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## FINANCE AND SUSTAINABILITY PLAN

FOR THE

## SILVER STATE HEALTH INSURANCE EXCHANGE

APPROVED AUGUST 16, 2012

UPDATED SEPTEMBER 17, 2012<sup>1</sup>

### PURPOSE

This report provides a complete plan for financial sustainability. It includes:

1. Estimated Exchange expenditures with the understanding that updates will be provided as better estimates become available.
2. Long-term revenues to maintain and sustain the Exchange based on a per member per month assessment on carriers based on enrollment within the Exchange, offset by the following supplementary sources of revenue:
  - a. User fees for standalone dental products
  - b. User fees for standalone vision products
  - c. Fees for advertising on the web portal

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<sup>1</sup> This Finance and Sustainability plan was approved by the Board with the understanding that it will be updated with more refined figures as Nevada progresses through the budgetary process.

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**ENROLLMENT**

The budget was designed to provide an illustration of the change in costs, revenues and per member per month (PMPM) carrier fees and is heavily dependent on accurate enrollment assumptions. Enrollment is based on a report compiled by Thompson Reuters for Nevada and adjusted in consultation with the Department of Health and Human Services (DHHS). However, the process of coordinating enrollment assumptions with DHHS is ongoing. It is the goal of both agencies to submit budgets with consistent demographic data. Therefore, enrollment data found in this report is subject to change. Staff will update the enrollment estimates found in this report and include them in the Agency Request Budget.

Exchange enrollment is affected by the decision to expand Medicaid eligibility. Should the State of Nevada determine that Medicaid eligibility should be expanded to 138% of the Federal Poverty Level (FPL), the lower income threshold for Exchange eligibility will be 138% FPL. If the State of Nevada does not expand Medicaid eligibility, the lower income threshold for Exchange eligibility will be 100% FPL and Exchange enrollment will increase. Figure 1 shows the estimated enrollment by Calendar Year (CY) for both income thresholds.

**Figure 1: Estimated enrollment by calendar year with lower Exchange eligibility thresholds at 138% FPL and 100% FPL**

	2014	2015	2016	2017	2018	2019	2020	2021
100% FPL	145,000	183,000	200,000	202,000	202,000	203,000	203,000	205,000
138% FPL	119,000	152,000	169,000	172,000	173,000	174,000	175,000	177,000

It should be noted that the decision to expand Medicaid eligibility is beyond the purview of the Exchange Board.

### **ENROLLMENT VOLATILITY**

As discussed later in this report, the Exchange intends to charge fees based on enrollment within the Exchange. One concern about charging only enrollment within the Exchange is the potential volatility of enrollment and the potential for financial difficulties if enrollment projections are not accurate. The Exchange must charge fees that cover its expenses. Fixed costs must be divided by estimated enrollment. If actual enrollment is less than total enrollment, the Exchange will experience a deficit.

There is, of course, no historical data to suggest what enrollment in the Exchange might be. All enrollment estimates are based on expected populations and uptake<sup>2</sup> estimates. It should be noted that uptake estimates among various groups are drastically different. The difficulty in estimating enrollment could result in drastically different PMPM carrier fees required to fund the Exchange. For example, the Congressional Budget Office indicated that expected uptake in 2014 is 29.0% of the total number of uninsured while the Centers for Medicare and Medicaid Services (CMS) Office of the Actuary estimated uptake would be 77.0%. If the Exchange were to base its estimates based on the CMS estimates, but enrollment was significantly lower, the Exchange would not generate enough funds to cover its expenses.

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### **EXPENDITURES**

The budget was designed to provide an illustration of the change in costs. The expenditures were prepared using current State of Nevada cost schedules with no increases for inflation beyond Fiscal Year (FY) 2015.

Additionally, the expenditures were determined using the following assumptions:

- Salaries were based on the staffing plan approved by the Board on March 8, 2012. Salary expenses include benefits for a total of 11 full time employees (FTEs) for FY 2013 and 13 FTEs for later fiscal years. It should be noted that the major salary costs of some state exchanges include development and call center costs. For instance, the State of Oregon has already hired 50 employees and expects to grow to over 150 employees because it is designing and writing the code for the IT component and is including the call center in-house. However, the State of Colorado, like Nevada, is outsourcing the Design, Development and Implementation (DD&I) of the Software as a Solution (SaaS) components as well as the call center and will therefore likely have similar staffing levels. Staff of the Exchange will generally be responsible for policy communication, vendor management and quality control.

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<sup>2</sup> Uptake is the percent of individuals that are estimated to enroll in coverage out of the entire eligible population.

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- Out of State Travel is based on approximately 22 trips per year in FY 2013 and 2014 and 10 trips per year after that.
- Extensive In State Travel is due to the split nature of the Board (four members live in Northern Nevada and six live in Southern Nevada) and the significant outreach that will be required over the next few years in Southern, Northern and Rural Nevada.
- Operating expenses include rent, utilities, supplies, phone usage, conference registration, etc. Higher costs in FY 2013 are due to expected moving expenses.
- Equipment includes all office furniture.
- Information Technology includes computers, software, licenses and assessments by the Department of Administration, Division of Enterprise IT Services.
- Exchange contract services include the following:
  - Business Operations Solution (BOS) Design, Development and Implementation (DD&I), and ongoing Maintenance and Operations (M&O) and staff training
  - Independent Validation and Verification (IV&V) for the BOS implementation
  - Marketing and Advertising
  - Assistance to the Indian Health Board of Nevada for outreach and eligibility determinations
  - Outreach specialists
  - Independent auditor required pursuant to NRS 695I.370
  - Actuarial services
  - Kiosk servicing
  - Appeals processing
  - Training
  - Consulting services
- Navigator service expenses were calculated by our consultants based on other state exchanges. However, costs may vary significantly depending on how involved the Navigator Program becomes.
- Transfer to Attorney General is based on estimated usage of approximately 0.5 FTE deputy attorneys general.
- Transfer to the Office of Consumer Health Assistance to pay for certain positions to assist consumers enrolling in Exchange coverage
- Transfer to DWSS includes DD&I, IV&V and ongoing M&O costs of the eligibility engine, MITA assessment and disaster recovery

- Purchasing assessment and statewide cost allocation are based on the amount paid by the DHHS Director’s Office decreased proportionately based on the Exchange’s lower number of FTEs.

