specific risks include:
  - Risk that competing plans do not get enrollees with similar age/gender profiles
  - Risk that competing plans do not get enrollees with similar average health status
  - Risk that competing plans do not have equivalent cost impact on NMRHCA due to benefit level
- Unmanaged, enrollment risk drives up overall plan cost. Members are not incented to elect the plan which would be in the best financial interest of NMRHCA
- Plan designs that do not adjust for enrollment risk frequently result in adverse selection against the plan
  - Adverse selection is the process whereby the plan participant has enough information to determine that one course of action presents a financial advantage to them, and also to the detriment of NMRHCA
    - For example, you are offered a new Honda or BMW and the BMW costs you only \$1,000 more

# NMRHCA Members Age 40+ & CY2019 Claims Paid per Member



# 2019 Non-Medicare Members by Age and Carrier

|                                 | Age Group | 2019 Members  | % of 2019 Members | 2018 Members  | % of 2018 Members | Difference       |
|---------------------------------|-----------|---------------|-------------------|---------------|-------------------|------------------|
| BCBSNM                          | 40 to 44  | 41            | 1%                | 23            | 0%                | 0.3%             |
| Non-Medicare                    | 45 to 49  | 188           | 3%                | 192           | 3%                | -0.2%            |
|                                 | 50 to 54  | 656           | 10%               | 620           | 10%               | 0.0%             |
|                                 | 55 to 59  | 1,783         | 28%               | 1,704         | 28%               | -0.3%            |
|                                 | 60 to 64  | 3,808         | 59%               | 3,586         | 59%               | 0.3%             |
| <b>BCBSNM Average Age</b>       |           | <b>6,476</b>  | <b>55.7 years</b> | <b>6,125</b>  | <b>55.4 years</b> | <b>0.3 years</b> |
| Presbyterian                    | 40 to 44  | 39            | 1%                | 20            | 0%                | 0.7%             |
| Non-Medicare                    | 45 to 49  | 125           | 3%                | 279           | 5%                | -1.4%            |
|                                 | 50 to 54  | 428           | 12%               | 812           | 14%               | -2.2%            |
|                                 | 55 to 59  | 1,095         | 30%               | 1,725         | 29%               | 0.3%             |
|                                 | 60 to 64  | 1,999         | 54%               | 3,038         | 52%               | 2.5%             |
| <b>Presbyterian Average Age</b> |           | <b>3,686</b>  | <b>55.5 years</b> | <b>5,874</b>  | <b>55.0 years</b> | <b>0.5 years</b> |
| Total                           | 40 to 44  | 80            | 1%                | 43            | 0%                | 0.4%             |
| Non-Medicare                    | 45 to 49  | 313           | 3%                | 471           | 4%                | -0.8%            |
|                                 | 50 to 54  | 1,084         | 11%               | 1,432         | 12%               | -1.3%            |
|                                 | 55 to 59  | 2,878         | 28%               | 3,429         | 29%               | -0.3%            |
|                                 | 60 to 64  | 5,807         | 57%               | 6,624         | 55%               | 1.9%             |
| <b>Non-Medicare Average Age</b> |           | <b>10,162</b> | <b>55.6 years</b> | <b>11,999</b> | <b>55.2 years</b> | <b>0.4 years</b> |

- Excludes members under age 40, over age 64, and those for whom age is not available
- In 2019, 64% of Non-Medicare members enrolled in BCBS (2018=61%; 2017=50%)
- Decimal places beyond 0.1 years are not displayed in Average Age figures, but are incorporated in Difference calculation



# 2019 Medicare Members by Age and Carrier

|                                      | Age Group    | 2019 Members | % of 2019 Members | 2018 Members | % of 2018 Members | Difference |
|--------------------------------------|--------------|--------------|-------------------|--------------|-------------------|------------|
| BCBSNM Medicare Supplement           | less than 64 | 491          | 2%                | 570          | 2%                | -0.3%      |
|                                      | 65 to 69     | 4,436        | 20%               | 5,077        | 22%               | -2.4%      |
|                                      | 70 to 74     | 5,982        | 27%               | 6,001        | 26%               | 0.4%       |
|                                      | 75 to 79     | 4,751        | 21%               | 4,663        | 20%               | 0.8%       |
|                                      | 80 to 84     | 3,495        | 16%               | 3,475        | 15%               | 0.4%       |
|                                      | 85+          | 3,335        | 15%               | 3,146        | 14%               | 1.1%       |
| Average Age                          |              | 22,490       | 75.9 years        | 22,932       | 75.4 years        | 0.5 years  |
| BCBSNM Medicare Advantage            | less than 64 | 97           | 0%                | 111          | 0%                | -0.1%      |
|                                      | 65 to 69     | 602          | 16%               | 648          | 17%               | -0.9%      |
|                                      | 70 to 74     | 1,118        | 30%               | 1,196        | 31%               | -1.4%      |
|                                      | 75 to 79     | 856          | 23%               | 836          | 22%               | 1.0%       |
|                                      | 80 to 84     | 610          | 16%               | 604          | 16%               | 0.5%       |
|                                      | 85+          | 473          | 13%               | 438          | 11%               | 1.2%       |
| Average Age                          |              | 3,756        | 75.8 years        | 3,833        | 75.3 years        | 0.5 years  |
| Presbyterian Medicare Advantage      | less than 64 | 285          | 1%                | 285          | 1%                | 0.0%       |
|                                      | 65 to 69     | 3,049        | 38%               | 3,055        | 41%               | -3.4%      |
|                                      | 70 to 74     | 2,613        | 33%               | 2,283        | 31%               | 1.6%       |
|                                      | 75 to 79     | 1,339        | 17%               | 1,193        | 16%               | 0.5%       |
|                                      | 80 to 84     | 513          | 6%                | 382          | 5%                | 1.2%       |
|                                      | 85+          | 228          | 3%                | 187          | 3%                | 0.3%       |
| Average Age                          |              | 8,027        | 71.5 years        | 7,385        | 71.0 years        | 0.5 years  |
| United Healthcare Medicare Advantage | less than 64 | 118          | 1%                | 122          | 1%                | 0.0%       |
|                                      | 65 to 69     | 1,350        | 35%               | 1,540        | 43%               | -8.1%      |
|                                      | 70 to 74     | 1,422        | 37%               | 1,112        | 31%               | 5.9%       |
|                                      | 75 to 79     | 547          | 14%               | 460          | 13%               | 1.3%       |
|                                      | 80 to 84     | 254          | 7%                | 205          | 6%                | 0.9%       |
|                                      | 85+          | 130          | 3%                | 107          | 3%                | 0.4%       |
| Average Age                          |              | 3,821        | 71.6 years        | 3,546        | 71.0 years        | 0.6 years  |
| Humana Medicare Advantage            | less than 64 | 29           | 0%                | 26           | 0%                | 0.0%       |
|                                      | 65 to 69     | 615          | 67%               | 392          | 69%               | -1.6%      |
|                                      | 70 to 74     | 149          | 16%               | 81           | 14%               | 2.1%       |
|                                      | 75 to 79     | 64           | 7%                | 36           | 6%                | 0.7%       |
|                                      | 80 to 84     | 38           | 4%                | 20           | 4%                | 0.6%       |
|                                      | 85+          | 20           | 2%                | 15           | 3%                | -0.4%      |
| Average Age                          |              | 915          | 68.8 years        | 570          | 68.5 years        | 0.3 years  |
| Medicare Total                       | less than 64 | 1,020        | 5%                | 1,114        | 5%                | -0.3%      |
|                                      | 65 to 69     | 10,052       | 26%               | 10,712       | 28%               | -2.2%      |
|                                      | 70 to 74     | 11,284       | 29%               | 10,673       | 28%               | 1.0%       |
|                                      | 75 to 79     | 7,557        | 19%               | 7,188        | 19%               | 0.6%       |
|                                      | 80 to 84     | 4,910        | 13%               | 4,686        | 12%               | 0.3%       |
|                                      | 85+          | 4,186        | 11%               | 3,893        | 10%               | 0.6%       |
| Medicare Average Age                 |              | 39,009       | 74.4 years        | 38,266       | 74.0 years        | 0.3 years  |

- The Humana Medicare Advantage plan has a higher proportion of Medicare beneficiaries under age 70 enrolled followed by Presbyterian Medicare Advantage plan
- Decimal places beyond 0.1 years are not displayed, but are incorporated in Difference calculation

# 2019 Non-Medicare Health Status Risk Index by Carrier

| Carrier            | Plan    | 2019 Risk Index |
|--------------------|---------|-----------------|
| BCBSNM             | Premier | 0.92            |
|                    | Value   | 0.58            |
| Presbyterian       | Premier | 0.87            |
|                    | Value   | 0.63            |
| Total Non-Medicare | Premier | 0.90            |
|                    | Value   | 0.62            |

Based on 2019 membership:

- Risk Index based on John Hopkins Adjusted Clinical Groups (ACGs)
  - A risk score is calculated for each member month
- Premier participants are anticipated to cost 44.7% more than Value participants based on Health Risk Index
- BCBSNM participants are anticipated to cost 12.9% more than Presbyterian based on Health Status Risk Index
  - In 2018, BCBSNM participants were anticipated to cost 15.7% more than Presbyterian participants on based solely on their Health Status Risk Index

# 2019 Continuing Non-Medicare Members' Health Status Risk Index by Plan

| 2018 Plan | 2019 Plan | Members | % of Continuing Non-Medicare Membership | 2019 Risk Index |
|-----------|-----------|---------|---|-----------------|
| Premier   | Premier   | 9,381   | 77.93%                                  | 0.90            |
| Value     | Premier   | 220     | 1.83%                                   | 1.05            |
| Premier   | Value     | 190     | 1.58%                                   | 0.55            |
| Value     | Value     | 2,247   | 18.67%                                  | 0.64            |
|           |           | 12,038  | 100.00%                                 | 0.85            |

- Member count excludes members for whom either a 2018 or 2019 plan code was not available, due to new enrollment or disenrollment from NMRHCA pre-Medicare plans
- The overall Risk Index increased from 0.84 in 2018 to 0.85 in 2019.



# COVID-19 Effects

July 9, 2020

# Current Statistics (Claims paid through May 31, 2020)

- 296 members have either:
  - Been diagnosed of COVID-19
  - Had suspected exposure to COVID-19
  - Been tested for the COVID-19 antigen or antibody
- 22 members, (.06%), have been confirmed as cases with COVID-19
- Statewide, .57% of the population has been confirmed as cases with COVID-19
- NMRHCA results have not been adjusted for incurred but not reported

# Effects

- Projected cost model
- Behavior

# Projected Cost Model

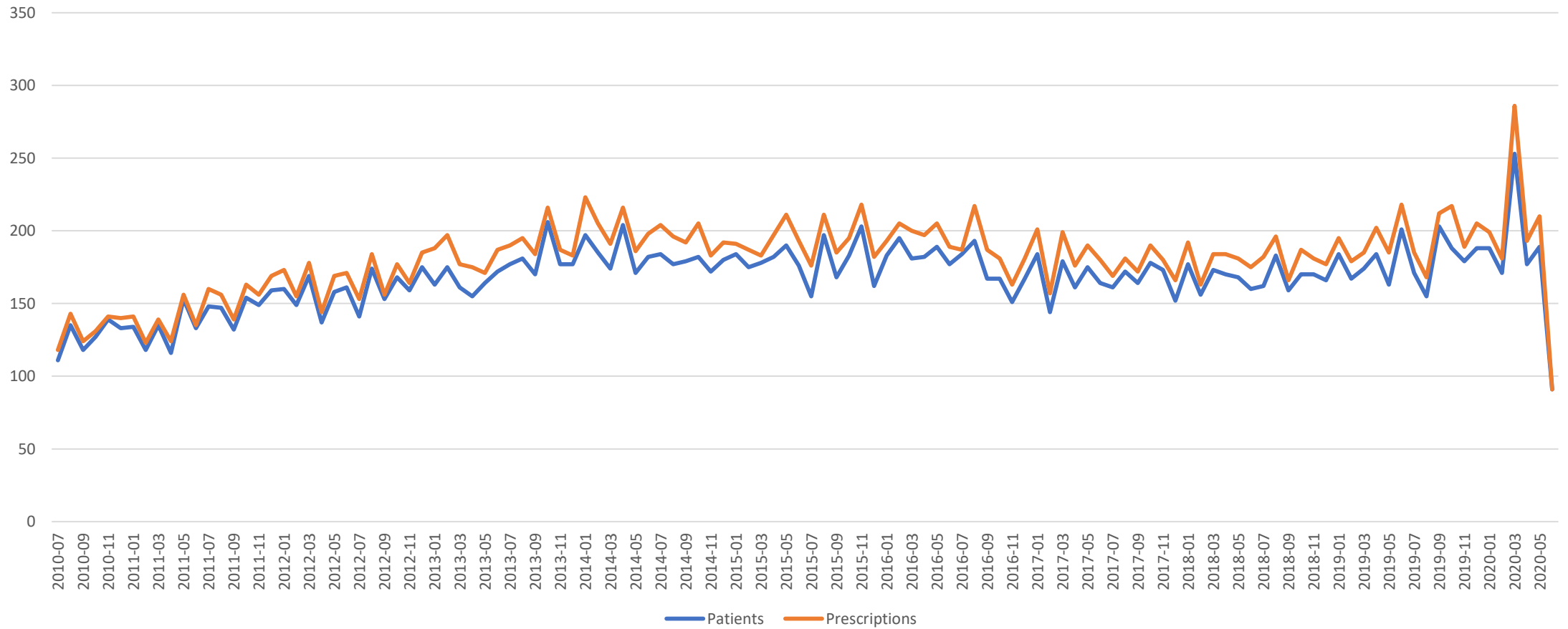
- 12 Months of incurred expenses for COVID-19, beginning March 1, 2020 that NMRHCA is responsible for
- Does not consider:
  - Services lost to shutdown
  - Cost of immunizations for COVID-19 (future expense)
  - Members enrolled in Medicare Advantage Claim
- Model is based on assumptions gathered from epidemiological, clinical, and economic research publications



# Cost Model (Continued)

- Population: 36,709 (excludes MA and members under age 18)
- Infection assumption: 20%
- % of infected population seeking care: 20%
- NMRHCA is the primary insurer on 41% of the membership. Medicare decreasing fund liabilities significantly
- Service assumption:
  - 16.5% are hospitalized (75% are at highest level of acuity)
  - 33.5% have outpatient hospital (e.g. ER) care
  - 50% have exclusively nonhospital care (e.g. testing)
  - 90% have prescription drug expense for symptom relief
- Financial effect: 2% increase on claim cost
- Linear model: at 40% infection rate, the cost effect is 4%

