

**PROJECTED 2018 EMPIRE PLAN EXPERIENCE AT 12/31/2018**  
**In (000's)**

	EMPIRE	UNITED HEALTHCARE MEDICAL				BEACON HEALTH OPTIONS MHSA				CVS CAREMARK	TOTAL
	BLUE CROSS	NY	PA	Combined	NY	PA	Combined	DRUG			
		Core	Enhancement		Enhancement	Core		Enhancement	Enhancement	Combined	
A Premium (1)	3,279,048	2,582,734	345,643	369,584	3,297,961	219,452	37,625	26,621	283,698	2,043,871	8,904,578
B Incurred Claims (2)	3,038,648	2,401,396	320,866	339,106	3,061,368	188,183	32,704	30,018	250,905	1,943,933	8,294,854
C Administrative Expense (3)	94,148	132,354	28,407	31,096	191,857	11,594	2,051	1,869	15,514	30,273	331,792
D Gain/(Loss) (A-B-C)	146,252	48,984	(3,630)	(618)	44,736	19,675	2,870	(5,266)	17,279	69,665	277,932

(1) Earned Premium - Premium which pays for coverage for the period reported (accrual basis).

(2) Incurred Claims - Represents the cost of covered services provided during the period reported by the vendor (accrual basis).

(3) Administrative Expenses - All charges by the vendor other than for the payment of claims. Includes vendor's cost to administer the program, interest charges, and other retention.

Source: Vendors' 2018 4th Quarter Experience Reports.

## 2020 Premium Projections

### Empire Plan

	Monthly Gross Premium Rates (1)			Monthly Net Premium Rates (2)		
	<u>2019</u>	<u>2020 (3)</u>	<u>% Change</u>	<u>2019</u>	<u>2020 (3)</u>	<u>% Change</u>
<u>Optimistic Projections</u>						
Individual Plan Prime	1,055.48	1,102.64	4.5%	1,042.85	1,081.28	3.7%
Family Plan Prime	2,441.27	2,548.56	4.4%	2,412.77	2,498.20	3.5%
Individual Mediprime	419.89	432.26	2.9%	403.27	420.78	4.3%
Family - 1 Mediprime	1,805.70	1,878.19	4.0%	1,773.19	1,837.71	3.6%
Family - 2+ Mediprime	1,170.10	1,207.80	3.2%	1,133.57	1,177.20	3.8%
<b>Aggregate</b>			<b>4.2%</b>			<b>3.7%</b>
<u>Best Estimate Projections</u>						
Individual Plan Prime	1,055.48	1,125.41	6.6%	1,042.85	1,104.05	5.9%
Family Plan Prime	2,441.27	2,601.02	6.5%	2,412.77	2,550.66	5.7%
Individual Mediprime	419.89	443.83	5.7%	403.27	432.35	7.2%
Family - 1 Mediprime	1,805.70	1,919.44	6.3%	1,773.19	1,878.96	6.0%
Family - 2+ Mediprime	1,170.10	1,237.88	5.8%	1,133.57	1,207.28	6.5%
<b>Aggregate</b>			<b>6.4%</b>			<b>5.9%</b>
<u>Pessimistic Projections</u>						
Individual Plan Prime	1,055.48	1,148.60	8.8%	1,042.85	1,127.24	8.1%
Family Plan Prime	2,441.27	2,654.46	8.7%	2,412.77	2,604.10	7.9%
Individual Mediprime	419.89	455.48	8.5%	403.27	444.00	10.1%
Family - 1 Mediprime	1,805.70	1,961.35	8.6%	1,773.19	1,920.87	8.3%
Family - 2+ Mediprime	1,170.10	1,268.22	8.4%	1,133.57	1,237.62	9.2%
<b>Aggregate</b>			<b>8.7%</b>			<b>8.3%</b>

(1) Represents premiums set to fund all self insured costs.

(2) Represents cost to a participating agency.

(3) Projected Rates.