**REVENUES**

**ACA GRANT FUNDS**

Initial funding of the Exchange is provided almost entirely by Affordable Care Act Planning and Establishment Grant Funds through December 2014. The following grants have been awarded to the State of Nevada:

**Figure 2: Grant awards**

<b>Grant</b>	<b>Month of Award</b>	<b>Amount</b>
Planning Grant	October 2010	\$1,000,000
Level One Establishment Grant (1st)	August 2011	\$4,045,076
Level One Establishment Grant (2nd)	February 2012	\$15,295,271
Level One Establishment Grant (3rd)	May 2012	\$4,397,926
Level Two Establishment Grant	August 2012	\$50,016,012
<b>Total</b>		<b>\$74,754,285</b>

On June 29, 2012, the Centers for Medicare and Medicaid Services (CMS) Center for Consumer Information and Insurance Oversight (CCIIO) reversed an earlier position that indicated Affordable Care Act (ACA) funding is not authorized for maintenance and operations (M&O). The recent guidance provides ACA funding for *all* implementation and operational expenses of the Exchange through December 31, 2014 except the expenses of the Navigator program and the creation of operational reserves. The expenses of the Navigator program and the creation of operational reserves must be generated through other sources of revenues. This decision reversal will increase ACA grant receipts by \$14.9 million to \$17.1 million<sup>3</sup>.

**CARRIER FEES**

*LONG-TERM SUSTAINABILITY*

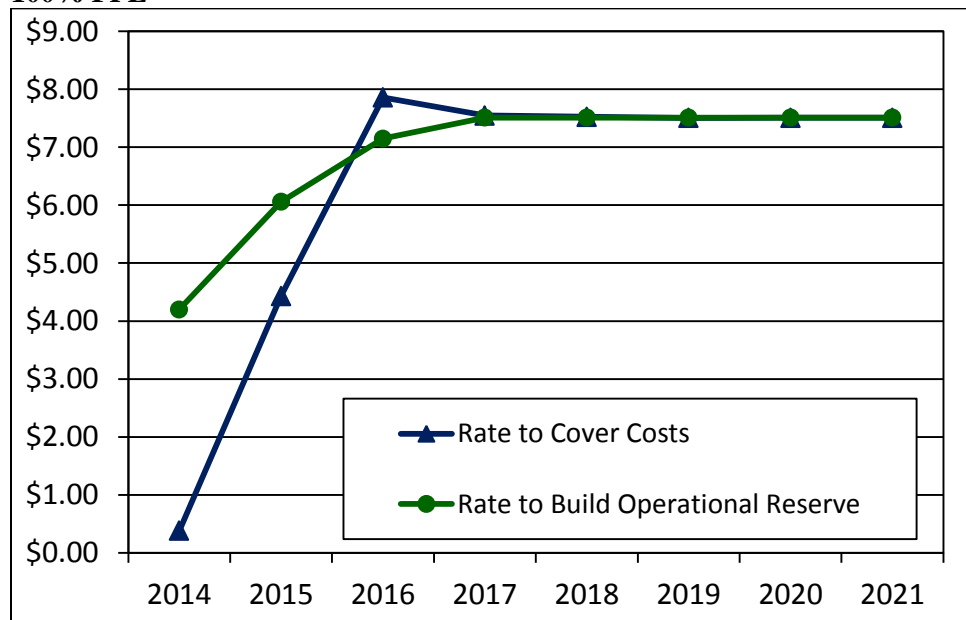
The Exchange will be funded on a long-term basis through a PMPM assessment on carriers based on enrollment within the Exchange, offset by certain supplementary sources of revenue. Based on estimated expenditures and enrollment, the long-term fee is estimated to be approximately \$7.13 to \$7.78 PMPM (see Figure 3). Carriers will likely build the fee into the Qualified Health Plan (QHP) premiums. It is expected the fee will generally be paid by the advance premium tax credit for individuals with incomes between 100% and 400% FPL.

<sup>3</sup> Dollar range is based on changes to enrollment based on Nevada’s decision to expand Medicaid eligibility to those with incomes up to 138% FPL.

**Figure 3: Estimated PMPM carrier fees by calendar year with lower Exchange eligibility income thresholds at 100% and 138% FPL**

FPL	2014	2015	2016	2017	2018	2019	2020	2021
100%	\$4.20	\$6.06	\$7.15	\$7.51	\$7.51	\$7.51	\$7.51	\$7.51
138%	\$4.20	\$6.58	\$7.48	\$7.78	\$7.78	\$7.78	\$7.78	\$7.78

**Figure 4: Illustration of PMPM carrier fees with lower Exchange eligibility income thresholds at 100% FPL**



This funding mechanism acknowledges the concept that the Exchange should be run as a business; that financing should be dependent on those who conduct business with the Exchange – namely, individuals and businesses purchasing insurance and carriers selling insurance through the Exchange. The fees provided in this plan will be charged only to carriers who offer QHPs on the Exchange and will be based only on each carrier’s number of enrolled lives within the Exchange.

The Committee also considered potential alternative recommendations to charge enrollment of all QHPs and to charge enrollment of the entire fully-insured individual and small group major medical markets. These alternatives were rejected.

*SHORT-TERM VIABILITY AND OPERATIONAL RESERVES*

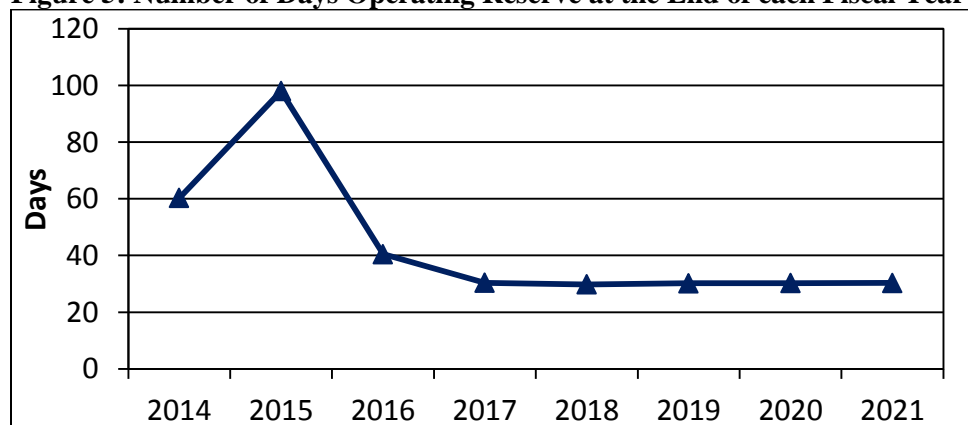
Functioning businesses must have an operational reserve of cash to pay bills on a regular basis. As discussed above, grant funds cannot be used to build operational reserves. Therefore, other funding sources must be considered to supplement the ACA grant funds prior to their expiration.