# Prescribing Behavior - Hydroxychloroquine

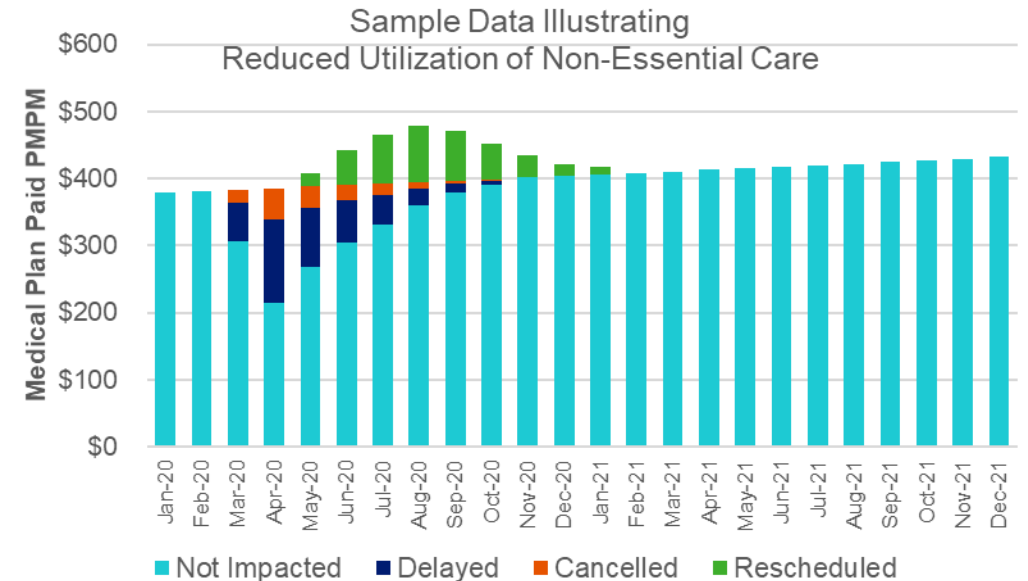


# Monitoring During the Pandemic

- Claims for incidence
- Vaccination development
- Treatment patterns
  - Hospitalization
  - Prescriptions (e.g. dexamethasone)
  - Rehabilitation
  - Services avoided
    - Low value (e.g. unindicated ER)
    - High value (e.g. cancer screening, chronic disease care)

# Anticipating the Impact of Rescheduled Care

- Risks from treatment delay
  - 75-90% decrease in mammograms and colonoscopies
  - National Cancer Institute estimates ~1% increase in breast & colorectal cancer deaths in next decade due to delayed diagnosis
  - Potential for additional complications or other long-term effects that may impact costs and health outcomes



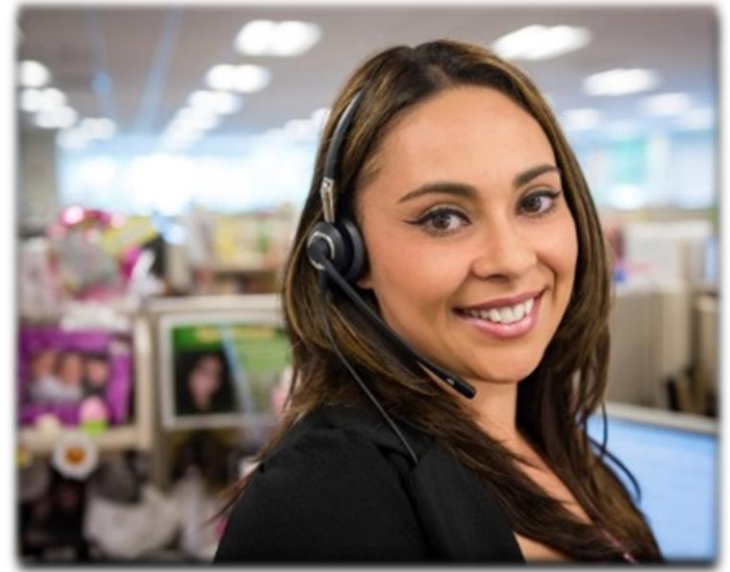


## New Mexico Retiree Health Care Authority Annual Board Retreat

### Presbyterian Enhanced Services and Cost Reduction Initiatives

July 9<sup>th</sup> and July 10<sup>th</sup>, 2020

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# NMRHCA Dedicated Member Service Team

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Advantages / Enhancements

# Dedicated Member Service Team Enhancements and Advantages



# Dedicated Team Enhancements and Advantages

## Navigation – 24/7 Access

Direct members to the lowest cost, most convenient and most appropriate setting of care



PCP/UC Visits Navigated to PresRN, Video Visit or Online Visit

➤ NMRCHA had 18,761 PCP visits in 2019 @ \$125 Allowed per Visit  
Navigate only 10% of PCP visits:  $1,876 \times \$125 = \$234,512$  potential savings

➤ NMRHCA had 2,984 UC visits in 2019 @ \$180 Allowed per Visit  
Navigate 10% of UC visits:  $298 \times \$180 = \$53,640$  potential savings



PresRN  
Nurse advice line, 24/7



PRESNow 24/7 \*  
Walk-in urgent or emergency care



Urgent Care  
Appointment and walk-ins



Online Visits  
Online medical interview & response



Video Visits  
On-demand visits, 24/7



Hospital Emergency Care \*  
Walk-in critical care

talkspace

On To Better Health  
Self-help tools and resources at your fingertips

Clickotine®



# Get Care Today: [www.pres.today](http://www.pres.today)

The screenshot shows the website's search interface. At the top, there is a large image of a coronavirus particle. Below it, the search process is divided into steps: 'Step One' with a dropdown menu for 'Select From Common Conditions...', 'Step Two' with a dropdown for 'Presbyterian Health Plan', and 'Step Three' with a 'View your options' button. A list of conditions is visible, including 'Cold, cough, flu or fever', 'Coronavirus (COVID-19)', 'Coughing or throwing up blood', and 'Cuts that may need stitches'. A prominent card for 'Coronavirus (COVID-19)' is displayed at the bottom, with the text 'Information to help you manage your care' and a 'Start here >' button.

## Need help getting care today?

Explore care options by preferred venue, or search by common condition and insurance.

Choose Your Condition

Choose Your Insurance

Showing services available for: **Presbyterian Health Plan**

|   |  |
|---|--|
|  <b>PresRN</b><br>Nurse advice line, 24/7<br>\$0<br>Wait time                                     |  <b>Online Visits</b><br>Online medical interview & response<br>\$0<br>Wait time    |
|  <b>Video Visits</b><br>On-demand visits, 24/7<br>\$0 - \$<br>Wait time                           |  <b>Urgent Care</b><br>Appointment and walk-ins<br>\$\$<br>Wait time                |
|  <b>PRES<i>Now</i> 24/7 *</b><br>Walk-in urgent or emergency care<br>\$\$ - \$\$\$\$<br>Wait time |  <b>Hospital Emergency Care *</b><br>Walk-in critical care<br>\$\$\$\$<br>Wait time |

All of our sites care for adults and children.

\* Anyone, regardless of service, can receive an emergency medical screening exam and stabilizing treatment at a Presbyterian hospital emergency department, PRES*Now* location, or closest available emergency provider.

# Redirection of Services – Cost Reduction Initiative

## Right Care, Right Site of Service

### Site of Service Navigation

- Focused effort on redirection of services from hospital setting to freestanding centers – **Organizational Initiative**
- Member Configuration, Education and Outreach
  - Member Specific Benefit Configuration per NMRHCA Direction for Utilizing Lowest Cost Alternative – Collaborative Partnership
    - Radiology Services
      - MRI/PET/CT Redirection – NIA Authorization File Utilized for Outbound Call
    - Joint Procedure Services
      - Outpatient Hospital Services to ASC Setting
    - Colonoscopy vs FIT Testing
    - Laboratory Services



# Access Guarantee



- Assignment to a PMG clinic within 10 miles of the member's home or work within the Central Delivery System (ABQ, Belen, Los Lunas, Rio Rancho and Santa Fe). Guarantee non-emergent appointment to the member's PMG clinic (not physician) within 10 business days
- Guarantee assignment to a non PMG statewide contracted clinic and non-emergent appointment to the member's non PMG statewide contracted clinic (not physician) within 10 business days
- These assignments and appointments are managed and tracked through the dedicated IBAC Member service team. If we do not achieve success in assigning 95% of members who contact the concierge team, we will pay IBAC a quarterly penalty of 2% of the core administrative services fee. Requires the IBAC Member service team receives a minimum of 50 calls requesting access assistance per quarter.

# Dedicated Team

## Enhancing Integration and Improving Quality Outcomes

### Enhanced Integrated Services

- Disease Management and Care Management Programs Education and Referrals
- Community Health Worker Program Referrals
- Population Health Gaps in Care Outreach
- Outbound Call Campaign Per IBAC Direction
  - Gaps in Care
  - Wellness Initiatives
  - NMRHCA Specific Initiatives
  - Open / Switch Enrollment – Personal Welcome Calls
    - Transition of Care Assistance





# Community Health Workers

*“You CHWs are Miracles,  
thank you for helping me  
get the treatment I needed.”*

– Member enrolled in  
the CHW program at PHP



# Community Health Workers

*Closing the gaps.....*

## ✓ Taking up where the healthcare providers leave off:

- Community services
- Government programs
- Extension of medical services and cost assistance
- Food insecurity
- Behavioral Health Services

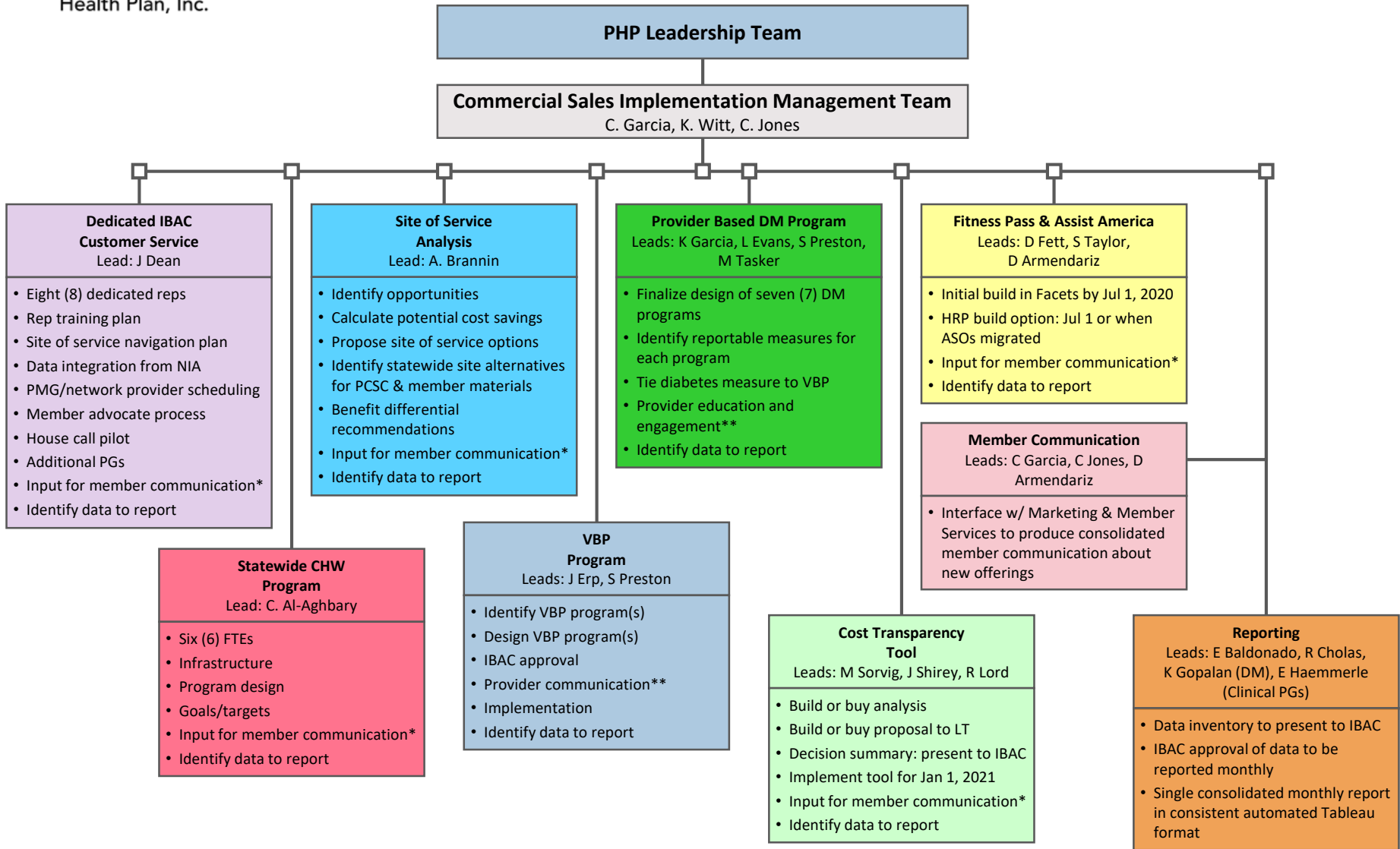
## ✓ Improving health outcomes

## ✓ Additional Services

- Transportation
- Retirement planning
- Literacy, understanding medical terms, resources



# 2020 IBAC Implementation Structure



\* Send input for the consolidated IBAC member communication to Colleen Jones at [cjones16@phs.org](mailto:cjones16@phs.org).

\*\* DM & VBP teams will create provider materials and collaborate with PNO to distribute them.



Questions?





