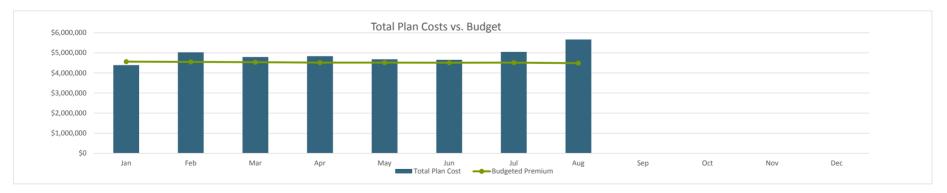


### **SJVIA**

# **HMO Cost Sumary**

Plan Year January 1, 2016 through December 31, 2016

	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Average / Total
Enrollment													
Employee Only													
Employee + Spouse													
Employee + Child(ren)													
Employee + Family													
Total Employees	4,607	4,594	4,579	4,566	4,565	4,564	4,576	4,546					4,607
Paid Claims													
Medical	\$1,569,204	\$2,175,671	\$1,839,129	\$1,998,426	\$2,382,048	\$1,783,005	\$2,210,593	\$2,796,238					\$16,754,314
Prescription Drug	\$1,038,360	\$1,073,967	\$1,185,061	\$1,074,355	\$1,066,691	\$1,106,535	\$1,069,225	\$1,108,980					\$8,723,174
Capitation	\$1,379,797	\$1,375,903	\$1,371,411	\$1,367,367	\$1,367,218	\$1,366,918	\$1,370,512	\$1,361,527					\$10,960,653
Total Gross Paid Claims	\$3,987,361	\$4,625,541	\$4,395,601	\$4,440,148	\$4,815,957	\$4,256,458	\$4,650,330	\$5,266,745					\$36,438,141
Total Pooled Claims / Rx Rebates	\$0	\$0	\$0	\$0	\$535,924	\$0	\$0	\$0					\$535,924
Total Net Paid Claims	\$3,987,361	\$4,625,541	\$4,395,601	\$4,440,148	\$4,280,033	\$4,256,458	\$4,650,330	\$5,266,745					\$35,902,217
Average Med Claims Per EE	\$340.61	\$473.59	\$401.64	\$437.68	\$521.81	\$390.67	\$483.08	\$615.10					
Average Drug Claims Per EE	\$225.39	\$233.78	\$258.80	\$235.29	\$233.67	\$242.45	\$233.66	\$243.95					
Total Fixed Costs	\$401,320	\$400,211	\$398,917	\$397,764	\$397,727	\$397,332	\$398,370	\$396,078					\$3,187,719
Total Costs (Claims + Fixed)	\$4,388,681	\$5,025,752	\$4,794,518	\$4,837,912	\$4,677,760	\$4,653,790	\$5,048,700	\$5,662,823					\$39,089,936
Total Premium	\$4,563,290	\$4,548,787	\$4,533,285	\$4,515,903	\$4,511,680	\$4,508,005	\$4,514,768	\$4,485,717					\$36,181,435
Total Costs vs. Premium		•	•		•	•	•		•	•	•	•	
\$ Variance	\$174,609	(\$476,965)	(\$261,233)	(\$322,009)	(\$166,080)	(\$145,785)	(\$533,932)	(\$1,177,106)					(\$2,908,501)
% Variance	96.2%	110.5%	105.8%	107.1%	103.7%	103.2%	111.8%	126.2%					108.0%



This analysis is for illustrative purposes only, and is not a guarantee of future expenses, claims costs, managed care savings, etc. There are many variables that can affect future health care costs including utilization patterns, catastrophic claims, changes in plan design, health care trend increases, etc. This analysis does not amend, extend, or alter the coverage provided by the actual insurance policies and contracts. Please see your policy or contact us for specific information or further details in this regard.

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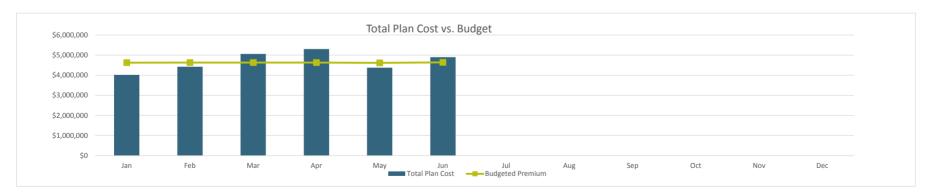