To build operational reserves, the Exchange will utilize a lower PMPM assessment on carriers based on enrollment within the Exchange through CY 2014. This lower assessment is possible

due to the ACA grant funding. Due to the unknowns surrounding the enrollment estimates, assessments have been design to create a 60 day reserve at the end of the FY 2014. This reserve requires an assessment that is approximately half of the long-term assessment.

It is unknown whether the State of Nevada will expand Medicaid eligibility and the decision may not be settled until the end of the 2013 Legislative Session. However, it is important that carriers have a firm understanding of their costs for 2014 by the end of 2012 so they can design QHPs with accurate premiums. The 60 day operational reserve can absorb losses due to potential decreases in enrollment should the State decide to expand Medicaid eligibility. If the State expands Medicaid eligibility to 138% FPL, the reserve at the end of FY 2014 will be approximately 51 days. Carrier fees in 2015 and 2016 are designed to gradually increase to the long term assessment in 2017 and reduce the operational reserve to 30 days in the long-term.

**Figure 5: Number of Days Operating Reserve at the End of each Fiscal Year**



The operating reserve at the end of each calendar year is lower than 30 days because expenses are higher during open enrollment which occurs in October through December.

#### *LEGAL AND REGULATORY*

[NRS 695I.210\(2\)\(b\)](#) says the Board may “Apply for and accept any gift, donation, bequest, grant or other source of money to carry out the duties and powers of the Exchange or the Board.” [NRS 695I.370\(2\)\(a\)](#) indicates the Board may “adopt regulations to carry out the duties and powers of the Exchange...” Because the Exchange is exempt from the Nevada Administrative Procedures Act and the Board may accept any source of money, the Board could potentially pass regulations that allow for a fee on Exchange enrollment without the approval of any additional body. The funding of the Exchange would be subject to the Legislative process to approve budgets.

#### *MEDICAL LOSS RATIO*

One concern of the carriers has been whether the fee charged by the Exchange would be included in the Medical Loss Ratio (MLR) calculation. However, 45 CFR § 158.162, issued on December

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2, 2011, excludes from the MLR calculation assessments of state boards for operating expenses. This has been confirmed in technical guidance issued by the CCIIO<sup>4</sup>.

*TAX ON EXCHANGE FEES*

Carriers have also requested the fee charged by the Exchange not be taxed. Carriers argue that, since this is a fee charged by the state, it should not be taxed. If there is no change to the current law, the fees charged by the Exchange and therefore added to the premium would be included in the premium tax calculation.

Based on expected enrollment, carrier fees are estimated to generate for the Exchange \$3.0 million to \$3.7 million in FY 2014, \$9.0 million to \$10.3 million in FY 2015 and \$29.2 million to \$32.9 million for future biennia<sup>5</sup>. If there is no change to the current law and based on the 2010 ratio of individuals insured by a domestically domiciled carrier compared to carriers domiciled outside the State of Nevada, staff estimates the fees generated by the Exchange would generate approximately \$100,000 to \$120,000 in premium tax revenues for the State in FY 2014, \$300,000 to \$340,000 in FY 2015 and \$970,000 to \$1,090,000 in future biennia. This is in addition to the estimated increase in premium tax collections (due to those currently uninsured individuals entering the insurance market) of approximately \$4.6 million to \$5.6 million in FY 2014, \$10.1 million to \$12.5 million in FY 2015 and \$22.4 million to 27.4 million in future biennia (assuming zero inflation since 2010).

**Figure 6: Estimated increase in premium tax due to uninsured individuals entering the insurance market<sup>6</sup>**

	Without recommended BDR	With recommended BDR	Difference (3.31%)
FY 2014	\$4.7 M - \$5.7 M	\$4.6 M - \$5.6 M	\$0.1 M
FY 2015	\$10.4 M - \$12.8 M	\$10.1 M - \$12.5 M	\$0.3 M
Future Biennia	\$23.4 M - \$28.5 M	\$22.4 M - \$27.4 M	\$1.0 M - \$1.1 M

To ensure carriers are not taxed on the fees charged by the Exchange, the Exchange has submitted a bill draft request that exempts from the premium tax calculation any fee charged by the Exchange.

<sup>4</sup> Question #34 from CCIIO Technical Guidance (CCIIO 2012—002): Questions and Answers Regarding the Medical Loss Ratio Regulation issued April 20, 2012 <http://ccio.cms.gov/resources/files/mlr-qna-04202012.pdf#page=6>

<sup>5</sup> Dollar range is based on changes to enrollment based on Nevada’s decision to expand Medicaid eligibility to those with incomes up to 138% FPL.

<sup>6</sup> Dollar range is based on changes to enrollment based on Nevada’s decision to expand Medicaid eligibility to those with incomes up to 138% FPL.



## **SUPPLEMENTAL REVENUES**

### *CHARGING USER FEES FOR STANDALONE DENTAL PRODUCTS*

Pursuant to 45CFR § 155.1065, the Exchange is required to offer standalone dental plans if they meet certain certification requirements. User fees for dental products will be charged on PMPM basis and would be proportionately smaller than assessments charged to other QHPs.

### *CHARGING USER FEES FOR STANDALONE VISION PRODUCTS*

The Centers for Medicare and Medicaid Services (CMS) has not yet determined whether the Exchange may offer standalone vision plans. However, the Affordable Care Act includes in its list of ten Essential Health Benefits “pediatric services including oral and vision care” (ACA section 1302(b)(1)(J)). User fees for vision products would be charged on a PMPM basis and would be proportionately smaller than assessments charged to QHPs.

### *OFFERING ADVERTISING ON THE WEB PORTAL*

NRS 395I.210 allows the Exchange to “Apply for and accept any gift, donation, bequest, grant or other source of money to carry out the duties and powers of the Exchange or the Board.” This indicates the Exchange is intended to be self-sufficient and could allow such things as web advertising to generate funds. The Exchange will need to ensure the organizations that advertise on the web portal meet certain standards.

**ATTACHMENT A - EXCHANGE BUDGET**

The budget is presented on a Calendar Year and Fiscal Year basis through 2021 and is presented with and without Medicaid Expansion.

