

Greater Tompkins County Municipal Health Insurance Consortium  
**Audit and Finance Committee**  
September 22, 2015  
2:30 p.m.  
Old Jail Conference Room

1. Call to Order (2:30) Thayer
2. Approve Minutes of August 25, 2015 Meeting (2:32)
3. Executive Director's Report (2:35) Barber
  - a. Other municipal interest
  - b. **Resolution:** Acceptance of Application by the Town of Virgil to Become a Participant in the Greater Tompkins County Municipal Health Insurance Consortium
4. Financial Update 2015 (2:45) Locey
  - a. **Resolution:** Recommend 2016 Budget and 2016 Premium Equivalent Rates
5. Metal Level Plans: (3:10)
  - a. **Resolution:** Adoption of the "Greater Tompkins County Municipal Health Insurance Consortium Standard Gold Plan" and "Greater Tompkins County Municipal Health Insurance Consortium Standard Silver Plan" for inclusion in the Greater Tompkins County Municipal Health Insurance Consortium's available benefit plan menu effective January 1, 2016
6. Update on BMI Audit Recommendations (3:20) Locey
7. Next Agenda Items (3:25)
8. Adjournment (3:30)

*Next meeting: October 27, 2015 – 2:30 p.m.*

**Minutes - draft**  
**Audit and Finance Committee**  
**August 25, 2015**  
**2:30 p.m.**  
**Old Jail Conference Room**

Present: Steve Thayer, Kathy Miller, Mack Cook, Chuck Rankin, Phil Vanwormer  
Absent: Laura Shawley, Peter Salton  
Guests: Don Barber, Judy Drake, Rick Snyder, Steve Locey

**Call to Order**

Mr. Thayer called the meeting to order at 2:30 p.m.

**Approval of Minutes of July 21, 2015**

It was MOVED by Mr. Cook, seconded by Mr. Rankin, and unanimously adopted by voice vote by members present, to approve the minutes of July 21, 2015 as corrected. MINUTES APPROVED.

**Executive Director's Report**

Mr. Barber thanked Mr. Vanwormer volunteering to serve on this Committee. He reported although their municipal boards have not taken action yet the Towns of Newfield, Virgil, and Cortlandville have expressed strong interest in joining the Consortium and currently have the Silver metal level plan. The Town of Truxton has also expressed some interest. The Cities of Elmira and Norwich will not be moving forward at this time.

Mr. Barber reported on HIPPA requirements and the Consortium handling information in a secure manner. With the assistance of the County's Information Technology Department a secure solution has been found to transit information. New e-mail addresses have been created for the Consortium and Executive Director under the County's e-mail program. Mr. Locey suggested making an announcement at the next Board meeting that Excellus has way to communicate through a secure e-mail message that can be replied to securely.

Invoices

Mr. Snyder said the August 13, 2015 invoice for the Bonadio Group in the amount of \$2,220 will bring the total amount paid to date to \$21,000. The contract for the year is \$22,000; he asked that the Committee consider increasing the budget by \$2,500 as the final quarter has yet to be billed. The second invoice was for Hancock Estabrook in the amount of \$881.25. It was not felt that the budget needed to be amended if the cost for the Bonadio Group exceeded the budgeted amount as there are sufficient funds in the budget.

It was MOVED by Ms. Miller, seconded by Mr. Rankin, and unanimously adopted by voice vote by members present, to approve the above invoices. MOTION CARRIED.

**TC3 Billing**

Mr. Snyder provided an update on the TC3 billing issue and said good progress has been made towards resolving the outstanding payments. At this time the total outstanding amount has been brought down from \$82,400 at the last meeting to \$18,282.

Audit and Finance Committee  
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Mr. Locey suggested the College pay the full bill and then be responsible to take care of the internal mechanism to collect funds from within the four units itself rather than involve the Consortium. Mr. Snyder said he is working towards making this happen.

**Code of Ethics**

**RESOLUTION NO.            2015 - AMENDMENT TO GREATER TOMPKINS COUNTY  
MUNICIPAL HEALTH INSURANCE CONSORTIUM CODE  
OF ETHICS POLICY AND DESIGNATING COMMUNITY  
DISPUTE RESOLUTION CENTER AS NEUTRAL THIRD  
PARTY**

MOVED by Mr. Rankin, seconded by Mr. Thayer, and unanimously adopted by voice vote by members present.