# NMRHCA

*Annual Board Retreat*

*July 2020*

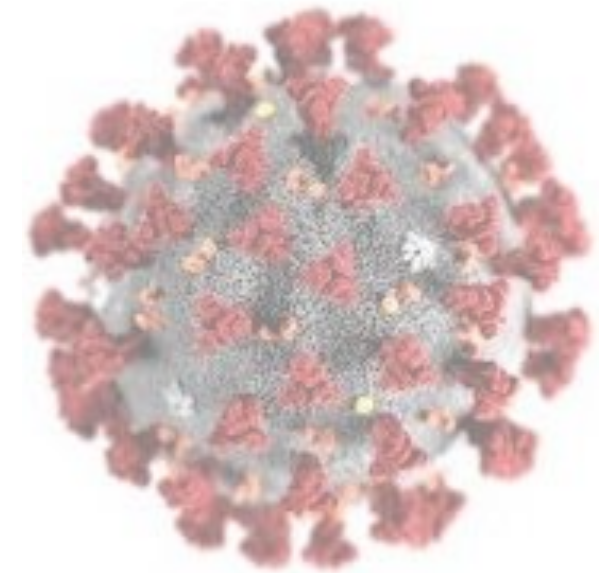
*Presented By Rosanne Tena*

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 **PRESBYTERIAN**

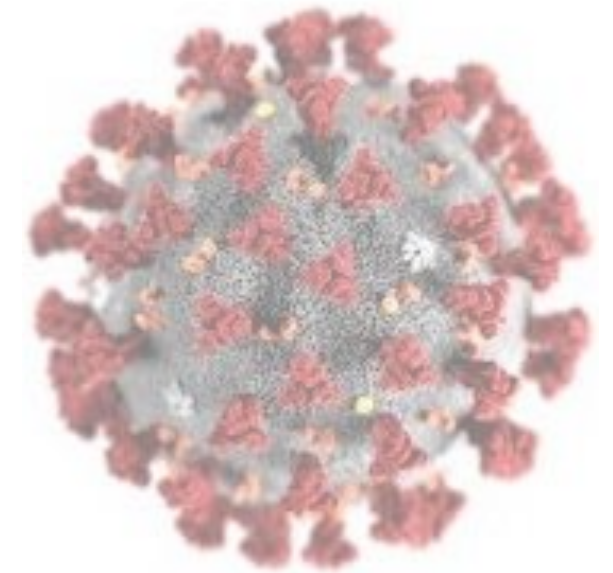
# First, a quick look at our response to COVID-19 . . .

- **23,895 COVID-19 tests** at Balloon Fiesta Park; **10,768** by mobile testing team; **1,860** at Coors PRESNow site
- Completed ~ **28,000 outbound calls** to high-risk members in first six (6) weeks
- **831,280 calls** answered by Presbyterian Customer Service Center during March, April, and May
- Supplied ~**7,000 gallons of** hand sanitizer supplied by PHP to Native American facilities and providers across New Mexico
- **4,780 free meals** provided each week for frontline Central Delivery System hospital staff by Cooper Center cafeteria
- **8 mini grocery stores** set up for hospital staff created by Food Services
- **200 members in need supplied with food** each week by the Food Farmacy
- **15,000 free meals provided to children** in seven communities across the state



## . . . response to COVID (cont.)

- Developing a statewide **home monitoring program** for members who have tested positive for COVID-19 but do not require hospitalization
- Actively promoting pharmacy home delivery and mail order
- Actively promoting **telephonic and telehealth options** for providers
- Offering video visits at **no co-pay** for all members
- **75% of all provider visits** done virtually
- Developed **Regional Resource Guide** to community services in collaboration with multiple state agencies
- Lincoln County Medical Center opened a **new hospital**
- Presbyterian Española Hospital achieved **top 10% nationally** for patient experience
- Santa Fe Medical Center and Socorro General Hospital achieved **top 25 % nationally** for patient experience



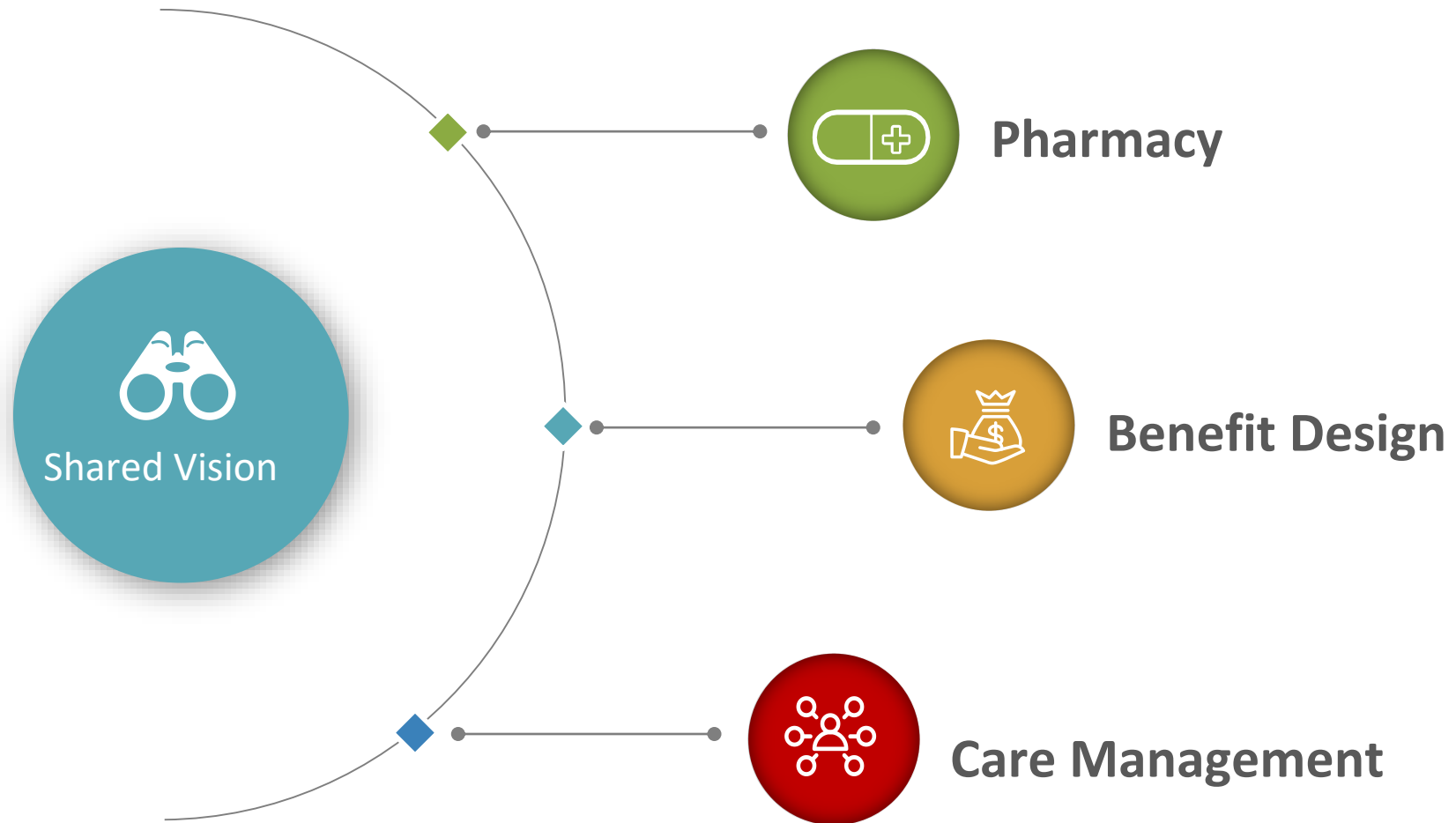


# Care Management

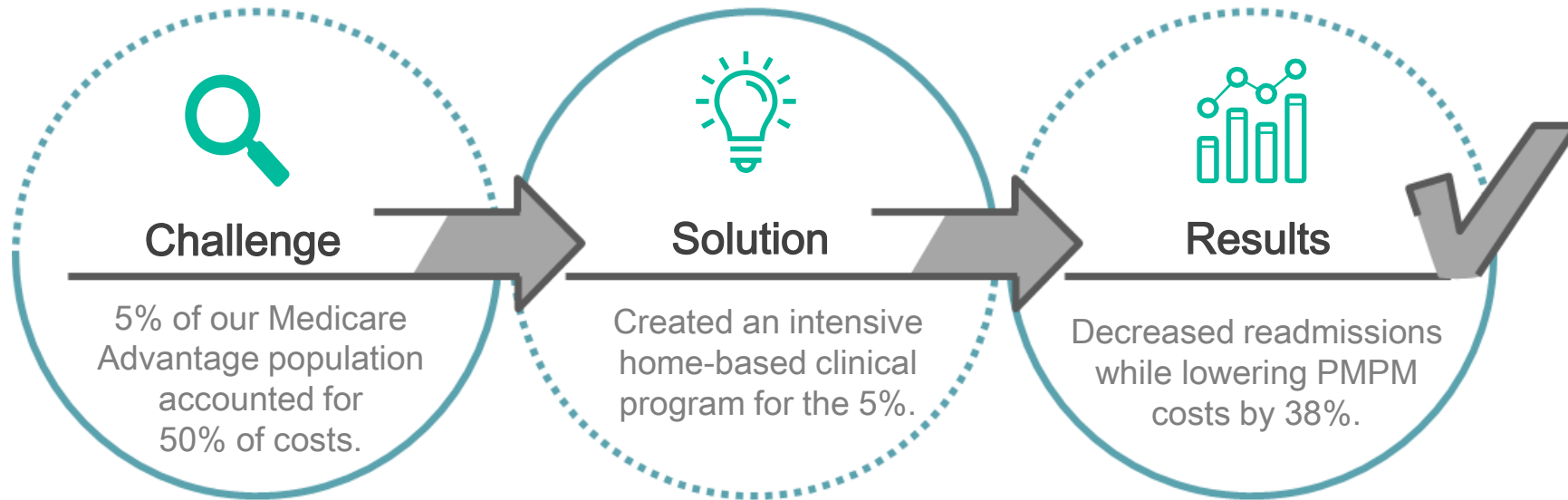


*Driving meaningful outcomes for members and making care more affordable.*

# Enabling Care and Affordability



# Industry-leading Results





# Complete Care Program



## HOME

- Census: 700 patients, high needs PHP Medicare population.
- Integrated with House Calls clinicians and Palliative Care.
- Provides Primary Care, Urgent Care, Hospital at Home.
- Call one number 24/7.



## TEAMS

- RN case managers.
- Telehealth and patient outreach.
- Podiatry Nurse.
- LPN – lab draws, simple follow-up.



## MEASURES

- Hospital admissions and readmissions.
- ED and Urgent Care visits.
- Falls.
- Enrollment in hospice.



## OUTCOMES

- Total cost of care – savings of \$700-1100 per patient/month.
- Hospitalization/Readmission rate 50% of predicted.
- 85% die at home by choice.

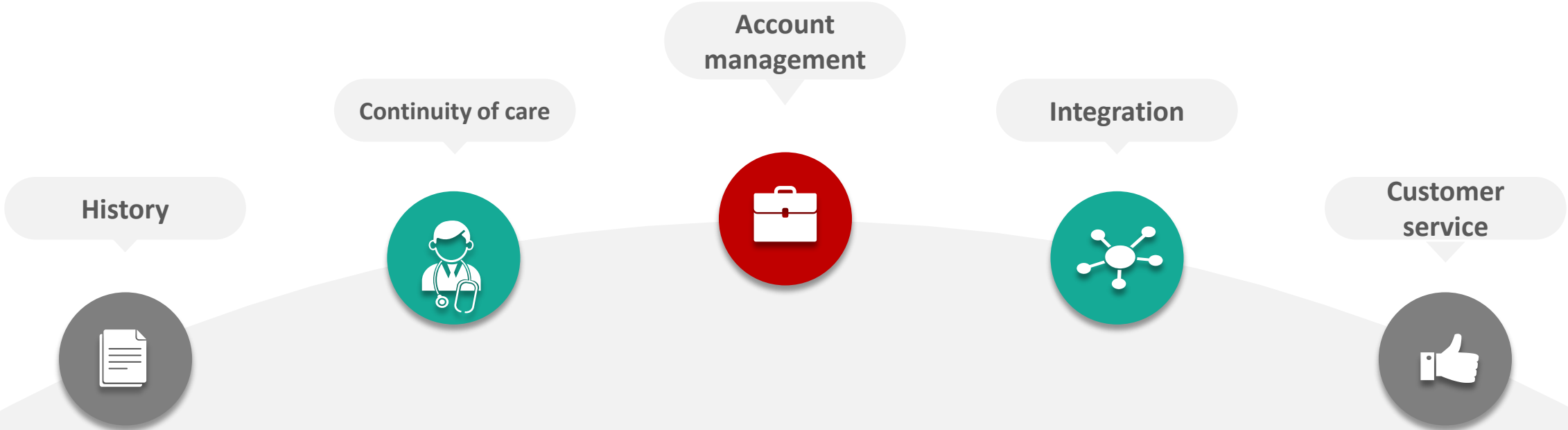


# The PHP Advantage

*Serving our community's needs  
because we are part of the  
community.*



# Experience and Expertise



A scenic landscape featuring a dirt road winding through a field of tall, golden-brown grass. In the background, there are dark, rugged mountains under a clear blue sky. A colorful hot air balloon is visible in the upper right corner of the sky.

**THANK YOU**

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 **PRESBYTERIAN**

# New Mexico Retiree Health Care Authority Board of Directors Meeting

July 9 – 10, 2020



**BlueCross BlueShield  
of New Mexico**



**NEW MEXICO  
RETIREE  
HEALTH CARE  
AUTHORITY**

115

# Who We Are

Health • Dental • Life • Disability • Pharmacy

More than **16**<sup>\*</sup> million members

Largest customer-owned health insurer in the U.S.

\*\*wholly owned subsidiaries:



\*\*partially owned subsidiaries:



\* Includes Part D members with some duplication of Med Supp and Part D members.

\*\* List of HCSC subsidiaries as of March 1, 2019

ILLINOIS

MONTANA

NEW MEXICO

OKLAHOMA

TEXAS

# More Doctors. More Hospitals



**95%**  
of doctors

**96%**  
of hospitals



**Nationwide Coverage**  
when traveling or living  
outside of home state



**1.3+ million**  
Providers



**More than 7,500**  
Hospitals



**Blue Cross Blue Shield  
Global<sup>®</sup> Core**

coverage when traveling in  
190 countries and territories  
710,000+ Providers and 7,400+ Facilities<sup>7</sup>

## COVID-19 Resources

- [COVID-19 employer website](#) to find information and resources for their business and employees. They can get real-time text alerts about COVID-19 decisions and resources by texting\* UPDATENM to 33633.
- Encourage members to visit our [COVID-19 website](#) for coverage information, updates and trusted sources to help stay informed and well. The site is also available in Spanish.
- CDC Symptom Checker – Check your symptoms with the Centers for Disease Control and Prevention Self-checker.
- evive – Search evive.care to find a nearby COVID-19 test center.
- Livongo – Find free COVID-19 mental wellness support from Livongo's myStrength.