**BUDGET WITH LOWER EXCHANGE ELIGIBILITY THRESHOLD AT 100% FPL**

*CALENDAR YEAR BUDGET THROUGH 2021*

**Exchange Budget by Calendar Year, 100% FPL, Exchange does Individual Billing**

Calendar Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Average Annual Enrollment		145,000	183,000	200,000	202,000	202,000	203,000	203,000	205,000
<b>Revenue</b>									
Cat 00 Federal Grants	26,476,921	17,059,246	0	0	0	0	0	0	0
Cat 00 Medicaid/CHIP Cost Allocation									
Title XIX - Medicaid - Federal Share	575,972	455,993	527,209	531,541	536,786	532,514	535,115	535,115	540,318
Title XIX - Medicaid - State General Fund	63,997	151,998	175,736	177,180	178,929	177,505	178,372	178,372	180,106
Title XXI - CHIP - Federal Share	28,325	26,909	31,112	31,368	31,677	31,425	31,579	31,579	31,886
<u>Title XXI - CHIP - State General Fund</u>	<u>12,524</u>	<u>11,899</u>	<u>13,757</u>	<u>13,870</u>	<u>14,007</u>	<u>13,895</u>	<u>13,963</u>	<u>13,963</u>	<u>14,099</u>
Total	680,818	646,798	747,814	753,958	761,398	755,338	759,028	759,028	766,408
Cat 00 Fees on Dental Plans	0	52,200	65,880	72,000	72,720	72,720	73,080	73,080	73,800
Cat 00 Fees on Vision Plans	0	8,700	10,980	12,000	12,120	12,120	12,180	12,180	12,300
Cat 00 Advertising Revenue	6,250	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Cat 00 Treasurer's Interest	0	16,745	23,370	9,318	6,741	6,603	6,703	6,751	6,795
Cat 00 Fees on QHPs	0	7,308,000	13,307,760	17,160,000	18,204,240	18,204,240	18,294,360	18,294,360	18,474,600
<b>Total Revenue</b>	<b>27,163,988</b>	<b>25,116,690</b>	<b>14,180,805</b>	<b>18,032,277</b>	<b>19,082,219</b>	<b>19,076,022</b>	<b>19,170,352</b>	<b>19,170,400</b>	<b>19,358,904</b>

**Exchange Budget by Calendar Year, 100% FPL, Exchange does Individual Billing**

Calendar Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
<b>Expenditures</b>									
Cat 01	Salaries	1,009,778	1,204,041	1,210,419	1,210,419	1,210,419	1,210,419	1,210,419	1,210,419
Cat 02	Out of State Travel	46,516	14,992	14,992	14,992	14,992	14,992	14,992	14,992
Cat 03	In State Travel	68,892	28,114	21,197	21,197	21,197	21,197	21,197	21,197
Cat 04	Operating	120,943	118,320	113,498	113,498	113,498	113,498	113,498	113,498
Cat 05	Equipment	24,750	0	500	1,000	1,000	1,000	1,000	1,000
Cat 26	Information Technology	48,419	14,966	11,682	11,682	11,682	11,682	11,682	11,682
Cat 30	Training	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464
Cat 70	Contract Services								
	BOS (Xerox)	12,425,907	12,736,800	14,757,120	14,880,000	15,028,800	14,907,600	14,981,400	15,129,000
	BOS IV&V (PCG)	1,012,587	0	0	0	0	0	0	0
	Marketing/Advertising	3,700,000	2,000,000	800,000	800,000	800,000	800,000	800,000	800,000
	IHBN	150,000	0	0	0	0	0	0	0
	Outreach specialists	75,000	125,000	0	0	0	0	0	0
	External Financial Auditing of Exchange	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Actuarial	200,000	200,000	100,000	100,000	100,000	100,000	100,000	100,000
	Walk-in centers/Kiosks (TBD)	20,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
	Appeals Processing	0	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Training Vendor	200,000	0	0	0	0	0	0	0
	<u>Other Professional Consulting Services</u>	<u>550,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>
	<b>Total</b>	<b>18,465,994</b>	<b>15,431,800</b>	<b>16,027,120</b>	<b>16,150,000</b>	<b>16,298,800</b>	<b>16,177,600</b>	<b>16,251,400</b>	<b>16,399,000</b>
Cat 71	Navigators	285,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
Cat 73	Transfer to Attorney General	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
Cat 74	Transfer to GovCHA	573,841	0	0	0	0	0	0	0
Cat 75	Transfer to DWSS								
	Eligibility Engine (Deloitte)	5,461,643	795,648	968,226	987,591	1,007,342	1,027,489	1,048,039	1,090,380
	Eligibility Engine IV&V (PCG)	438,798	0	0	0	0	0	0	0
	MITA Assessment Vendor	0	0	0	0	0	0	0	0
	<u>Disaster Recovery</u>	<u>333,333</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<b>Total</b>	<b>6,233,775</b>	<b>795,648</b>	<b>968,226</b>	<b>987,591</b>	<b>1,007,342</b>	<b>1,027,489</b>	<b>1,048,039</b>	<b>1,090,380</b>
Cat 77	Transfer to DHCFP	466,667	0	0	0	0	0	0	0
Cat 87	Purchasing Assessment	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Cat 88	Statewide Cost Allocation	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	<b>Total Expenditures</b>	<b>27,442,738</b>	<b>18,086,045</b>	<b>18,845,798</b>	<b>18,988,542</b>	<b>19,157,094</b>	<b>19,056,041</b>	<b>19,150,391</b>	<b>19,340,332</b>

