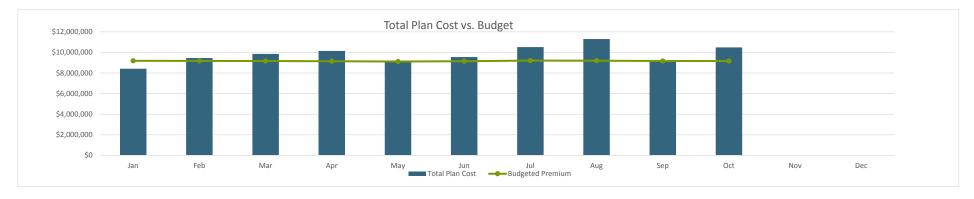


SJVIA

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	10,291	10,294			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	\$4,756,582	\$5,909,935			\$54,350,660
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	\$2,340,429	\$2,407,392			\$22,914,024
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	\$1,356,735	\$1,357,634			\$13,675,022
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	\$8,453,746	\$9,674,961			\$90,939,706
Total Pooled Claims	\$0	\$0	\$0	\$0	\$974,407	\$0	\$0	\$0	\$171,585	\$0			\$1,145,992
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	\$8,282,161	\$9,674,961			\$89,793,714
Average Cost Per Employee	\$738.25	\$839.77	\$880.32	\$908.44	\$804.43	\$847.99	\$938.94	\$1,017.34	\$804.80	\$939.86			\$872.05
Total Fixed Costs	\$802,658	\$801,974	\$800,848	\$800,553	\$799,336	\$803,653	\$818,858	\$817,004	\$814,756	\$816,007			\$8,075,647
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	\$9,096,917	\$10,490,968			\$97,869,361
Total Premium	\$9,188,606	\$9,179,348	\$9,164,499	\$9,144,320	\$9,116,071	\$9,146,818	\$9,207,527	\$9,192,085	\$9,163,719	\$9,164,660			\$91,667,653
Total Costs vs. Premium													
\$ Variance	\$779,760	(\$271,424)	(\$689,570)	(\$998,661)	\$61,717	(\$404,696)	(\$1,309,679)	(\$2,109,649)	\$66,802	(\$1,326,308)			(\$6,201,708)
% Variance	91.5%	103.0%	107.5%	110.9%	99.3%	104.4%	114.2%	123.0%	99.3%	114.5%			106.8%



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.

1

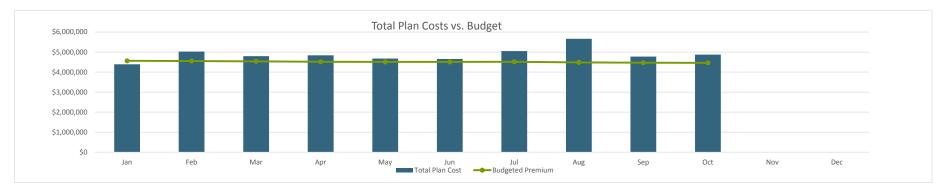


SJVIA

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	4,530	4,533			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	\$2,048,810	\$2,021,207			\$20,824,331
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	\$1,049,391	\$1,099,816			\$10,872,381
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	\$1,356,735	\$1,357,634			\$13,675,022
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	\$4,454,936	\$4,478,657			\$45,371,734
Total Pooled Claims / Rx Rebates	\$0	\$0	\$0	\$0	\$535,924	\$0	\$0	\$0	\$75,525	\$0			\$611,449
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	\$4,379,411	\$4,478,657			\$44,760,285
Average Med Claims Per EE	\$340.61	\$473.59	\$401.64	\$437.68	\$521.81	\$390.67	\$483.08	\$615.10	\$452.28	\$445.89			
Average Drug Claims Per EE	\$225.39	\$233.78	\$258.80	\$235.29	\$233.67	\$242.45	\$233.66	\$243.95	\$231.65	\$242.62			
Total Fixed Costs	\$401,320	\$400,211	\$398,917	\$397,764	\$397,727	\$397,332	\$398,370	\$396,078	\$394,690	\$395,263			\$3,977,672
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	\$4,774,101	\$4,873,920			\$48,737,957
Total Premium	\$4,563,301	\$4,548,798	\$4,533,297	\$4,515,915	\$4,511,691	\$4,508,016	\$4,514,780	\$4,485,729	\$4,466,980	\$4,460,339			\$45,108,846
Total Costs vs. Premium		•	•	•				•	•	•	•	•	
\$ Variance	\$174,620	(\$476,954)	(\$261,221)	(\$321,997)	(\$166,069)	(\$145,774)	(\$533,920)	(\$1,177,094)	(\$307,121)	(\$413,581)			(\$3,629,111)
% Variance	96.2%	110.5%	105.8%	107.1%	103.7%	103.2%	111.8%	126.2%	106.9%	109.3%			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.

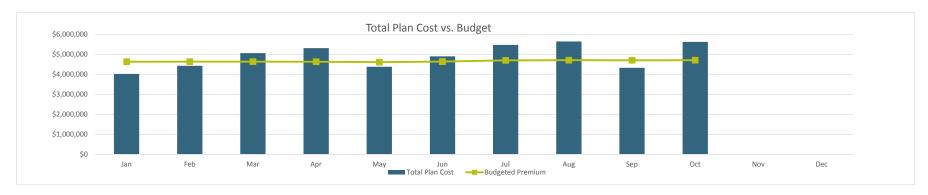


SJVIA

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	5,761	5,761			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	\$2,707,772	\$3,888,728			\$33,526,329
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	\$1,291,038	\$1,307,576			\$12,041,643
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	\$3,998,810	\$5,196,304			\$45,567,972
Total Pooled Claims / Rx Rebates	\$0	\$0	\$0	\$0	\$438,483	\$0	\$0	\$0	\$96,060	\$0			\$534,543
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	\$3,902,750	\$5,196,304			\$45,033,429
Average Med Claims Per EE	\$457.67	\$499.91	\$601.45	\$661.06	\$552.04	\$565.41	\$702.88	\$663.00	\$470.02	\$675.01			
Average Drug Claims Per EE	\$177.65	\$205.31	\$214.96	\$196.28	\$222.66	\$215.43	\$174.58	\$242.90	\$224.10	\$226.97			
Total Fixed Costs	\$401,338	\$401,763	\$401,931	\$402,789	\$401,609	\$406,321	\$420,488	\$420,926	\$420,066	\$420,744			\$4,097,975
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	\$4,322,816	\$5,617,048			\$49,131,404
Total Premium	\$4,625,305	\$4,630,550	\$4,631,202	\$4,628,405	\$4,604,380	\$4,638,802	\$4,692,747	\$4,706,356	\$4,696,739	\$4,704,321			\$46,558,807
Total Costs vs. Premium							•	•	•		•		
\$ Variance	\$605,140	\$205,530	(\$428,349)	(\$676,664)	\$227,786	(\$258,922)	(\$775,759)	(\$932,555)	\$373,923	(\$912,727)			(\$2,572,597)
% Variance	86.9%	95.6%	109.2%	114.6%	95.1%	105.6%	116.5%	119.8%	92.0%	119.4%			105.5%



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.