## BCBSNM COVID-19 Community Involvement

- Donated \$10,000 to the Navajo Nation COVID-19 Fund.
- Contributed \$30,000 to the Pueblo Relief Fund to meet the critical needs of New Mexico Pueblos during the COVID-19 crisis.
- All Together NM Fund: \$500,000 to support the immediate and long-term needs of communities, businesses and employees facing income insecurity.
- Roadrunner Food Bank: \$250,000 to support food distribution and mobile food pantries for the general population and senior centers throughout the state.
- United Way of Central New Mexico: \$250,000 to support agencies statewide that focus on areas such as child and senior care, health care access, and homelessness and housing.

# What does BCBSNM do for the NMRHCA?

- Administers four plans
- Customer Service, Claims Processing
- Performance Guarantees
- Coordination with CMS for Medicare Supplemental Plan
- Care Management/Appeals
- Meetings/Collateral Materials
- Network Discounts
- Dedicated Wellness Team/NaturallySlim®
- Wellbeing Management engagement
- Pilot – Tricare Gap Closures and Community Paramedicine

# BCBSNM Administers Four Plans

- **Premier 3-tier PPO Plan** (In state, out-of-state and international coverage) – 6,812 current members
- **Value Plan** (must reside in New Mexico; covered outside of New Mexico for urgent and emergency care) – 842 current members
- **Medicare Supplement** (In state and out-of-state coverage; Plan pays secondary to Medicare) – 22,719 current members
- **Medicare Advantage HMO Plan** (must reside in New Mexico and use the network of contracted providers except for urgent and emergency care while traveling outside of New Mexico) – 3,669 current members

## YTD Results for Premier 3-tier PPO Plan, Value Plan and Medicare Supplement

- Total Claims processed 2019 – 840,587
- Total Claims processed 2020 YTD – 227,448
- Total calls 2019 – 16,668
- Total calls 2020 YTD – 7,699

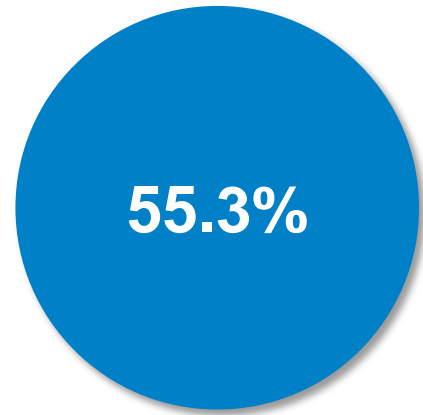


# Support by the Account Management Team and BCBSNM Internal Partners

- Local Customer Service
- Local Claims Processing
- Performance Guarantees – offered on all four plans
  - Claims Processing Turnaround
  - Claims Processing Accuracy
  - Claims Financial Accuracy
  - Speed to Answer
  - Customer Satisfaction
- Coordination with CMS for Medicare Supplemental Plan
- Care Management
- Appeals
- Support of meetings (Board meetings, open enrollment, health fairs) and collateral material<sup>21</sup>

# Value of the Network

## Network Discount Savings 2019



Discount percentage for network and par providers



Discount savings for network and par providers

## 3yr Discount and Network Utilization

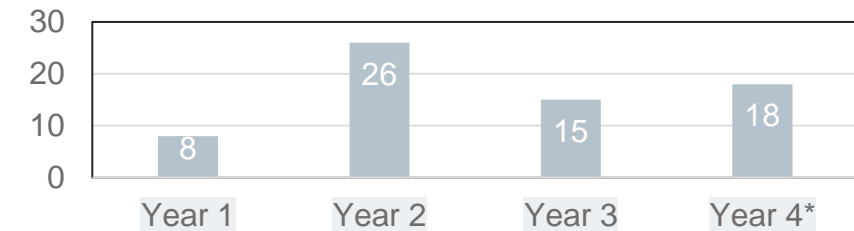
| Network Discount    | 2016         | 2017         | 2018         |
|---------------------|--------------|--------------|--------------|
| Inpatient           | 53.9%        | 56.8%        | 59.7%        |
| Outpatient          | 41.0%        | 43.6%        | 44.8%        |
| Professional        | 51.2%        | 54.3%        | 58.3%        |
| <b>Summary</b>      | <b>47.7%</b> | <b>51.0%</b> | <b>53.3%</b> |
| Network Utilization | 2016         | 2017         | 2018         |
| In Network          | 98.2%        | 97.6%        | 98.3%        |
| Out of Network      | 1.8%         | 2.4%         | 1.7%         |

## Member Outreach Initiatives – 2019 Outcomes

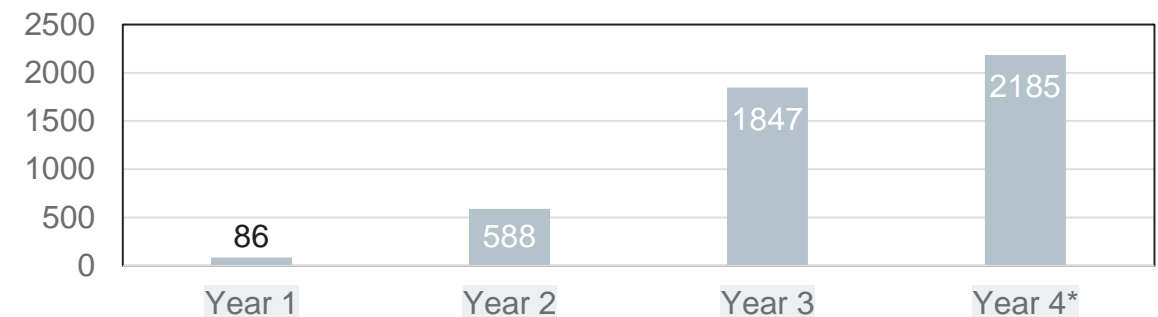
- 5 Health Education Academies  
– 408 participants; in collaboration with Presbyterian
- Wise and Well Health Fair  
“Aging Well” – 350 attendees
- 16 Open Enrollment events promoting wellness benefits, fall prevention and balance – 2,185 participants
- Promotion of Naturally Slim<sup>®</sup> program to mitigate Metabolic Syndrome

## Year-Over-Year Comparison

### Member Engagement Events



### NMRHCA Members Engaged



Year = 12 months of data, July 1 – June 30. \*Year 4 data through 12.31.2019.

# Additional Education Resources

## Member Webinar Topics/Presentations

- Health Assessments
- Preventive Care
- Weight Management Programs
- Provider Finder
- Fitness Program
- Blue Points
- Device and Apps Integration – Nutrition and Fitness
- Importance of selecting a PCP and how to find a PCP
- Blue Access for Members Overview
- Well onTarget Overview
- Open Forum Listening WebEx meeting: members can speak to a health educator or nurse to get their questions answered and receive support



# Naturally Slim

## Metabolic Syndrome Reversal Program

Naturally Slim is a behavioral counseling program for metabolic syndrome reversal\*\*, weight management and diabetes prevention. Features include:

- Ten weeks of counseling (personalized for skill building); ten weeks (customized for skill reinforcement); 32 weeks (customized for skill maintenance).
- Weekly, self-paced, informative, online video sessions (including mobile app for on-the-go access, skill reinforcement and habit formation).
- Interactions with health coaches and online community for social support.
- Personalized employee communications and employer co-branded enrollment website.
- Employer reporting available for enrollment, participation and weight loss.

\*\*National Institutes of Health guidelines define metabolic syndrome as having at least three of the following five traits (or taking medication to control them): large waist circumference; high triglyceride level; reduced HDL (good) cholesterol; increased blood pressure; elevated fasting blood sugar.

Naturally Slim is an independent company that provides Metabolic Syndrome Management for Blue Cross and Blue Shield of New Mexico.

Naturally Slim is solely responsible for the products and services that it provides.

## Clinical Review Pilot

### Data Analysis

- 78 total (BCBSNM) Pre-Medicare members participated in the pilot group

### NMRHCA members that completed at least 6 weeks of the Naturally Slim program

- 85% of participants saw a reduction in claims

### Claims Activity

- Suggests members are leveraging their Naturally Slim benefits and their wellness benefits to engage in healthy behaviors such as seeing a PCP or other appropriate specialists.

# Naturally Slim – Participation and Results

| Naturally Slim – 2019               | Medicare  | PreMedicare | Presbyterian | All Groups |
|-------------------------------------|-----------|-------------|--------------|------------|
| Accepted                            | 368       | 331         | 211          | 910        |
| Started                             | 280       | 250         | 178          | 708        |
| Starter Percentage                  | 76%       | 80%         | 81%          | 78%        |
| Age (Average)                       | 72        | 62          | 61           | 66         |
| Percent by Gender (M/F)             | 22% / 78% | 20% / 80%   | 19% / 81%    | 20% / 80%  |
| Graduate Percentage (8+ Sessions)   | 71%       | 79%         | 63%          | 72%        |
| Graduate Percentage by Gender (M/F) | 65% / 73% | 75% / 81%   | 70% / 62%    | 69% / 73%  |
| Total Weight Loss (lbs.)            | 1,436     | 1,407       | 781          | 3,624      |
| Session 10 Weight Loss (lbs.)       | 7.3       | 7.5         | 7.3          | 7.4        |

# Wellbeing Management

How are we doing?



**87.7%**  
of Households  
have a  
Touchpoint  
*Benchmark: 64.9%*

**6.1**  
Touchpoints per  
Household  
*Benchmark: 4.8*



**4.8%**  
of Your Total  
Population is  
Clinically Managed  
*Benchmark: 1.7%*

**36.3%**  
of HHM  
Identified  
Candidates  
Engaged  
*Benchmark: 19.6%*



**\$2,060,792**  
Program Value  
\$44.87 PEPM  
*Benchmark: \$22.02*

ALWAYS  
**INNOVATING**

to provide member  
outcomes and deliver  
increased savings



**BETTER  
ENGAGEMENT**

New programs lead to **GREATER**  
member engagement

**MORE SAVINGS**

Better engagement leads to near-  
term, hard-dollar, measurable  
savings with average range of  
**\$10 – \$20 PEPM\***

\*Dependent on the product package

# 2021 Pilot – Tricare Gap Closures and Community Paramedicine

**Paramedicine Program.** BCBSNM wants the IBAC Agencies' members to be healthy after they leave the hospital. To help, we have a community paramedicine program. Through this program, your members have access to independent emergency medical technicians (EMTs). These EMTs can visit your members in their home following a hospital stay. Help from these licensed EMTs make the transition from hospital to home easier and their assistance may also lower a member's chances of needing readmission.

Services available from EMTs include:

- ✓ Help with making follow-up appointments.
- ✓ Education on condition, follow-up plans, and durable medical equipment.

## Paramedicine Program Outcomes

- ✓ Since the launch of the Community Paramedicine program in 2016, there has been a decrease in emergency room utilization by approximately 40% to 50% of members engaged and a 30-day readmission rate of 11% to 12%, which is approximately 5% below average.
- ✓ The program has also proven effective in reaching members in rural areas, members who are homeless, and/or members who are hard to reach. In 2018, the Community Paramedicine program saw 2,266 members. Emergency room visits of engaged members decreased, resulting in \$1.3 million in emergency room cost avoidance. Other positive measures of the program's success include connecting thousands of members with their PCPs and linking actively engaged members with a Care Coordinator. This resulted in an engagement increase of 50% as these members were previously unable to reach or had refused Care Coordination services.



# 2021 Pilot – Tricare Gap Closures and Community Paramedicine

**Tricare Data Analytics and Gap Closure Program.** This program uses Tricare Lab data for specific conditions (e.g., diabetes, pregnancy, and hepatitis C) to determine gaps in care based on real-time lab data. Tricare provides lab services to a large percentage of IBAC members across the state. The tool is accessible by Health Care Management (HCM) for real-time analytics and outreach to members that do not require waiting for a claim to be submitted. HCM facilitates primary care services if the lab is ordered through an emergency room or urgent care facility. Quality is improved by early detection and treatment through abnormal lab values and PCP coordination.