**Exchange Budget by Calendar Year, 100% FPL, Exchange does Individual Billing**

Calendar Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	
Calendar Year Ending	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021	
<b>Cash Reserves</b>										
	Change in cash	-278,750	7,030,645	-4,664,993	-956,266	-74,875	19,981	19,961	-952	18,572
Cat 86	Reserves	-278,750	6,751,895	2,086,902	1,130,637	1,055,761	1,075,742	1,095,703	1,094,751	1,113,323
	Days of Reserve		134	40	21	20	20	21	21	21
<b>Total Costs</b>										
	Fixed Costs	27,442,738	5,349,245	4,088,678	4,108,542	4,128,294	4,148,441	4,168,991	4,189,952	4,211,332
	Variable (IT) Costs	0	12,736,800	14,757,120	14,880,000	15,028,800	14,907,600	14,981,400	14,981,400	15,129,000
	<b>Total Costs</b>	<b>27,442,738</b>	<b>18,086,045</b>	<b>18,845,798</b>	<b>18,988,542</b>	<b>19,157,094</b>	<b>19,056,041</b>	<b>19,150,391</b>	<b>19,171,352</b>	<b>19,340,332</b>
<b>As a percent of Total</b>										
	Fixed Costs	100.0%	29.6%	21.7%	21.6%	21.5%	21.8%	21.8%	21.9%	21.8%
	Variable (IT) Costs	0.0%	70.4%	78.3%	78.4%	78.5%	78.2%	78.2%	78.1%	78.2%
	<b>Total Costs</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>PMPM</b>										
	Fixed Costs		\$3.07	\$1.86	\$1.71	\$1.70	\$1.71	\$1.71	\$1.72	\$1.71
	Variable (IT) Costs		\$7.32	\$6.72	\$6.20	\$6.20	\$6.15	\$6.15	\$6.15	\$6.15
	<b>Total Costs</b>		<b>\$10.39</b>	<b>\$8.58</b>	<b>\$7.91</b>	<b>\$7.90</b>	<b>\$7.86</b>	<b>\$7.86</b>	<b>\$7.87</b>	<b>\$7.86</b>
<b>PMPM</b>										
	Funding From Non-QHP Sources		\$10.23	\$0.39	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36
	QHP Fees - No Increase in Cash		\$0.17	\$8.19	\$7.55	\$7.54	\$7.50	\$7.50	\$7.51	\$7.51
	<b>Total Costs</b>		<b>\$10.39</b>	<b>\$8.58</b>	<b>\$7.91</b>	<b>\$7.90</b>	<b>\$7.86</b>	<b>\$7.86</b>	<b>\$7.87</b>	<b>\$7.86</b>
	QHP Fees to Build Reserve		\$4.20	\$6.06	\$7.15	\$7.51	\$7.51	\$7.51	\$7.51	\$7.51

*FISCAL YEAR BUDGET THROUGH 2021*

**Exchange Budget by State Fiscal Year, 100% FPL, Exchange does Individual Billing**

State Fiscal Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending		6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
Average Annual Enrollment			72,500	164,000	191,500	201,000	202,000	202,500	203,000	204,000
<u>Revenue</u>										
Cat 00	Federal Grants	33,433,977	18,927,472	8,625,140	0	0	0	0	0	0
Cat 00	Medicaid/CHIP Cost Allocation									
	Title XIX - Medicaid - Federal Share	750,275	428,830	491,601	529,375	534,163	534,650	533,814	535,115	537,717
	Title XIX - Medicaid - State General Fund	83,364	98,314	163,867	176,458	178,054	178,217	177,938	178,372	179,239
	Title XXI - CHIP - Federal Share	36,897	23,331	29,011	31,240	31,522	31,551	31,502	31,579	31,732
	Title XXI - CHIP - State General Fund	<u>16,315</u>	<u>10,316</u>	<u>12,828</u>	<u>13,813</u>	<u>13,938</u>	<u>13,951</u>	<u>13,929</u>	<u>13,963</u>	<u>14,031</u>
	Total	886,850	560,792	697,306	750,886	757,678	758,368	757,183	759,028	762,718
Cat 00	Fees on Dental Plans	0	26,100	59,040	68,940	72,360	72,720	72,900	73,080	73,440
Cat 00	Fees on Vision Plans	0	4,350	9,840	11,490	12,060	12,120	12,150	12,180	12,240
Cat 00	Advertising Revenue	0	18,750	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Cat 00	Treasurer's Interest	0	4,155	27,226	14,028	7,479	6,613	6,653	6,740	6,761
Cat 00	Fees on QHPs	0	3,654,000	10,307,880	15,233,880	17,682,120	18,204,240	18,249,300	18,294,360	18,384,480
	Total Revenue	34,320,828	23,195,619	19,751,432	16,104,224	18,556,697	19,079,061	19,123,187	19,170,389	19,264,640

**Exchange Budget by State Fiscal Year, 100% FPL, Exchange does Individual Billing**

State Fiscal Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending	6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
<b>Expenditures</b>									
Cat 01 Salaries	821,893	1,197,663	1,210,419	1,210,419	1,210,419	1,210,419	1,210,419	1,210,419	1,210,419
Cat 02 Out of State Travel	40,560	33,732	14,992	14,992	14,992	14,992	14,992	14,992	14,992
Cat 03 In State Travel	95,836	35,031	21,197	21,197	21,197	21,197	21,197	21,197	21,197
Cat 04 Operating	118,744	123,142	113,498	113,498	113,498	113,498	113,498	113,498	113,498
Cat 05 Equipment	49,500	0	0	1,000	1,000	1,000	1,000	1,000	1,000
Cat 26 Information Technology	78,588	18,250	11,682	11,682	11,682	11,682	11,682	11,682	11,682
Cat 30 Training	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464
Cat 70 Contract Services									
BOS (Xerox)	16,567,876	10,510,369	13,746,960	14,818,560	14,954,400	14,968,200	14,944,500	14,981,400	15,055,200
BOS IV&V (PCG)	1,012,587	506,293	0	0	0	0	0	0	0
Marketing/Advertising	1,400,000	3,600,000	1,000,000	800,000	800,000	800,000	800,000	800,000	800,000
IHBN	150,000	50,000	0	0	0	0	0	0	0
Outreach specialists	0	140,000	60,000	0	0	0	0	0	0
External Financial Auditing of Exchange	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Actuarial	200,000	200,000	150,000	100,000	100,000	100,000	100,000	100,000	100,000
Walk-in centers/Kiosks (TBD)	0	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Appeals Processing	0	50,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Training Vendor	50,000	150,000	0	0	0	0	0	0	0
Other Professional Consulting Services	875,000	275,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
Total	20,387,963	15,551,662	15,326,960	16,088,560	16,224,400	16,238,200	16,214,500	16,251,400	16,325,200
Cat 71 Navigators	0	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
Cat 73 Transfer to Attorney General	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
Cat 74 Transfer to GovCHA	318,971	343,406	0	0	0	0	0	0	0
Cat 75 Transfer to DWSS									
Eligibility Engine (Deloitte)	10,233,012	2,087,213	963,409	977,860	997,417	1,017,366	1,037,713	1,058,467	1,079,637
Eligibility Engine IV&V (PCG)	877,597	0	0	0	0	0	0	0	0
MITA Assessment Vendor	0	0	0	0	0	0	0	0	0
Disaster Recovery	500,000	0	0	0	0	0	0	0	0
Total	11,610,609	2,087,213	963,409	977,860	997,417	1,017,366	1,037,713	1,058,467	1,079,637
Cat 77 Transfer to DHCFP	700,000	0	0	0	0	0	0	0	0
Cat 87 Purchasing Assessment	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Cat 88 Statewide Cost Allocation	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
<b>Total Expenditures</b>	<b>34,320,828</b>	<b>19,868,263</b>	<b>18,140,321</b>	<b>18,917,372</b>	<b>19,072,769</b>	<b>19,106,518</b>	<b>19,103,165</b>	<b>19,160,819</b>	<b>19,255,789</b>