## 2020 Premium Projections

### Excelsior Plan

	Monthly Gross Premium Rates (1)			Monthly Net Premium Rates (2)		
	<u>2019</u>	<u>2020 (3)</u>	<u>% Change</u>	<u>2019</u>	<u>2020 (3)</u>	<u>% Change</u>
<u>Optimistic Projections</u>						
Individual Plan Prime	953.85	997.35	4.6%	943.70	977.01	3.5%
Family Plan Prime	2,221.81	2,322.47	4.5%	2,198.72	2,274.40	3.4%
Individual Mediprime	373.81	385.68	3.2%	359.78	375.52	4.4%
Family - 1 Mediprime	1,641.77	1,710.79	4.2%	1,614.80	1,672.93	3.6%
Family - 2+ Mediprime	1,061.73	1,099.13	3.5%	1,030.89	1,071.46	3.9%
<b>Aggregate</b>			<b>4.3%</b>			<b>3.6%</b>
<u>Best Estimate Projections</u>						
Individual Plan Prime	953.85	1,017.73	6.7%	943.70	997.39	5.7%
Family Plan Prime	2,221.81	2,369.86	6.7%	2,198.72	2,321.79	5.6%
Individual Mediprime	373.81	395.91	5.9%	359.78	385.75	7.2%
Family - 1 Mediprime	1,641.77	1,748.03	6.5%	1,614.80	1,710.17	5.9%
Family - 2+ Mediprime	1,061.73	1,126.21	6.1%	1,030.89	1,098.54	6.6%
<b>Aggregate</b>			<b>6.6%</b>			<b>5.8%</b>
<u>Pessimistic Projections</u>						
Individual Plan Prime	953.85	1,037.72	8.8%	943.70	1,017.38	7.8%
Family Plan Prime	2,221.81	2,416.27	8.8%	2,198.72	2,368.20	7.7%
Individual Mediprime	373.81	406.10	8.6%	359.78	395.94	10.1%
Family - 1 Mediprime	1,641.77	1,784.65	8.7%	1,614.80	1,746.79	8.2%
Family - 2+ Mediprime	1,061.73	1,153.03	8.6%	1,030.89	1,125.36	9.2%
<b>Aggregate</b>			<b>8.7%</b>			<b>8.1%</b>

(1) Represents premiums set to fund all self insured costs.

(2) Represents cost to a participating agency.

(3) Projected Rates.

**EMPIRE PLAN  
PA 5 TIER GROUP RATES  
2011 - 2020 Monthly Rates**

	Gross Rate(1)	% Change	Net Rate(2)	% Change
<b>Individual Planprime</b>				
2011	734.00	11.2%	693.92	13.3%
2012	751.55	2.4%	712.75	2.7%
2013	779.91	3.8%	767.98	7.7%
2014	789.31	1.2%	771.54	0.5%
2015	830.01	5.2%	805.05	4.3%
2016	874.17	5.3%	849.01	5.5%
2017	957.11	9.5%	944.39	11.2%
2018	1,022.47	6.8%	1,014.98	7.5%
2019	1,055.48	3.2%	1,042.85	2.7%
2020	1,125.41	6.6%	1,104.05	5.9%
<b>Average Percent Increase</b>				
From Inception of 5 Tier Structure (1996)		6.9%		7.3%
Most Recent 10 Years		5.5%		6.1%
Most Recent 5 Years		6.3%		6.6%
<b>Family Planprime</b>				
2011	1,598.49	11.7%	1,513.92	13.7%
2012	1,645.31	2.9%	1,562.80	3.2%
2013	1,712.76	4.1%	1,686.56	7.9%
2014	1,752.26	2.3%	1,714.19	1.6%
2015	1,862.59	6.3%	1,808.86	5.5%
2016	1,980.96	6.4%	1,926.21	6.5%
2017	2,188.54	10.5%	2,160.64	12.2%
2018	2,364.48	8.0%	2,348.15	8.7%
2019	2,441.27	3.2%	2,412.77	2.8%
2020	2,601.02	6.5%	2,550.66	5.7%
<b>Average Percent Increase</b>				
From Inception of 5 Tier Structure (1996)		7.0%		7.3%
Most Recent 10 Years		6.2%		6.8%
Most Recent 5 Years		6.9%		7.2%
<b>Individual Medprime</b>				
2011	446.90	11.5%	405.64	10.4%
2012	447.66	0.2%	419.24	3.4%
2013	409.85	-8.4%	399.33	-4.7%
2014	424.22	3.5%	408.77	2.4%
2015	412.95	-2.7%	401.84	-1.7%
2016	459.28	11.2%	452.79	12.7%
2017	439.91	-4.2%	421.40	-6.9%
2018	449.90	2.3%	444.39	5.5%
2019	419.89	-6.7%	403.27	-9.3%
2020	443.83	5.7%	432.35	7.2%
<b>Average Percent Increase</b>				
From Inception of 5 Tier Structure (1996)		3.4%		3.9%
Most Recent 10 Years		1.2%		1.9%
Most Recent 5 Years		1.7%		1.8%

(1) Represents premiums paid to the vendors (2011-2013) and premiums set to fund all self insured costs (2014-2020).  
(2) Represents cost to a participating agency.