# The New Mexico Retiree Health Care Authority

**UnitedHealthcare Retiree Solutions**

**July 9, 2020**

**Dan Cadriel, Account Vice President**

# UnitedHealthcare Retiree Solutions



|  |   |  |
|--|---|--|
| <p><b>1.4 million</b><br/>Group Medicare Advantage PPO members</p> | <p><b>Any willing Medicare provider</b><br/>Same benefits in and out of network</p> | <p><b>8 years</b><br/>Of pricing stability</p> |
|--|---|--|



# Our Continued Differentiation

Integrated care and advocacy support



## HouseCalls

- 1M HouseCalls completed for Group MA in past 3 years
- 50% of all visits result in a referral to another program

## Condition Management

- 97% of enrolled members were engaged in our case and disease management programs in 2019
- Integrated medical-behavioral health

## Navigate4Me

- Over 42,000 retirees touched by service navigators in 2019

## Senior Wellness & Incentives

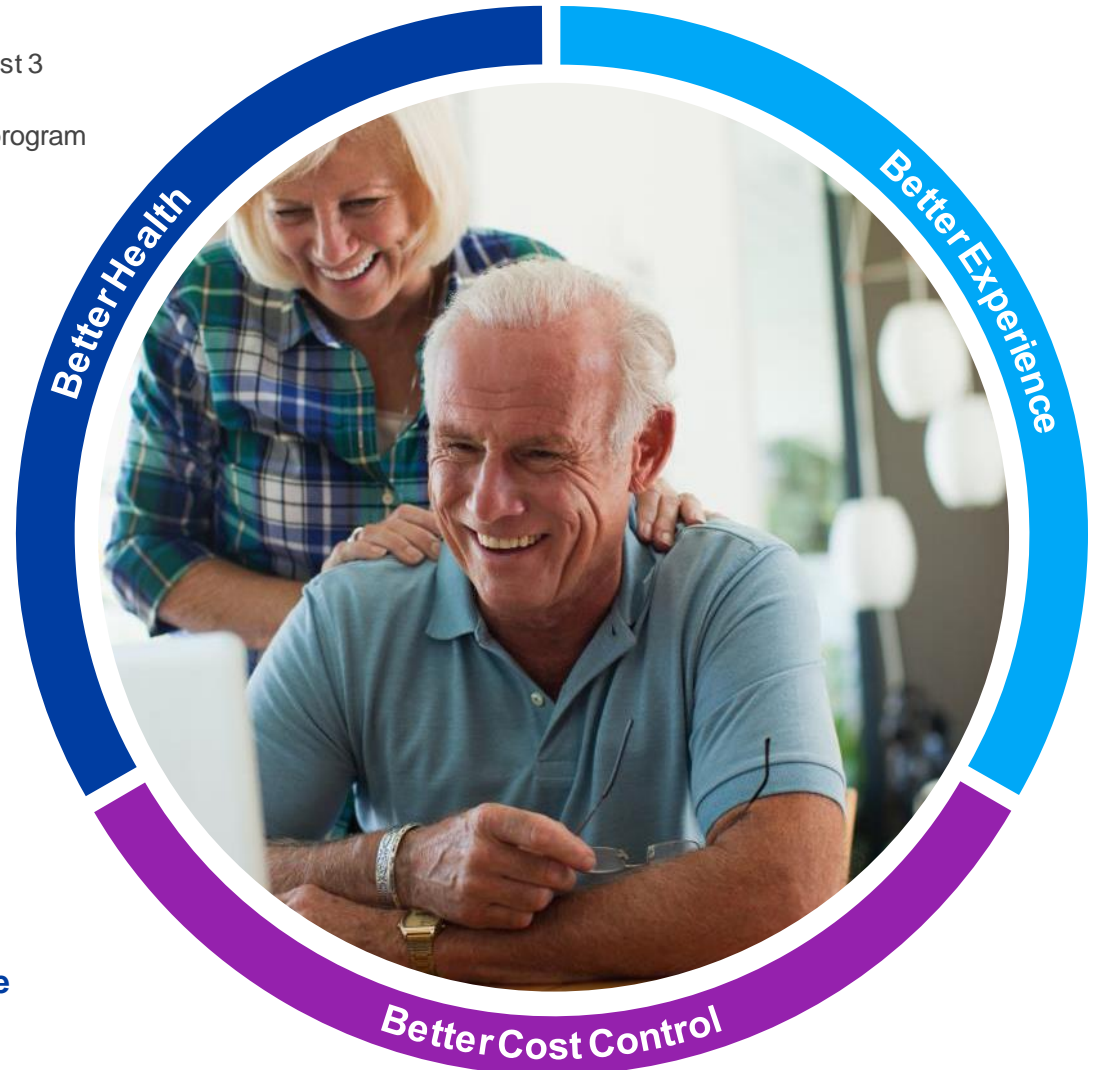
- Preventive health activity incentives
- 5 Star - Breast & colon cancer screens

## Digital Tools & Remote Patient Monitoring

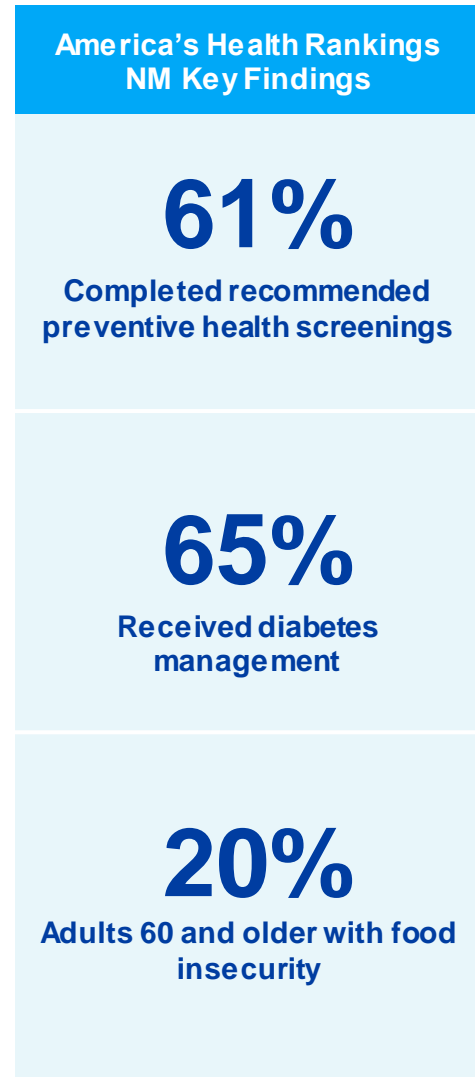
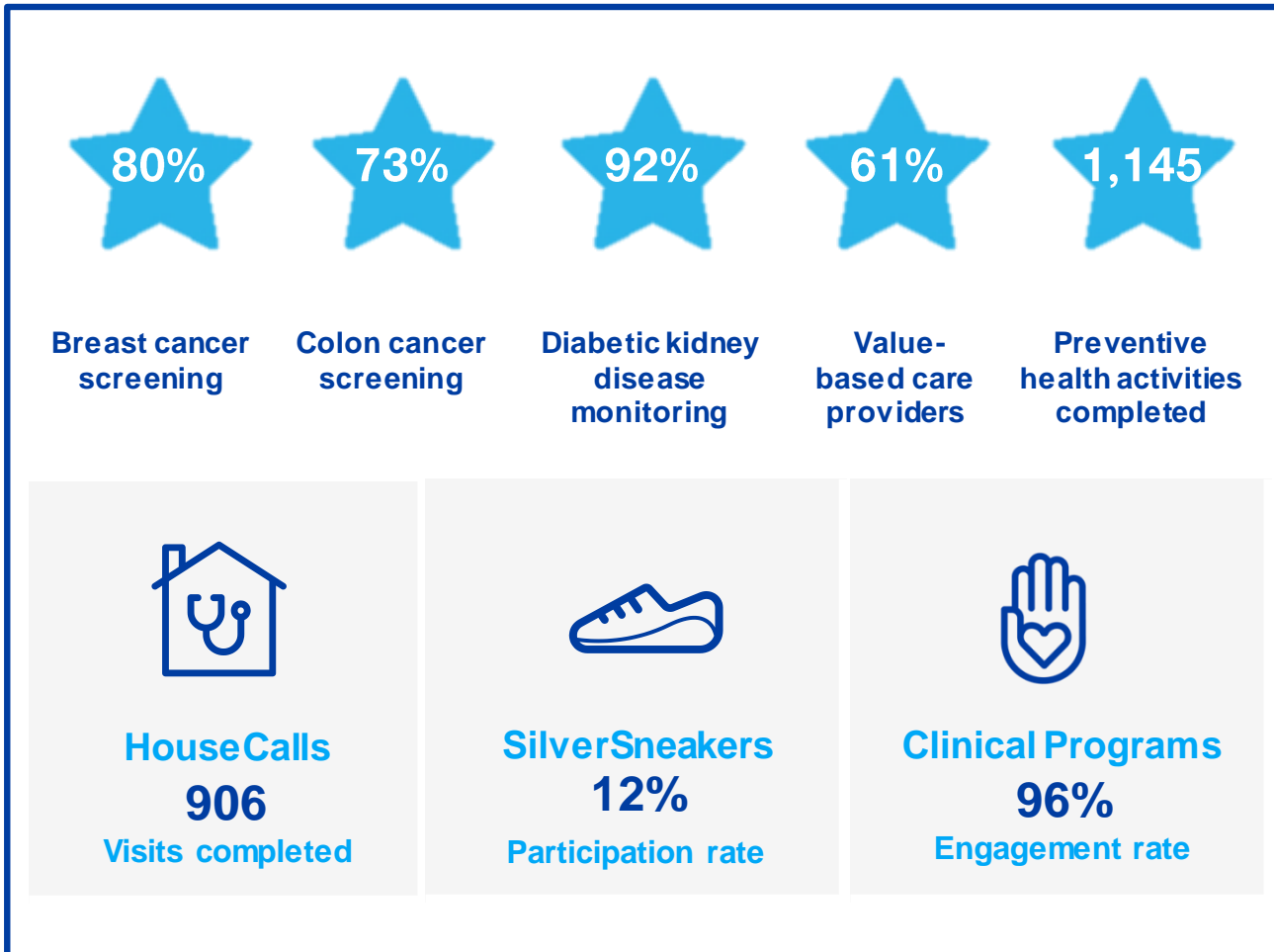
- Personalized digital care pathways
- App-based & home monitoring tools

## Stars Quality Measures & Gap Closure

- 23 Stars measures – 5 Star
- All 11 operational and all diabetes – 5 Stars



# NMRHCA Clinical Summary



Data pulled 01/17/2020

Goals are annual and based on 4-5 star range per CMS cut points published on 12/19/2018

America's Health Rankings Senior Report,

# Dedicated Group Retiree Service Model



## Committed to remaining an extension of your team

- Dedicated to Group Retiree
- Actionable Performance Reporting based on your retirees' experience



## Retiree experience

- Positive feedback from your retirees
- Committed to all aspects of your retirees' experience



## Network Partners

- Lovelace
- Presbyterian
- University of New Mexico Health System
- DaVita Medical Groups

# Understanding the social determinants of health

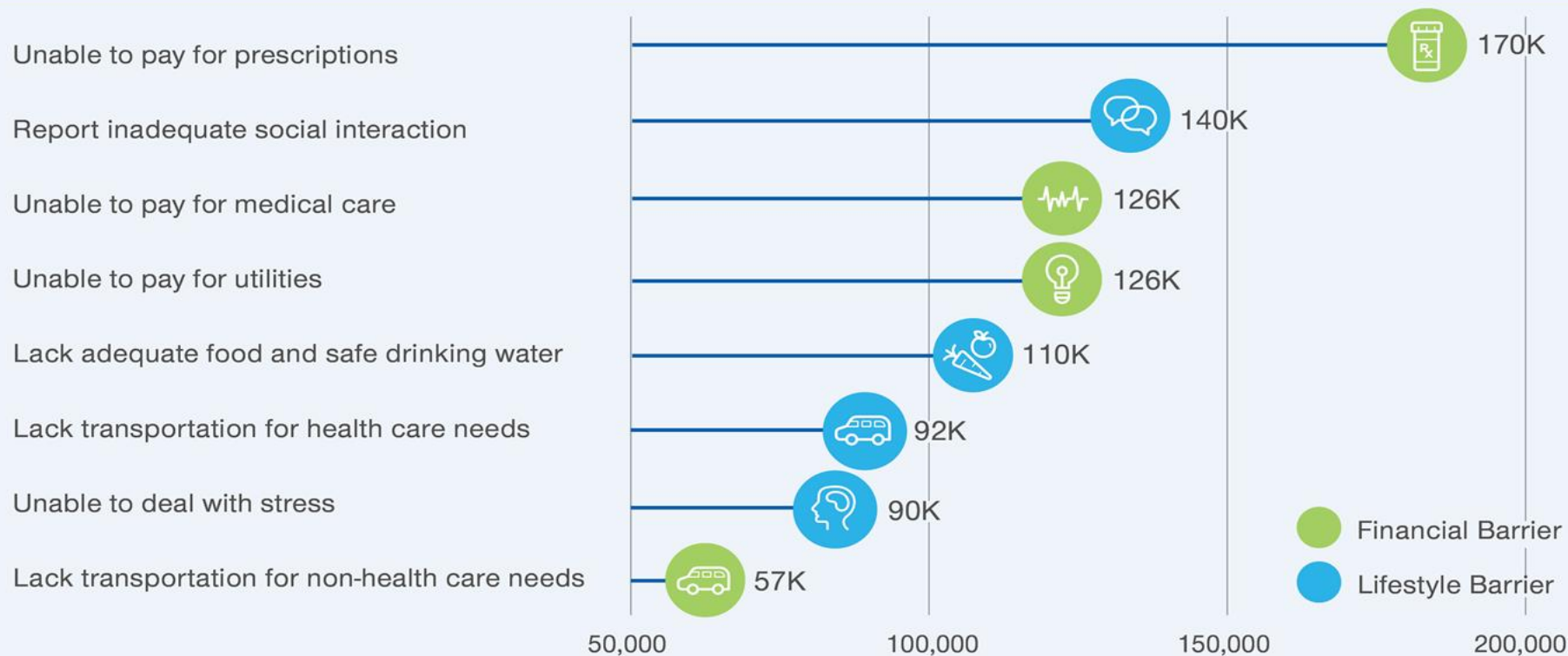
80%

of health and well-being is tied to social and economic factors, physical environment and health behaviors<sup>1</sup>

85%

of physicians report that unmet social needs lead to poorer health outcomes<sup>2</sup>