**Exchange Budget by State Fiscal Year, 100% FPL, Exchange does Individual Billing**

State Fiscal Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending	6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
<b>Cash Reserves</b>									
Change in cash	0	3,327,355	1,611,111	-2,813,148	-516,072	-27,456	20,022	9,570	8,851
Cat 86 Reserves	0	3,327,355	4,938,466	2,125,319	1,609,247	1,581,790	1,601,812	1,611,382	1,620,233
Days of Reserve		60	98	40	30	30	30	30	30
<b>Total Costs</b>									
Fixed Costs	34,320,828	13,499,863	4,393,361	4,098,812	4,118,369	4,138,318	4,158,665	4,179,419	4,200,589
Variable (IT) Costs	0	6,368,400	13,746,960	14,818,560	14,954,400	14,968,200	14,944,500	14,981,400	15,055,200
<b>Total Costs</b>	<b>34,320,828</b>	<b>19,868,263</b>	<b>18,140,321</b>	<b>18,917,372</b>	<b>19,072,769</b>	<b>19,106,518</b>	<b>19,103,165</b>	<b>19,160,819</b>	<b>19,255,789</b>
<b>As a percent of Total</b>									
Fixed Costs	100.0%	67.9%	24.2%	21.7%	21.6%	21.7%	21.8%	21.8%	21.8%
Variable (IT) Costs	0.0%	32.1%	75.8%	78.3%	78.4%	78.3%	78.2%	78.2%	78.2%
<b>Total Costs</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>PMPM</b>									
Fixed Costs		\$15.52	\$2.23	\$1.78	\$1.71	\$1.71	\$1.71	\$1.72	\$1.72
Variable (IT) Costs		\$7.32	\$6.99	\$6.45	\$6.20	\$6.18	\$6.15	\$6.15	\$6.15
<b>Total Costs</b>		<b>\$22.84</b>	<b>\$9.22</b>	<b>\$8.23</b>	<b>\$7.91</b>	<b>\$7.88</b>	<b>\$7.86</b>	<b>\$7.87</b>	<b>\$7.87</b>
<b>PMPM</b>									
Funding From Non-QHP Sources		\$22.46	\$4.78	\$0.37	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36
QHP Fees - No Increase in Cash		\$0.38	\$4.43	\$7.86	\$7.55	\$7.52	\$7.50	\$7.51	\$7.51
<b>Total Costs</b>		<b>\$22.84</b>	<b>\$9.22</b>	<b>\$8.23</b>	<b>\$7.91</b>	<b>\$7.88</b>	<b>\$7.86</b>	<b>\$7.87</b>	<b>\$7.87</b>
QHP Fees to Build Reserve		\$4.20	\$6.06	\$7.15	\$7.51	\$7.51	\$7.51	\$7.51	\$7.51

**BUDGET WITH LOWER EXCHANGE ELIGIBILITY THRESHOLD AT 138% FPL**

*CALENDAR YEAR BUDGET THROUGH 2021*

**Exchange Budget by Calendar Year, 138% FPL, Exchange does Individual Billing**

Calendar Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Average Annual Enrollment		119,000	152,000	169,000	172,000	173,000	174,000	175,000	177,000
<b>Revenue</b>									
Cat 00 Federal Grants	26,476,921	14,889,598	0	0	0	0	0	0	0
Cat 00 Medicaid/CHIP Cost Allocation									
Title XIX - Medicaid - Federal Share	575,972	375,488	439,090	450,240	458,108	457,072	459,673	462,274	467,477
Title XIX - Medicaid - State General Fund	63,997	125,163	146,363	150,080	152,703	152,357	153,224	154,091	155,826
Title XXI - CHIP - Federal Share	28,325	22,159	25,912	26,570	27,034	26,973	27,127	27,280	27,587
<u>Title XXI - CHIP - State General Fund</u>	<u>12,524</u>	<u>9,798</u>	<u>11,457</u>	<u>11,748</u>	<u>11,954</u>	<u>11,927</u>	<u>11,995</u>	<u>12,062</u>	<u>12,198</u>
Total	680,818	532,606	622,822	638,638	649,798	648,328	652,018	655,708	663,088
Cat 00 Fees on Dental Plans	0	42,840	54,720	60,840	61,920	62,280	62,640	63,000	63,720
Cat 00 Fees on Vision Plans	0	7,140	9,120	10,140	10,320	10,380	10,440	10,500	10,620
Cat 00 Advertising Revenue	6,250	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Cat 00 Treasurer's Interest	0	13,438	19,378	8,422	6,213	5,897	5,841	5,800	5,831
Cat 00 Fees on QHPs	0	5,997,600	12,001,920	15,169,440	16,057,920	16,151,280	16,244,640	16,338,000	16,524,720
Total Revenue	27,163,988	21,508,223	12,732,960	15,912,480	16,811,172	16,903,165	17,000,580	17,098,009	17,292,979



