

PROJECTED 2019 EMPIRE PLAN EXPERIENCE
In (000's)

	EMPIRE	UNITED HEALTHCARE MEDICAL				BEACON HEALTH OPTIONS MHSA				CVS CAREMARK	TOTAL
	BLUE CROSS	Core	NY Enhancement	PA Enhancement	Combined	Core	NY Enhancement	PA Enhancement	Combined	DRUG	
A Premium (1)	3,387,323	2,711,113	354,852	371,882	3,437,847	221,085	37,314	35,005	293,404	1,885,652	9,004,226
B Incurred Claims (2)	3,314,834	2,537,891	355,567	373,633	3,267,091	198,677	34,434	27,765	260,876	1,757,582	8,600,383
C Administrative Expense (3)	95,067	164,607	17,285	18,175	200,067	11,838	2,067	1,691	15,596	27,925	338,655
D Gain/(Loss) (A-B-C)	(22,578)	8,615	(18,000)	(19,926)	(29,311)	10,570	813	5,549	16,932	100,145	65,188

(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' 2019 2nd Quarter Experience Reports.

2020 Premium Projections

Empire Plan

<u>Optimistic Projections</u>	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>
Individual Plan Prime	1,055.48	1,105.18	4.7%	1,042.85	1,079.84	3.5%
Family Plan Prime	2,441.27	2,552.95	4.6%	2,412.77	2,494.22	3.4%
Individual Mediprime	419.89	425.25	1.3%	403.27	408.46	1.3%
Family - 1 Mediprime	1,805.70	1,873.02	3.7%	1,773.19	1,822.86	2.8%
Family - 2+ Mediprime	1,170.10	1,193.09	2.0%	1,133.57	1,151.46	1.6%
Aggregate			4.0%			3.0%

<u>Best Estimate Projections</u>	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>
Individual Plan Prime	1,055.48	1,127.87	6.9%	1,042.85	1,102.53	5.7%
Family Plan Prime	2,441.27	2,605.14	6.7%	2,412.77	2,546.41	5.5%
Individual Mediprime	419.89	436.59	4.0%	403.27	419.80	4.1%
Family - 1 Mediprime	1,805.70	1,913.87	6.0%	1,773.19	1,863.71	5.1%
Family - 2+ Mediprime	1,170.10	1,222.60	4.5%	1,133.57	1,180.97	4.2%
Aggregate			6.3%			5.3%

<u>Pessimistic Projections</u>	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>
Individual Plan Prime	1,055.48	1,150.53	9.0%	1,042.85	1,125.19	7.9%
Family Plan Prime	2,441.27	2,657.32	8.8%	2,412.77	2,598.59	7.7%
Individual Mediprime	419.89	447.92	6.7%	403.27	431.13	6.9%
Family - 1 Mediprime	1,805.70	1,954.71	8.3%	1,773.19	1,904.55	7.4%
Family - 2+ Mediprime	1,170.10	1,252.10	7.0%	1,133.57	1,210.47	6.8%
Aggregate			8.5%			7.6%

(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	999.20	4.8%	943.70	974.91	3.3%
Family Plan Prime	2,221.81	2,325.72	4.7%	2,198.72	2,269.40	3.2%
Individual Mediprime	373.81	379.66	1.6%	359.78	364.83	1.4%
Family - 1 Mediprime	1,641.77	1,706.20	3.9%	1,614.80	1,659.35	2.8%
Family - 2+ Mediprime	1,061.73	1,086.66	2.3%	1,030.89	1,049.26	1.8%
Aggregate			4.3%			3.0%
<u>Best Estimate Projections</u>						
Individual Plan Prime	953.85	1,018.70	6.8%	943.70	994.41	5.4%
Family Plan Prime	2,221.81	2,370.97	6.7%	2,198.72	2,314.65	5.3%
Individual Mediprime	373.81	389.59	4.2%	359.78	374.76	4.2%
Family - 1 Mediprime	1,641.77	1,741.86	6.1%	1,614.80	1,695.01	5.0%
Family - 2+ Mediprime	1,061.73	1,112.75	4.8%	1,030.89	1,075.35	4.3%
Aggregate			6.4%			5.1%
<u>Pessimistic Projections</u>						
Individual Plan Prime	953.85	1,039.02	8.9%	943.70	1,014.73	7.5%
Family Plan Prime	2,221.81	2,418.17	8.8%	2,198.72	2,361.85	7.4%
Individual Mediprime	373.81	399.63	6.9%	359.78	384.80	7.0%
Family - 1 Mediprime	1,641.77	1,778.77	8.3%	1,614.80	1,731.92	7.3%
Family - 2+ Mediprime	1,061.73	1,139.39	7.3%	1,030.89	1,101.99	6.9%
Aggregate			8.6%			7.4%

(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
Individual Planprime				
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	1,127.87	6.9%	1,102.53	5.7%
<u>Average Percent Increase</u>				
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%		6.5%
Family Planprime				
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	2,605.14	6.7%	2,546.41	5.5%
<u>Average Percent Increase</u>				
From Inception of 5 Tier Structure (1996)		7.0%		7.3%
Most Recent 10 Years		6.2%		6.8%
Most Recent 5 Years		7.0%		7.1%
Individual Medprime				
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	436.59	4.0%	419.80	4.1%
<u>Average Percent Increase</u>				
From Inception of 5 Tier Structure (1996)		3.3%		3.8%
Most Recent 10 Years		1.1%		1.6%
Most Recent 5 Years		1.3%		1.2%

(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 5 TIER GROUP RATES 2011 - 2020 Monthly Rates

	Gross Rate(1)	% Change	Net Rate(2)	% Change
Family - 1 Medprime				
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 projected	1,913.87	6.0%	1,863.71	5.1%
<u>Average Percent Increase</u>				
From Inception of 5 Tier Structure (1996)		5.8%		6.1%
Most Recent 10 Years		5.1%		5.6%
Most Recent 5 Years		5.8%		5.9%
Family - 2 or More Medprime				
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 projected	1,222.60	4.5%	1,180.97	4.2%
<u>Average Percent Increase</u>				
From Inception of 5 Tier Structure (1996)		4.2%		4.6%
Most Recent 10 Years		3.1%		3.6%
Most Recent 5 Years		3.7%		3.6%

(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
Individual				
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	826.37	5.9%	805.46	5.3%
Average Percent Increase				
From Inception (1986)		6.6%		6.6%
Most Recent 10 Years		4.1%		4.6%
Most Recent 5 Years		5.1%		5.3%
Family				
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	2,126.49	6.2%	2,075.13	5.4%
Average Percent Increase				
From Inception (1986)		7.2%		7.2%
Most Recent 10 Years		5.1%		5.7%
Most Recent 5 Years		5.8%		5.9%

(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.