## 1.2 MILLION UnitedHealthcare Medicare Advantage beneficiaries self-identified social barriers to care:<sup>3</sup>



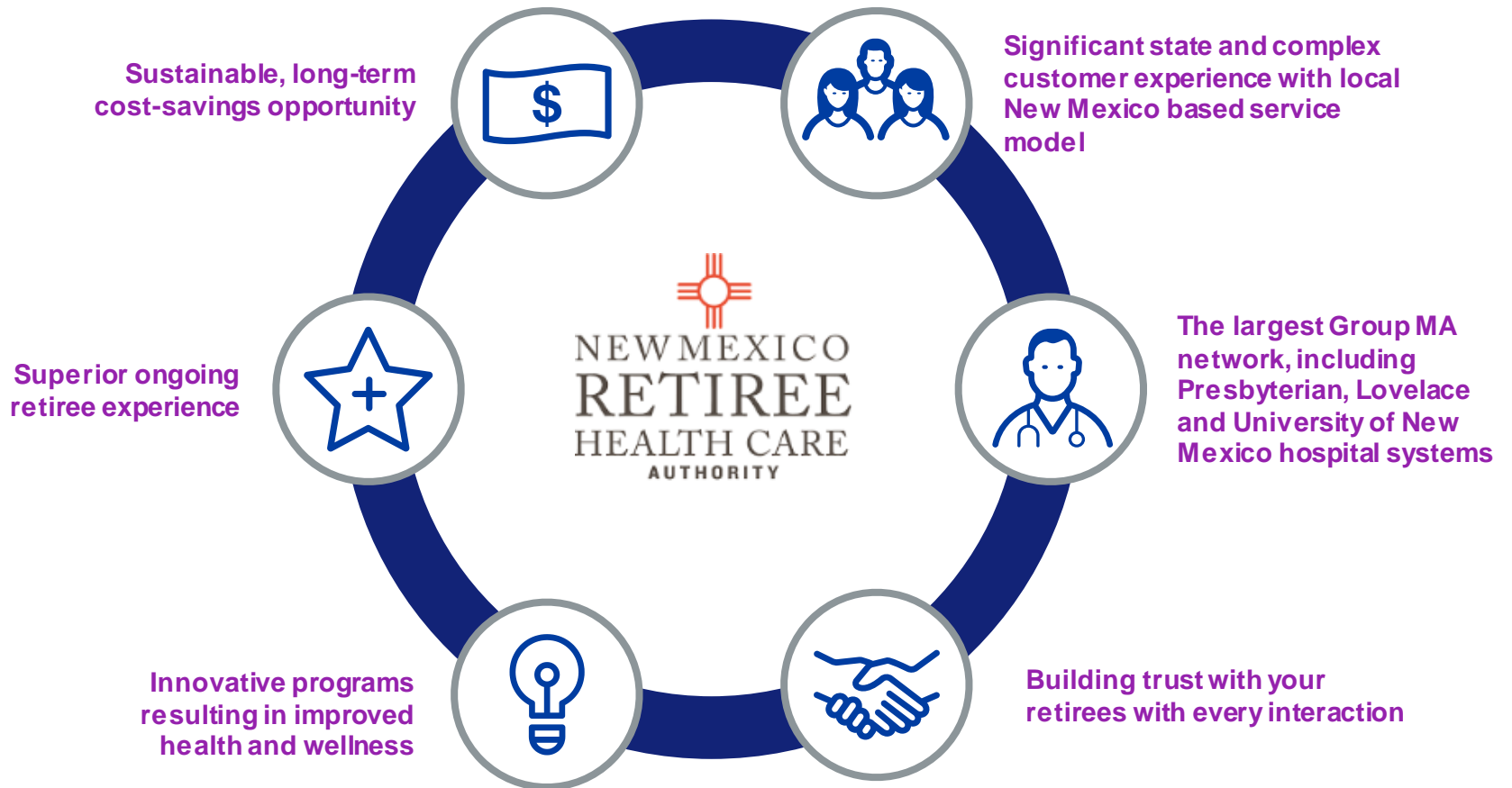
<sup>1</sup>Robert Wood Johnson Foundation, County Health Rankings, "Relationships between Determinant Factors and Health Outcomes"

<sup>2</sup>Robert Wood Johnson Foundation, "Health Care's Blind Side"

<sup>3</sup>Through 2018. Source: Better Medicare Alliance and UHC, "Social Determinants of Health, UnitedHealthcare Leverages Data to Address Medicare Advantage Beneficiaries Social Determinants of Health," January 2019

©2019 United HealthCare Services, Inc.

# NMRHCA – You and your members are the focus of what we do and who we are





# 2021 Pilot – Tricare Gap Closures and Community Paramedicine

**Tricare Data Analytics and Gap Closure Program.** This program uses Tricare Lab data for specific conditions (e.g., diabetes, pregnancy, and hepatitis C) to determine gaps in care based on real-time lab data. Tricare provides lab services to a large percentage of IBAC members across the state. The tool is accessible by Health Care Management (HCM) for real-time analytics and outreach to members that do not require waiting for a claim to be submitted. HCM facilitates primary care services if the lab is ordered through an emergency room or urgent care facility. Quality is improved by early detection and treatment through abnormal lab values and PCP coordination.

# Humana Group Medicare Advantage

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New Mexico Retiree Health  
Care Authority

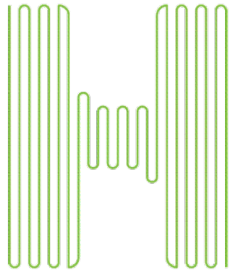
Annual Board Meeting – July 2020

Presented by - Julie Bodenski, Account Executive

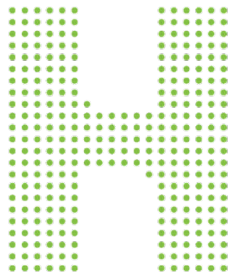
**Humana**®



# Agenda



01 | Welcome

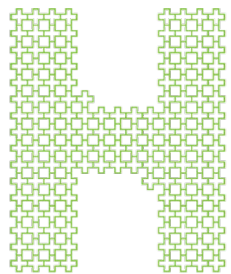


02 | About Humana

03 | Our Member Centric Care

04 | Response to COVID-19

05 | Q&A



**Humana**<sup>®</sup>



# About Humana

# Humana Medicare Advantage

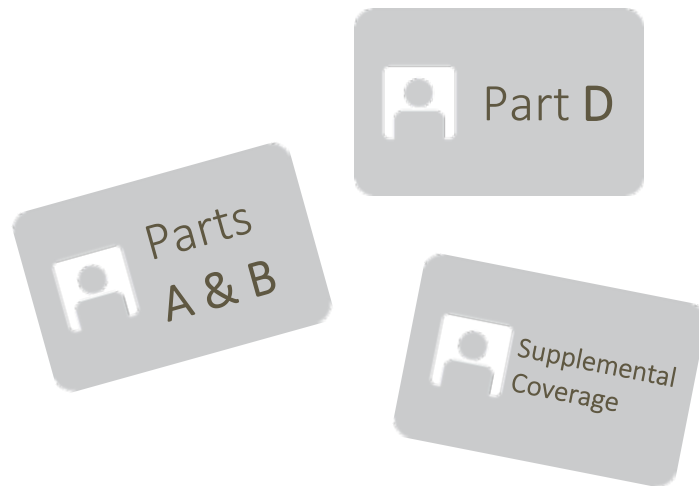
At Humana, we help members understand the many aspects of Medicare and try to make plans easy to select, enroll in and use.

## About Humana:

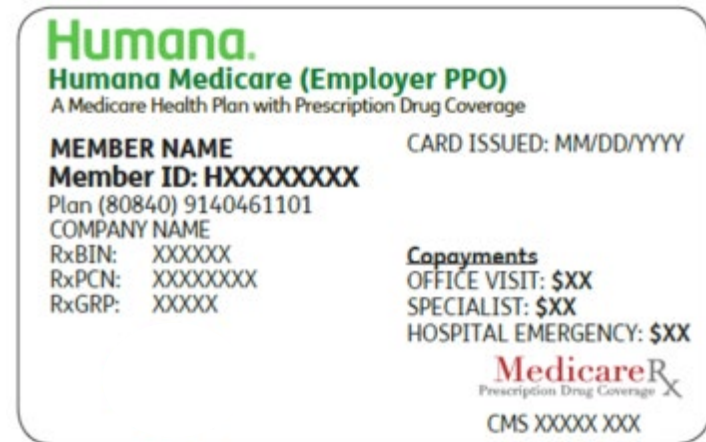


# Group Medicare Advantage

With Medicare Advantage, your retirees will no longer have a need for a secondary plan



## Humana Group Medicare Advantage (MAPD-Part C)



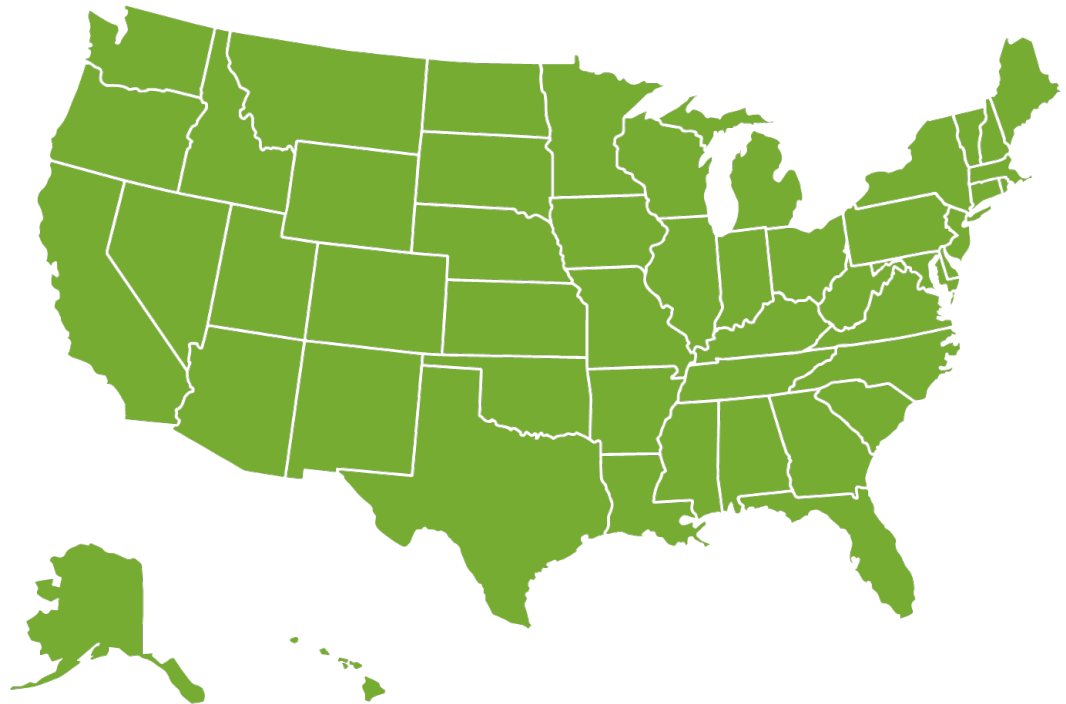
The federal government offers Original Medicare (Medicare Part A and Part B), which helps cover doctors' visits, outpatient care and admissions to a hospital or skilled nursing facility.

Provides Medicare benefits **while eliminating the need for secondary plans.**

# Humana's National Network

Our robust, national **network covers more than 8.3 million** Medicare Advantage and Part D Prescription Drug Plan members across the US and Puerto Rico.

- More than **780,000** contracted providers
- **160,630** Primary Providers
  - **558,687** Specialists
  - **3,430** Hospitals
  - **79,153** Facilities
- **67%** of members are aligned with providers in value-based plan arrangements

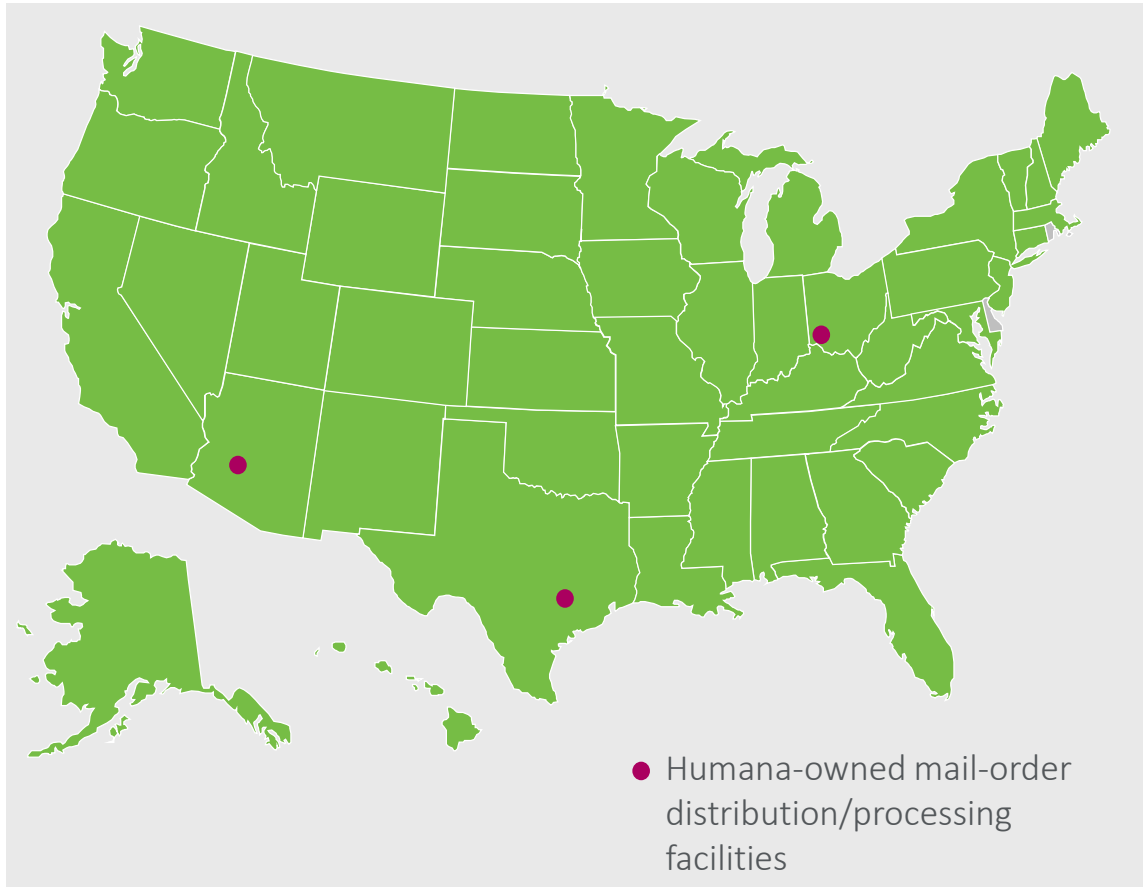


**8.8 million** Medicare Advantage and Medicare Part D Prescription Drug Plan members

# Humana Pharmacy Solutions

Humana Pharmacy Solutions (HPS) helps members across the country get quick, affordable access to the medications they need

- Covers more than 10 Million members
- Administers 420M+ prescriptions annually
- 66,000 network pharmacies
- 5,000+ dedicated associates
- 750 In-house pharmacists





# Extra Benefits and Services

Here are a few highlights of the extra benefits and services retirees can expect with Humana Group Medicare

## Discounts

Humana members can receive discounts on Vision, Dental, Hearing and Weight Management services



## Silver Sneakers

Gym memberships at more than 14,000 locations. Included in the plan at no cost. Weights, treadmills, pools and other amenities along with fitness classes for all abilities led by certified instructors



## Meal Program

After a member's overnight stay in the hospital or nursing facility, they are eligible for 10 nutritious, precooked frozen meals delivered to their door at no cost to the member