**Exchange Budget by Calendar Year, 138% FPL, Exchange does Individual Billing**

Calendar Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
Calendar Year Ending	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
<b>Expenditures</b>									
Cat 01	Salaries	1,009,778	1,204,041	1,210,419	1,210,419	1,210,419	1,210,419	1,210,419	1,210,419
Cat 02	Out of State Travel	46,516	14,992	14,992	14,992	14,992	14,992	14,992	14,992
Cat 03	In State Travel	68,892	28,114	21,197	21,197	21,197	21,197	21,197	21,197
Cat 04	Operating	120,943	118,320	113,498	113,498	113,498	113,498	113,498	113,498
Cat 05	Equipment	24,750	0	500	1,000	1,000	1,000	1,000	1,000
Cat 26	Information Technology	48,419	14,966	11,682	11,682	11,682	11,682	11,682	11,682
Cat 30	Training	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464
Cat 70	Contract Services								
	BOS (Xerox)	12,425,907	10,452,960	12,257,280	12,573,600	12,796,800	12,767,400	12,841,200	13,062,600
	BOS IV&V (PCG)	1,012,587	0	0	0	0	0	0	0
	Marketing/Advertising	3,700,000	2,000,000	800,000	800,000	800,000	800,000	800,000	800,000
	IHBN	150,000	0	0	0	0	0	0	0
	Outreach specialists	75,000	125,000	0	0	0	0	0	0
	External Financial Auditing of Exchange	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Actuarial	200,000	200,000	100,000	100,000	100,000	100,000	100,000	100,000
	Walk-in centers/Kiosks (TBD)	20,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
	Appeals Processing	0	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Training Vendor	200,000	0	0	0	0	0	0	0
	<u>Other Professional Consulting Services</u>	<u>550,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>	<u>200,000</u>
	<b>Total</b>	<b>18,465,994</b>	<b>13,147,960</b>	<b>13,527,280</b>	<b>13,843,600</b>	<b>14,066,800</b>	<b>14,037,400</b>	<b>14,111,200</b>	<b>14,332,600</b>
Cat 71	Navigators	285,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
Cat 73	Transfer to Attorney General	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
Cat 74	Transfer to GovCHA	573,841	0	0	0	0	0	0	0
Cat 75	Transfer to DWSS								
	Eligibility Engine (Deloitte)	5,461,643	795,648	968,226	987,591	1,007,342	1,027,489	1,048,039	1,090,380
	Eligibility Engine IV&V (PCG)	438,798	0	0	0	0	0	0	0
	MITA Assessment Vendor	0	0	0	0	0	0	0	0
	<u>Disaster Recovery</u>	<u>333,333</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<b>Total</b>	<b>6,233,775</b>	<b>795,648</b>	<b>968,226</b>	<b>987,591</b>	<b>1,007,342</b>	<b>1,027,489</b>	<b>1,048,039</b>	<b>1,090,380</b>
Cat 77	Transfer to DHCFP	466,667	0	0	0	0	0	0	0
Cat 87	Purchasing Assessment	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Cat 88	Statewide Cost Allocation	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	<b>Total Expenditures</b>	<b>27,442,738</b>	<b>15,802,205</b>	<b>16,345,958</b>	<b>16,682,142</b>	<b>16,925,094</b>	<b>16,915,841</b>	<b>17,010,191</b>	<b>17,273,932</b>

**Exchange Budget by Calendar Year, 138% FPL, Exchange does Individual Billing**

Calendar Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	
Calendar Year Ending	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021	
<b>Cash Reserves</b>										
	Change in cash	-278,750	5,706,018	-3,612,998	-769,662	-113,923	-12,676	-9,611	-6,943	19,047
Cat 86	Reserves	-278,750	5,427,268	1,814,271	1,044,609	930,686	918,010	908,399	901,456	920,504
	Days of Reserve		124	40	23	20	20	19	19	19
<b>Total Costs</b>										
	Fixed Costs	27,442,738	5,349,245	4,088,678	4,108,542	4,128,294	4,148,441	4,168,991	4,189,952	4,211,332
	Variable (IT) Costs	0	10,452,960	12,257,280	12,573,600	12,796,800	12,767,400	12,841,200	12,915,000	13,062,600
	<b>Total Costs</b>	<b>27,442,738</b>	<b>15,802,205</b>	<b>16,345,958</b>	<b>16,682,142</b>	<b>16,925,094</b>	<b>16,915,841</b>	<b>17,010,191</b>	<b>17,104,952</b>	<b>17,273,932</b>
<b>As a percent of Total</b>										
	Fixed Costs	100.0%	33.9%	25.0%	24.6%	24.4%	24.5%	24.5%	24.5%	24.4%
	Variable (IT) Costs	0.0%	66.1%	75.0%	75.4%	75.6%	75.5%	75.5%	75.5%	75.6%
	<b>Total Costs</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>PMPM</b>										
	Fixed Costs		\$3.75	\$2.24	\$2.03	\$2.00	\$2.00	\$2.00	\$2.00	\$1.98
	Variable (IT) Costs		\$7.32	\$6.72	\$6.20	\$6.20	\$6.15	\$6.15	\$6.15	\$6.15
	<b>Total Costs</b>		<b>\$11.07</b>	<b>\$8.96</b>	<b>\$8.23</b>	<b>\$8.20</b>	<b>\$8.15</b>	<b>\$8.15</b>	<b>\$8.15</b>	<b>\$8.13</b>
<b>PMPM</b>										
	Funding From Non-QHP Sources		\$10.85	\$0.39	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36
	QHP Fees - No Increase in Cash		\$0.21	\$8.57	\$7.86	\$7.84	\$7.79	\$7.79	\$7.79	\$7.77
	<b>Total Costs</b>		<b>\$11.07</b>	<b>\$8.96</b>	<b>\$8.23</b>	<b>\$8.20</b>	<b>\$8.15</b>	<b>\$8.15</b>	<b>\$8.15</b>	<b>\$8.13</b>
	QHP Fees to Build Reserve		\$4.20	\$6.58	\$7.48	\$7.78	\$7.78	\$7.78	\$7.78	\$7.78

*FISCAL YEAR BUDGET THROUGH 2021*

**Exchange Budget by State Fiscal Year, 138% FPL, Exchange does Individual Billing**

State Fiscal Year		2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending		6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
Average Annual Enrollment			59,500	135,500	160,500	170,500	172,500	173,500	174,500	176,000
<u>Revenue</u>										
Cat 00	Federal Grants	33,433,977	17,842,648	7,540,316	0	0	0	0	0	0
Cat 00	Medicaid/CHIP Cost Allocation									
	Title XIX - Medicaid - Federal Share	750,275	388,578	407,289	444,665	454,174	457,590	458,372	460,974	464,876
	Title XIX - Medicaid - State General Fund	83,364	84,896	135,763	148,222	151,391	152,530	152,791	153,658	154,959
	Title XXI - CHIP - Federal Share	36,897	20,956	24,035	26,241	26,802	27,004	27,050	27,203	27,434
	Title XXI - CHIP - State General Fund	16,315	9,266	10,628	11,603	11,851	11,940	11,961	12,028	12,130
	<b>Total</b>	<b>886,850</b>	<b>503,696</b>	<b>577,714</b>	<b>630,730</b>	<b>644,218</b>	<b>649,063</b>	<b>650,173</b>	<b>653,863</b>	<b>659,398</b>
Cat 00	Fees on Dental Plans	0	21,420	48,780	57,780	61,380	62,100	62,460	62,820	63,360
Cat 00	Fees on Vision Plans	0	3,570	8,130	9,630	10,230	10,350	10,410	10,470	10,560
Cat 00	Advertising Revenue	0	18,750	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Cat 00	Treasurer's Interest	0	3,329	22,091	12,124	6,908	5,992	5,867	5,819	5,799
Cat 00	Fees on QHPs	0	2,998,800	8,999,760	13,585,680	15,613,680	16,104,600	16,197,960	16,291,320	16,431,360
	<b>Total Revenue</b>	<b>34,320,828</b>	<b>21,392,212</b>	<b>17,221,792</b>	<b>14,320,944</b>	<b>16,361,416</b>	<b>16,857,105</b>	<b>16,951,871</b>	<b>17,049,293</b>	<b>17,195,478</b>