<b>EMPIRE PLAN</b> <b>PA 5 TIER GROUP RATES</b> <b>2011 - 2020 Monthly Rates</b>
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	Gross Rate(1)	% Change	Net Rate(2)	% Change
<b>Family - 1 Medprime</b>				
2011	1,311.39	11.9%	1,225.62	12.9%
2012	1,341.42	2.3%	1,269.28	3.6%
2013	1,342.71	0.1%	1,317.93	3.8%
2014	1,387.18	3.3%	1,351.42	2.5%
2015	1,445.54	4.2%	1,405.68	4.0%
2016	1,566.06	8.3%	1,530.00	8.8%
2017	1,671.33	6.7%	1,637.63	7.0%
2018	1,791.89	7.2%	1,777.54	8.5%
2019	1,805.70	0.8%	1,773.19	-0.2%
2020 <span style="color: red;">projected</span>	1,919.44	6.3%	1,878.96	6.0%
<b><u>Average Percent Increase</u></b>				
From Inception of 5 Tier Structure (1996)		5.8%		6.1%
Most Recent 10 Years		5.1%		5.7%
Most Recent 5 Years		5.9%		6.0%
<b>Family - 2 or More Medprime</b>				
2011	1,024.28	12.3%	937.31	11.5%
2012	1,037.53	1.3%	975.77	4.1%
2013	972.66	-6.3%	949.28	-2.7%
2014	1,022.11	5.1%	988.69	4.2%
2015	1,028.48	0.6%	1,002.46	1.4%
2016	1,151.17	11.9%	1,133.77	13.1%
2017	1,154.11	0.3%	1,114.63	-1.7%
2018	1,219.31	5.6%	1,206.95	8.3%
2019	1,170.10	-4.0%	1,133.57	-6.1%
2020 <span style="color: red;">projected</span>	1,237.88	5.8%	1,207.28	6.5%
<b><u>Average Percent Increase</u></b>				
From Inception of 5 Tier Structure (1996)		4.3%		4.7%
Most Recent 10 Years		3.3%		3.9%
Most Recent 5 Years		3.9%		4.0%

(1) Represents premiums paid to the vendors (2011-2013) and premiums set to fund all self insured costs (2014-2020).  
(2) Represents cost to a participating agency.

**EMPIRE PLAN  
PA 2 TIER GROUP RATES  
2011 - 2020 Monthly Rates  
(For Illustrative Purposes Only)**

	Gross Rate(1)	% Change	Net Rate(2)	% Change
<b>Individual</b>				
2011	621.78	11.5%	581.69	12.8%
2012	619.95	-0.3%	584.75	0.5%
2013	608.23	-1.9%	594.58	1.7%
2014	619.05	1.8%	602.57	1.3%
2015	643.84	4.0%	624.64	3.7%
2016	681.30	5.8%	663.86	6.3%
2017	724.25	6.3%	710.27	7.0%
2018	770.58	6.4%	764.28	7.6%
2019	780.11	1.2%	765.06	0.1%
2020	828.56	6.2%	812.02	6.1%
<b>Average Percent Increase</b>				
From Inception (1986)		6.6%		6.6%
Most Recent 10 Years		4.1%		4.7%
Most Recent 5 Years		5.2%		5.4%
<b>Family</b>				
2011	1,441.84	11.2%	1,353.97	12.5%
2012	1,478.23	2.5%	1,398.52	3.3%
2013	1,502.55	1.6%	1,471.47	5.2%
2014	1,539.35	2.4%	1,502.31	2.1%
2015	1,604.08	4.2%	1,557.93	3.7%
2016	1,722.49	7.4%	1,678.01	7.7%
2017	1,856.96	7.8%	1,825.69	8.8%
2018	1,979.89	6.6%	1,965.09	7.6%
2019	2,002.23	1.1%	1,968.14	0.2%
2020	2,135.80	6.7%	2,093.74	6.4%
<b>Average Percent Increase</b>				
From Inception (1986)		7.2%		7.3%
Most Recent 10 Years		5.2%		5.7%
Most Recent 5 Years		5.9%		6.1%

(1) Represents premiums paid to the vendors (2011-2013) and premiums set to fund all self insured costs (2014-2020)

(2) Represents cost to a participating agency.