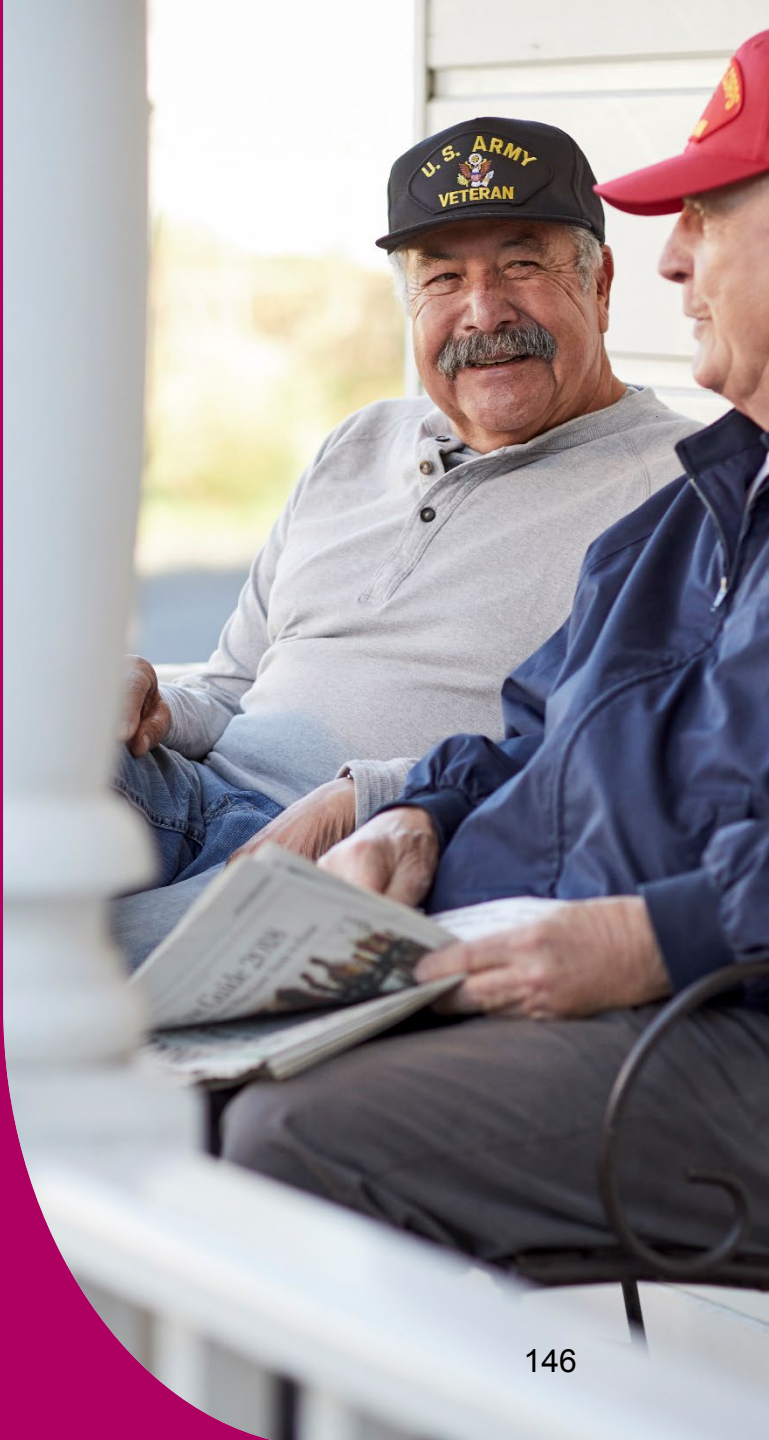


## Wellness Program

Our Go365 program is an effective wellness solution that incentivizes members to reach their optimal health. By participating in measurable health-related activities and adopting behaviors, members earn rewards they can redeem for gift cards.

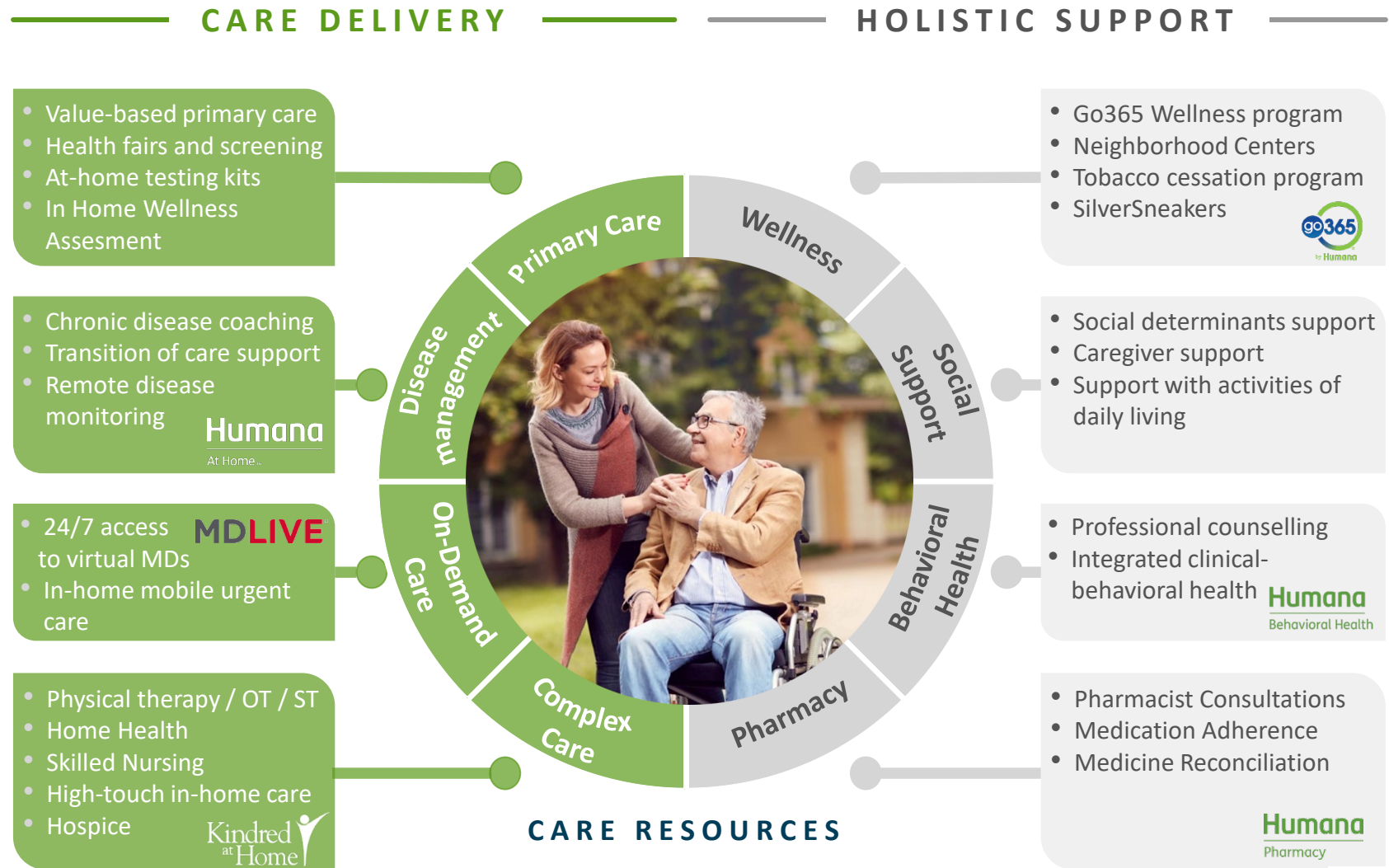
# Our Mission

Improving Lives by Improving  
Healthy Outcomes



# We Bring a Broad Set of Care Resources to Support Whole-person Care

We built a comprehensive set of care offerings to provide “whole member care” encompassing health and wellness



# Improving our Member's Lives – Wherever the Journey Takes Them

Humana goes beyond insurance. We are a health and wellness company providing holistic care to your retirees throughout their life's journey

## Healthy

We engage and work with your healthiest members to maintain healthy lifestyles as they age and transition into new life phases

### By the numbers:

**50%** of members  
**15%** of cost

### Resources:

Go365  
Guidance Centers  
Health Coaching  
SilverSneakers

## Manageable Conditions

Many members have manageable health conditions; we work with them to drive medication adherence and reinforce healthy lifestyles

### By the numbers:

**25%** of members  
**15%** of cost

### Resources:

Telehealth  
Humana Pharmacy  
Tobacco Cessation

## Early Stage Disease and High-Risk

Members with early stage disease or at risk for negative health events have access to multiple hands-on programs to slow disease progression

### By the numbers:

**20%** of members  
**35%** of cost

### Resources:

Disease-Specific Best Practices  
Senior Case Management  
Nutritionist  
Behavioral Health Services

## Complex and Chronic Conditions

Your highest utilization members have access to the country's biggest network of home care professionals to provide the best possible care

### By the numbers:

**5%** of members  
**35%** of cost

### Resources:

Humana at Home  
Kindred at Home  
Specialty Pharmacy

Where payers typically invest in programs

Humana promotes holistic health and wellness for all retirees



# Humana Response to COVID-19

# At Humana, we are aggressively accelerating proactive outreach to members in light of COVID-19

## GOAL

Mobilize Humana's workforce to accelerate proactive outreach to HUM members during COVID-19

## OBJECTIVES

- Shift from reactive member contact to proactive outreach – and deliver it in a personalized, locally-oriented, disease-specific way
- Activate Humana's workforce to deliver this support
  - Ensure coordination across the enterprise
  - Engage teams that have capacity in support of teams that need help

## Approach

- Build member cohorts
- Define interventions
- Mobilize the workforce
- Build a clinical dashboard

# 4 cohorts - stratifying members by COVID diagnosis and level of vulnerability in this changing landscape

| Cohorts  | Need addressed by HUM  |
|--|--|
| <p>1</p> <p><b>COVID Positive</b><br/><i>Includes presumed positive or awaiting results</i></p> <p>In SNF or hospital</p> <p>At home</p> | <p>Facilitate movement into post-acute or home setting, and provide support for managing needs through the transition</p> <hr/> <p>Provide help to stay at home until treatment is necessary</p>   |
| <p>2</p> <p><b>Not COVID Positive</b><br/><b>Most vulnerable</b></p> <p>Urgent</p> <p>Non-urgent</p>                                     | <p>Ensure consistent access to care among those with high dependency on the medical system – in home when possible</p> <p>Ensure basic life essentials are in place – food, medications, supplies, access to behavioral health support</p> <hr/> <p>Ensure complex medical needs are met, even if member has no urgent SDOH gaps</p> |
| <p>3</p> <p><b>Not COVID Positive</b><br/><b>Vulnerable</b></p>  | <p>Ensure primary and preventive care is in place to keep members out of the strained health care system. Surface and escalate any urgent needs</p>  |
| <p>4</p> <p><b>Not COVID Positive</b><br/><b>Least vulnerable</b></p>  | <p>Provide educational support and self-service resources to manage the disruption to daily life</p>   |

Humana made several benefit enhancements in response to Coronavirus.

| Description of Benefit Enhancement/Services  | In-Network   | Out-of-Network*                   |
|--|--|-----------------------------------|
| COVID-19 testing/lab   | Covered at 100%  | Covered at 100%                   |
| Office/Facility visit tied to testing/lab for COVID-19   | Covered at 100%  | Covered at 100%                   |
| COVID-19 treatment in Office Visit/ER/Inpatient/Outpatient**   | Covered at 100%  | Covered at 100%                   |
| Telehealth visit for COVID-19 (teledoc, physicians, specialist, mental health/substance abuse)   | Covered at 100%  | Covered at 100%                   |
| Telehealth visit for non COVID-19 reasons (teledoc, physicians, specialists, mental health/substance abuse)  | Covered at 100%  | Applicable cost shares will apply |
| Waiving member costs for all Primary Care, Behavioral Health (on an outpatient, non-facility basis) and Telehealth visit with participating/in-network providers through end of 2020 | Covered at 100%  | Applicable cost share will apply  |
| ***Early prescription refills allowed through April 30, 2020 (updated to allow early refills through 7/25/20)  | 30 days and 90 days maintenance drugs at in-network pharmacies, as appropriate (excluding controlled substances) |                                   |

\*It is important that care is sought from providers who accept Medicare and will bill Humana

\*\*The waiver applies to all medical costs related to the treatment of COVID-19 as well as FDA-approved medications or vaccines when they become available

\*\*\*In order to have an early refill a member must have a refill available



# We are focused on keeping NMRHCA updated and members engaged with safe distancing

## Online

Continuous updates at:

<https://www.humana.com/coronavirus>

<https://www.humana.com/health-and-well-being/coronavirus>

## Group Updates

|              |  |
|--------------|--|
| March 10 -   | Humana Press Release (March 9) - Expanded Coverage   |
| March 24 -   | Humana COVID-19 Resources and outreach   |
| March 25 -   | SilverSneakers - program updates and Live events   |
| March 25 -   | Humana Press Release (March 24) - New COVID-19 information: TELEHEALTH ONLY                                      |
| March 30 -   | Humana Press Release (March 30) - Waiving medical costs related to COVID-19                                      |
| April 10 -   | Humana cohort outreach begins  |
| April 16 -   | Humana Go365 - Social and Fitness Ideas and Food Access Tips   |
| April 28 -   | SilverSneakers update: Live classes available through portal (updates provided May 19)                           |
| 4/29 & 5/4 - | Humana - Virtual Neighborhood Center events (June schedule provided May 26, July schedule provided June 29)      |
| May 5 -      | Humana - Waiving Cost Shares (PCP, Behavioral Health non-facility, Telehealth) In-Network and Safety Kit mailing |
| June 30 -    | Humana Press Release (June 30) - COVID-19 Drive-Thru and At-Home Test Collection                                 |





## COVID-19 Concierge Testing

If members call in to customer care they are able to request information about where they can obtain COVID-19 testing.

If a member is unable to access the testing sites or would rather have testing at home, the member will be sent a self-test kit to their home.

Members can also visit [www.humana.com/care](http://www.humana.com/care) and access the online questionnaire if they want to find a testing location on their own, which includes requesting a self-test kit.

## Humana Safety Kits

The safety kit contains two washable facemasks, as well as health advice and information about how Humana can support our members as they seek care. Care kits sent to members' homes starting June 2020 and will continue through the summer.



## 2021 COVID-19 Benefit Enhancements

Humana has confirmed the following will be offered in 2021 as benefit enhancements tied to our Medicare Advantage Plans:

- Telehealth; \$0 cost share for PCP, Urgent Care and Behavioral Health for In Network Providers
- COVID vaccine, \$0 when available (preventative in network)
- COVID Testing and Treatment \$0 cost share for In and Out of Network Providers
- COVID Care Package; 14 days of meals (28 total meals)
- Respiratory care kit for all member (mask, gloves, sanitizer)



Humana.