**Exchange Budget by State Fiscal Year, 138% FPL, Exchange does Individual Billing**

State Fiscal Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending	6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
<u>Expenditures</u>									
Cat 01 Salaries	821,893	1,197,663	1,210,419	1,210,419	1,210,419	1,210,419	1,210,419	1,210,419	1,210,419
Cat 02 Out of State Travel	40,560	33,732	14,992	14,992	14,992	14,992	14,992	14,992	14,992
Cat 03 In State Travel	95,836	35,031	21,197	21,197	21,197	21,197	21,197	21,197	21,197
Cat 04 Operating	118,744	123,142	113,498	113,498	113,498	113,498	113,498	113,498	113,498
Cat 05 Equipment	49,500	0	0	1,000	1,000	1,000	1,000	1,000	1,000
Cat 26 Information Technology	78,588	18,250	11,682	11,682	11,682	11,682	11,682	11,682	11,682
Cat 30 Training	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464	13,464
Cat 70 Contract Services									
BOS (Xerox)	16,567,876	9,368,449	11,355,120	12,415,440	12,685,200	12,782,100	12,804,300	12,878,100	12,988,800
BOS IV&V (PCG)	1,012,587	506,293	0	0	0	0	0	0	0
Marketing/Advertising	1,400,000	3,600,000	1,000,000	800,000	800,000	800,000	800,000	800,000	800,000
IHBN	150,000	50,000	0	0	0	0	0	0	0
Outreach specialists	0	140,000	60,000	0	0	0	0	0	0
External Financial Auditing of Exchange	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Actuarial	200,000	200,000	150,000	100,000	100,000	100,000	100,000	100,000	100,000
Walk-in centers/Kiosks (TBD)	0	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Appeals Processing	0	50,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Training Vendor	50,000	150,000	0	0	0	0	0	0	0
Other Professional Consulting Services	875,000	275,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
Total	20,387,963	14,409,742	12,935,120	13,685,440	13,955,200	14,052,100	14,074,300	14,148,100	14,258,800
Cat 71 Navigators	0	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
Cat 73 Transfer to Attorney General	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
Cat 74 Transfer to GovCHA	318,971	343,406	0	0	0	0	0	0	0
Cat 75 Transfer to DWSS									
Eligibility Engine (Deloitte)	10,233,012	2,087,213	963,409	977,860	997,417	1,017,366	1,037,713	1,058,467	1,079,637
Eligibility Engine IV&V (PCG)	877,597	0	0	0	0	0	0	0	0
MITA Assessment Vendor	0	0	0	0	0	0	0	0	0
Disaster Recovery	500,000	0	0	0	0	0	0	0	0
Total	11,610,609	2,087,213	963,409	977,860	997,417	1,017,366	1,037,713	1,058,467	1,079,637
Cat 77 Transfer to DHCFP	700,000	0	0	0	0	0	0	0	0
Cat 87 Purchasing Assessment	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Cat 88 Statewide Cost Allocation	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Total Expenditures	34,320,828	18,726,343	15,748,481	16,514,252	16,803,569	16,920,418	16,962,965	17,057,519	17,189,389

**Exchange Budget by State Fiscal Year, 138% FPL, Exchange does Individual Billing**

State Fiscal Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
State Fiscal Year Ending	6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019	6/30/2020	6/30/2021
<b>Cash Reserves</b>									
Change in cash	0	2,665,869	1,473,311	-2,193,308	-442,153	-63,312	-11,094	-8,227	6,089
Cat 86 Reserves	0	2,665,869	4,139,180	1,945,872	1,503,719	1,440,407	1,429,313	1,421,086	1,427,175
Days of Reserve		51	95	42	32	31	30	30	30
<b>Total Costs</b>									
Fixed Costs	34,320,828	13,499,863	4,393,361	4,098,812	4,118,369	4,138,318	4,158,665	4,179,419	4,200,589
Variable (IT) Costs	0	5,226,480	11,355,120	12,415,440	12,685,200	12,782,100	12,804,300	12,878,100	12,988,800
Total Costs	34,320,828	18,726,343	15,748,481	16,514,252	16,803,569	16,920,418	16,962,965	17,057,519	17,189,389
<b>As a percent of Total</b>									
Fixed Costs	100.0%	72.1%	27.9%	24.8%	24.5%	24.5%	24.5%	24.5%	24.4%
Variable (IT) Costs	0.0%	27.9%	72.1%	75.2%	75.5%	75.5%	75.5%	75.5%	75.6%
Total Costs	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<b>PMPM</b>									
Fixed Costs		\$18.91	\$2.70	\$2.13	\$2.01	\$2.00	\$2.00	\$2.00	\$1.99
Variable (IT) Costs		\$7.32	\$6.98	\$6.45	\$6.20	\$6.17	\$6.15	\$6.15	\$6.15
Total Costs		\$26.23	\$9.69	\$8.57	\$8.21	\$8.17	\$8.15	\$8.15	\$8.14
<b>PMPM</b>									
Funding From Non-QHP Sources		\$25.76	\$5.04	\$0.38	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36
QHP Fees - No Increase in Cash		\$0.47	\$4.64	\$8.20	\$7.85	\$7.81	\$7.79	\$7.79	\$7.78
Total Costs		\$26.23	\$9.69	\$8.57	\$8.21	\$8.17	\$8.15	\$8.15	\$8.14
QHP Fees to Build Reserve		\$4.20	\$6.58	\$7.48	\$7.78	\$7.78	\$7.78	\$7.78	\$7.78