### **SJVIA**

#### **PPO Cost Sumary**

Plan Year January 1, 2016 through December 31, 2016

	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Average / Total
Enrollment													
Employee Only													
Employee + Spouse													
Employee + Child(ren)													
Employee + Family													
Total Employees	5,696	5,705	5,705	5,718	5,697	5,752	5,753	5,760					5,696
Paid Claims													
Medical	\$2,606,907	\$2,851,975	\$3,431,263	\$3,779,955	\$3,144,952	\$3,252,228	\$4,043,641	\$3,818,908					\$26,929,829
Prescription Drug	\$1,011,920	\$1,171,282	\$1,226,357	\$1,122,325	\$1,268,516	\$1,239,175	\$1,004,377	\$1,399,077					\$9,443,029
Total Gross Paid Claims	\$3,618,827	\$4,023,257	\$4,657,620	\$4,902,280	\$4,413,468	\$4,491,403	\$5,048,018	\$5,217,985					\$36,372,858
Total Pooled Claims / Rx Rebates	\$0	\$0	\$0	\$0	\$438,483	\$0	\$0	\$0					\$438,483
Total Net Paid Claims	\$3,618,827	\$4,023,257	\$4,657,620	\$4,902,280	\$3,974,985	\$4,491,403	\$5,048,018	\$5,217,985					\$35,934,375
Average Med Claims Per EE	\$457.67	\$499.91	\$601.45	\$661.06	\$552.04	\$565.41	\$702.88	\$663.00					
Average Drug Claims Per EE	\$177.65	\$205.31	\$214.96	\$196.28	\$222.66	\$215.43	\$174.58	\$242.90					
Total Fixed Costs	\$401,338	\$401,763	\$401,931	\$402,789	\$401,609	\$406,321	\$420,488	\$420,926					\$3,257,165
Total Costs (Claims + Fixed)	\$4,020,165	\$4,425,020	\$5,059,551	\$5,305,069	\$4,376,594	\$4,897,724	\$5,468,506	\$5,638,911					\$39,191,540
Total Premium	\$4,625,305	\$4,630,550	\$4,631,202	\$4,628,405	\$4,616,854	\$4,638,802	\$4,692,747	\$4,706,356					\$37,170,221
Total Costs vs. Premium	•			•		•	•			•			
\$ Variance	\$605,140	\$205,530	(\$428,349)	(\$676,664)	\$240,260	(\$258,922)	(\$775,759)	(\$932,555)					(\$2,021,319)
% Variance	86.9%	95.6%	109.2%	114.6%	94.8%	105.6%	116.5%	119.8%					105.4%



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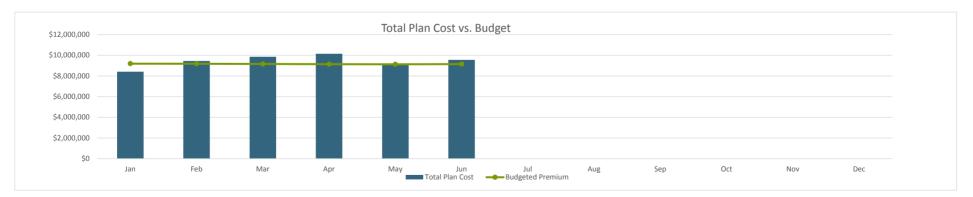


## **SJVIA**

#### **Total Cost Summary**

Plan Year January 1, 2016 through December 31, 2016

	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Average / Total
Enrollment													
Employee Only													
Employee + Spouse													
Employee + Child(ren)													
Employee + Family													
Total Employees	10,303	10,299	10,284	10,284	10,262	10,316	10,329	10,306					10,303
Paid Claims													
Medical	\$4,176,111	\$5,027,646	\$5,270,392	\$5,778,381	\$5,527,000	\$5,035,233	\$6,254,234	\$6,615,146					\$43,684,143
Prescription Drug	\$2,050,280	\$2,245,249	\$2,411,418	\$2,196,680	\$2,335,207	\$2,345,710	\$2,073,602	\$2,508,057					\$18,166,203
Capitation	\$1,379,797	\$1,375,903	\$1,371,411	\$1,367,367	\$1,367,218	\$1,366,918	\$1,370,512	\$1,361,527					\$10,960,653
Total Gross Paid Claims	\$7,606,188	\$8,648,798	\$9,053,221	\$9,342,428	\$9,229,425	\$8,747,861	\$9,698,348	\$10,484,730					\$72,810,999
<b>Total Pooled Claims</b>	\$0	\$0	\$0	\$0	\$974,407	\$0	\$0	\$0					\$974,407
Total Net Paid Claims	\$7,606,188	\$8,648,798	\$9,053,221	\$9,342,428	\$8,255,018	\$8,747,861	\$9,698,348	\$10,484,730					\$71,836,592
Average Cost Per Employee	\$738.25	\$839.77	\$880.32	\$908.44	\$804.43	\$847.99	\$938.94	\$1,017.34					\$871.98
Total Fixed Costs	\$802,658	\$801,974	\$800,848	\$800,553	\$799,336	\$803,653	\$818,858	\$817,004					\$6,444,884
Total Costs (Claims + Fixed)	\$8,408,846	\$9,450,772	\$9,854,069	\$10,142,981	\$9,054,354	\$9,551,514	\$10,517,206	\$11,301,734					\$78,281,476
Total Premium	\$9,188,595	\$9,179,337	\$9,164,487	\$9,144,308	\$9,128,534	\$9,146,807	\$9,207,515	\$9,192,073					\$73,351,656
Total Costs vs. Premium													
\$ Variance	\$779,749	(\$271,435)	(\$689,582)	(\$998,673)	\$74,180	(\$404,707)	(\$1,309,691)	(\$2,109,661)					(\$4,929,820)
% Variance	91.5%	103.0%	107.5%	110.9%	99.2%	104.4%	114.2%	123.0%					106.7%



This analysis is for illustrative purposes only, and is not a guarantee of future expenses, claims costs, managed care savings, etc. There are many variables that can affect future health care costs including utilization patterns, catastrophic claims, changes in plan design, health care trend increases, etc. This analysis does not amend, extend, or alter the coverage provided by the actual insurance policies and contracts. Please see your policy or contact us for specific information or further details in this regard.