Humana®



# The Express Scripts Pharmacy Experience

Amy Daily, Sr. Account Executive

Harris Zeyae, Sr. Clinical Account Executive

July 9, 2020



# About Express Scripts

- Express Scripts is RHCA's chosen partner for administering the prescription plan
- We are a leading pharmacy benefit manager that puts medicine in reach for tens of millions of people
- RHCA members have access to the following through Express Scripts:
  - 60k+ retail pharmacies located across the United States
  - Convenient home delivery services
  - Accredo specialty pharmacy for medications that treat complex and chronic health conditions
  - Specialized pharmacists, nurses and other clinicians in 20+ condition-specific Therapeutic Resource Centers
  - Express-Scripts.com and our mobile app for ordering and managing your prescriptions



# What services does Express Scripts provide to your plan?

- Electronic claims processing
- Formulary development and management
- Benefit Design
- Pharmacy networks
- Generic substitution
- Rebates & drug discounts
- Clinical trend
- Reporting
- Home delivery
- Patient service
- Client service
- Medicare Part D Prescription Plan

# Clinical, Health and Safety Solutions

- Prior Authorization
- Step Therapy
- Quantity Limits
- Formulary Management
- Drug Utilization Review
- Health and Safety Coordination
- Fraud, Waste & Abuse
- Advanced Opioid Management
- Specialized pharmacist review and counseling
- Engagement and outcomes focus for chronic diseases, like diabetes



# Pharmacy Networks and Services



# When it comes to pharmacy care for your members the choice you make matters

## COMPREHENSIVE PHARMACY CARE



Express Scripts Retail Pharmacy Network



Express Scripts Pharmacy<sup>SM</sup>



Accredo<sup>®</sup> Specialty Pharmacy

Retail Pharmacies/Retail Maintenance for **SHORT-TERM and CHORNIC** Medication Needs



Flexible retail options from preferred and broad networks

Home Delivery for **CHRONIC** Medication Needs



Specialized care with a reliable, affordable and easy, worry-free experience

Custom Specialty Network and Home Delivery for **SPECIALTY** Medication Needs



More personalized care with greater savings

# Who are specialty patients?



**People like you**  
living with the most complex, chronic and rare conditions

## COMMON SPECIALTY CONDITIONS:

|                      |                    |                         |                                 |
|----------------------|--------------------|-------------------------|---------------------------------|
| Rheumatoid Arthritis | Hepatitis C        | Inflammatory Conditions | Pulmonary Arterial Hypertension |
| Cancer               | Multiple Sclerosis | HIV                     | Bleeding Disorders              |

*... and many others*

# Therapeutic Resource Centers (TRCs) provide specialized care at its best

## 20 areas of specialization

Pharmacists, nurses and clinicians work in teams — like small practices — each focused on a specific disease state.

- Compassionate, focused care
- Highly focused training that enhances understanding of specific conditions
- Behavioral science-based communication techniques
- Unique clinical protocols developed as a result of specialization

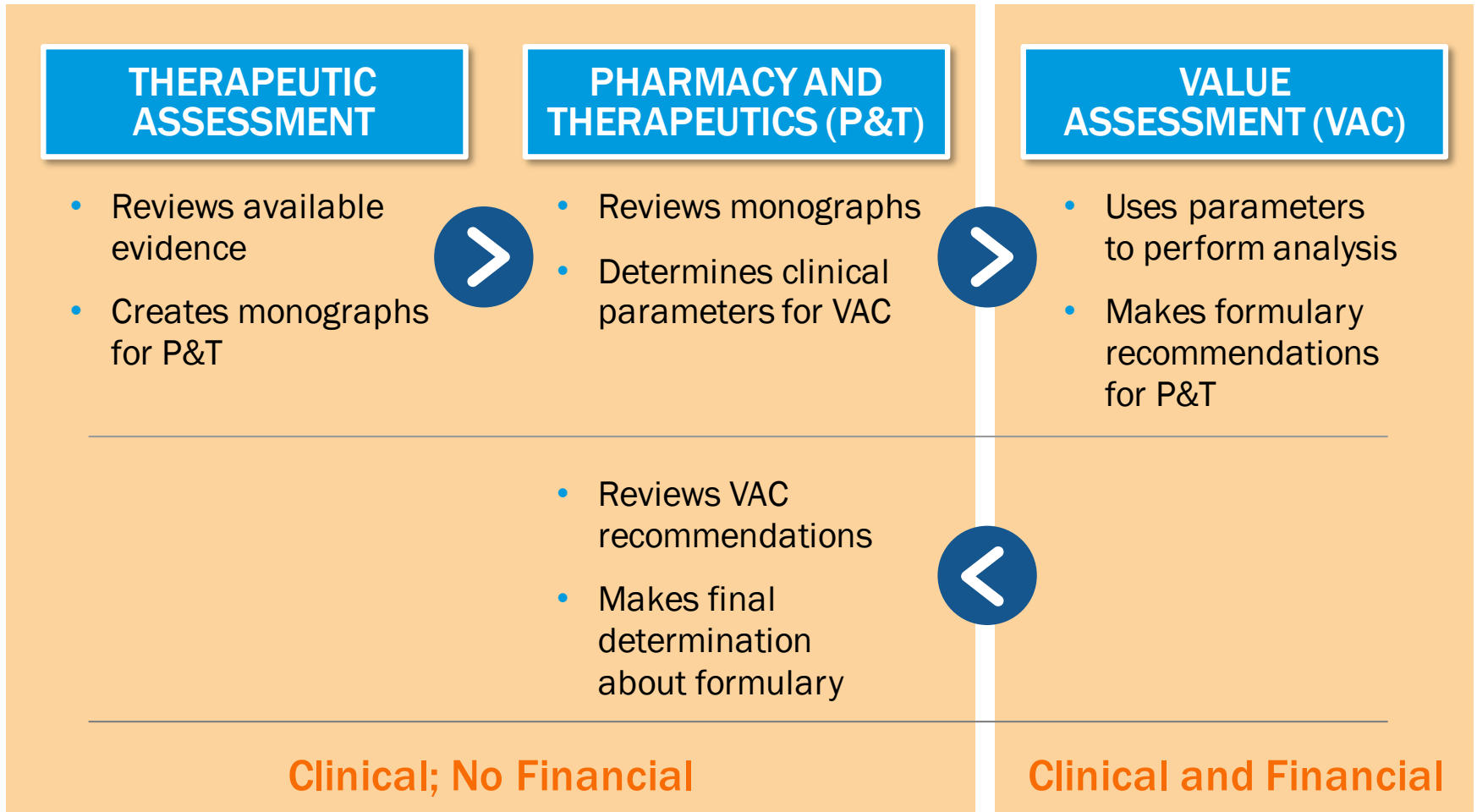
Specialist pharmacists are available to  
**ALL EXPRESS SCRIPTS MEMBERS**



# Formulary Management and Clinical Solutions



# Express Scripts formulary development committees



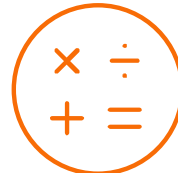
# Ensuring that every medication each patient takes...



**is appropriate**  
for that condition



is shown to achieve  
**meaningful clinical outcomes** while  
**costing less**  
than alternative  
prescriptions



was prescribed and  
dispensed in the  
**proper quantity**

**Prior Authorization • Step Therapy • Drug Quantity Management**

# \$9M

**COSTS AVOIDED  
ANNUALLY FOR RHCA'S  
COMMERICAL AND  
EGWP PLANS**

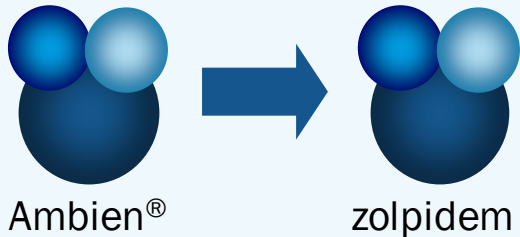
# About Step Therapy

## Reduce prescription waste

Step therapy reduces waste by promoting the use of generics

### Chemical equivalence

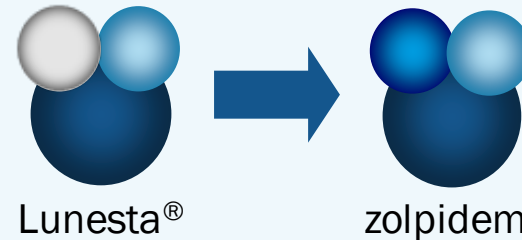
Two drugs with active ingredients that are identical at the molecular level



**Occurs 95%+ of the time with  
little intervention**

### Therapeutic equivalence

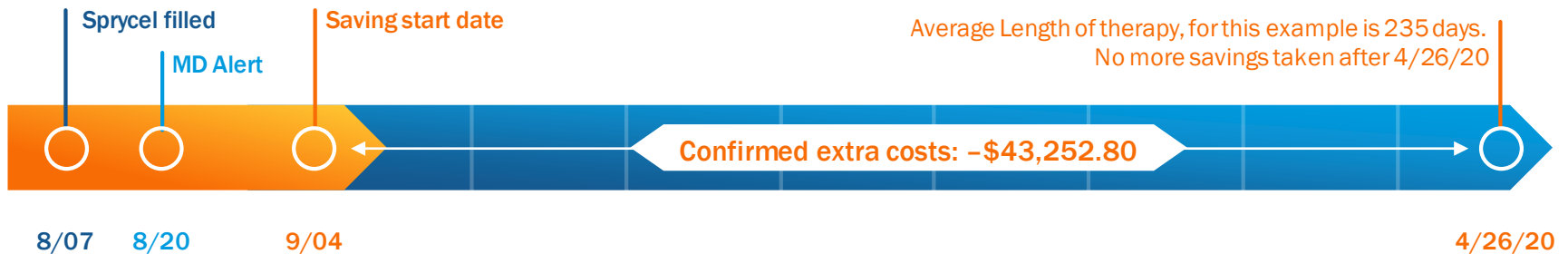
Two drugs with active ingredients that are similar at the clinical level



**Occurs infrequently  
without intervention**



# Cancer patient with lung condition history



- A patient with a history of Chronic Myelogenous Leukemia, filled Sprycel (dasatinib) on 8/07
- 8/20, the Provider is alerted that Sprycel should be used with caution in patients with a history of pleural effusion
- 9/04, RationalMed begin to check for the presence of the Sprycel prescription (or any drug in the class)
- Sprycel was not filled after the RationalMed alert was sent to the prescriber, but another medication in the same class, Gleevec (imatinib) was prescribed
- The system compares the daily net plan cost of Sprycel (\$193.07\* net plan cost) vs. Gleevec (\$377.55\* net plan cost) and calculates the added cost of Gleevec (\$184.48)
- The patient continues to fill Gleevec and the extra cost is accumulated for 235 days (average length of therapy for Sprycel)

\*Fictitious Net Plan Cost figure  
Clinical rule examples, medications, and average length of therapy cited herein may no longer be accurate and were used solely for the purpose of explaining pharmacy savings methodology



# Digital Tools to Drive Member Education and Outcomes

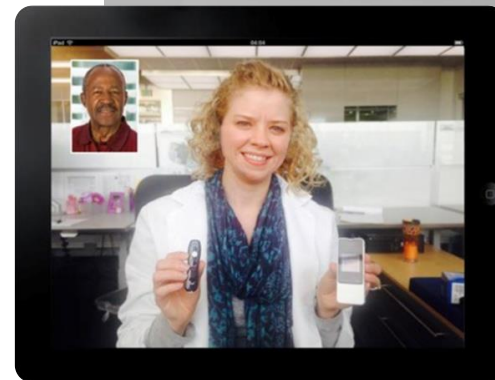
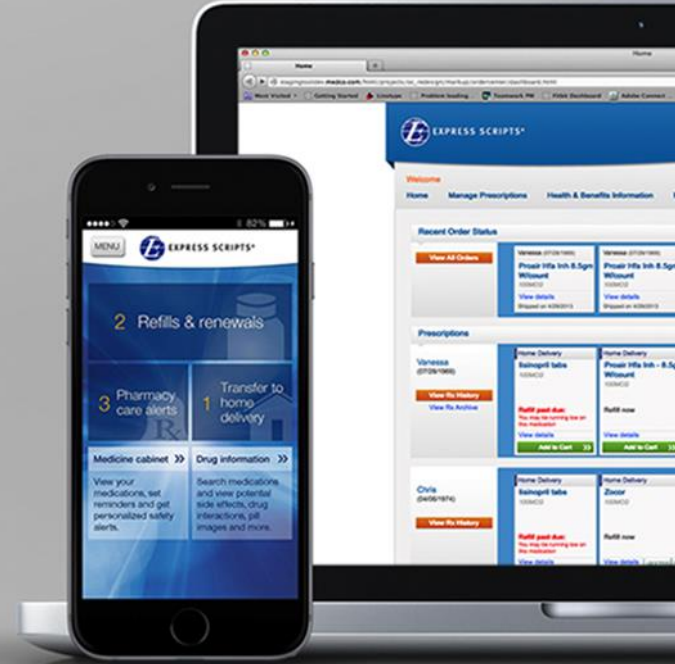


# Digital tools make it easy to manage medications

Digital users are  
**16% less likely**  
to have a gap in care

- Easy to refill medications, review benefit information, track medication history and receive gap-in-care alerts
- ePrescribing and prior authorizations simplify Rx ordering and approvals, improving adherence
- Condition-specific self-service tools help manage conditions and medication regimens
- Virtual “face-to-face” counseling<sup>1</sup> connects pharmacists and members wherever they are

1. Video chat in pilot testing



Programs RHCA has in place to improve member outcomes, member health and control costs



# RHCA's Pharmacy Solutions - Improve Member Outcomes and Reduce Healthcare Costs

- Pharmacy Network
  - Retail 90 option through Walgreens on EGWP and Commercial
  - Also encourages home delivery
- Specialty
  - Exclusive Accredo
  - SaveOn Copay Assistance Program
  - Safeguard specialty programs which encourage adherence, provide improved discounts and offer guarantees
- Clinical Programs
  - Livongo Diabetes Remote Monitoring
  - Advanced Opioid Management
  - RationalMed
  - Medical Channel Management
  - Proactive and most comprehensive clinical rules package
- Employer Group Waiver Plan (EGWP) for Medicare D benefits