WHEREAS, Section 15 of the GTCMHIC Board of Directors Resolution 001-2014 regarding adoption of Code of Ethics reads as follows:

*“Reporting of Ethics Violations. When becoming aware of a possible violation of the Consortium’s Code of Ethics, employees, Board of Directors, employees of members, and the public may report the matter to the Consortium Attorney-in-fact, John Powers, Esq.. In reporting the matter, members may choose to go on record as the complainant or report the matter on a confidential basis.”*

WHEREAS, the Consortium’s Attorney-In-Fact is willing to receive a report of a potential Code of Ethics violation, he feels that the process for resolving if any violation has occurred and the possible remedy is codified in the Article V of the Municipal Cooperative Agreement (MCA), and

WHEREAS, the Code of Ethics is silent on the process for resolving if any violation has occurred and the possible remedy, and

WHEREAS the 2015 Amended Municipal Cooperative Agreement amends Article V to include Board Member or Committee Person in addition to Participant stated in the previous MCA, and

WHEREAS, the Audit and Finance has determined that Disputes arising within the Code of Ethics could involve persons which is not accounted for in MCA Article V and that with persons, as opposed to “Participants” (entities), mediation is a common and often productive intermediate step to resolution and agreement ahead of a formal finding and Board of Directors determination of a ruling, and

WHEREAS, a neutral third party is desired to mediate and, if needed, conduct the review process, and make a recommendation for resolution to the Executive Committee as stated in 2015 Amended MCA Article V.3.a.(i), and

WHEREAS, the Community Dispute and Resolution Center of Tompkins County provides such services and is willing to serve in the neutral third party role for any Greater Tompkins County Municipal Health Insurance Company reported ethics violations, now therefore be it

Audit and Finance Committee  
August 25, 2015

RESOLVED, That the Audit and Finance Committee of the GTCMHIC Board of Directors hereby recommends that section 15 of the adopted Code of Ethics be amended to read:

“15. Reporting of Ethics Violations. When becoming aware of a possible violation of the Consortium's Code of Ethics, employees, Board of Directors, employees of members, and the public may report the matter to the Consortium Attorney-in-fact, John Powers, Esq.. In reporting the matter, members may choose to go on record as the complainant or report the matter on a confidential basis. **The Attorney-In-Fact will collect all information presented regarding the matter and send that information to the neutral third party designation by the Board of Directors for mediation and conduct the review process, and make a recommendation for resolution to the Executive Committee as stated in 2015 Amended MCA Article V.3.a.(i)**” ,

RESOLVED, further, That the Community Dispute and Resolution Center of Tompkins County is designated as the neutral third party in the event of requested ethics review.

\* \* \* \* \*

### **Financial Update**

Mr. Locey distributed financial information through July and also a paid claims analysis. He said financial report through July will be revised to reflect a payment for the NYS Graduate Medical expense that has been paid. Net income to date is slightly over \$4 million. In terms of claims payments in July medical claims were under \$1.2 million and drug claims was under \$400,000. He noted these were very light in comparison with normal months and expects some catch up in August. Total revenue to date is approximately 1% below budget which is predominantly because a prescription drug rebate has not been received yet. Claims expenses are significantly below budget; medical claims are 19.5% below budget (\$14.6 million was budgeted and claims through July were \$11.8 million). With regard to drug claims, they are 4.44% below budget. The Consortium now has \$4.6 million in income which is more than \$3 million more than anticipated for this time but something that needs to be monitored.

Mr. Thayer asked what is driving the low claims. Mr. Locey said large losses are a major factor. He distributed a Stop Loss Claims History for 2011-2014 and noted there was only one large loss claims in 2014. There were three claims in each of the years 2011, 2012, and 2013. In 2014 there was one claim. In comparing 2015 to 2014 there have been even lighter claims. Last year there was a laser and that case only produced claims in the amount of \$175,000 when the Stop Loss carrier even expected a claim of over \$1 million. He has not looked into other claims to see if there may be other causes. He said he is interested if the new arrangement Cayuga Area Physicians has with Excellus has had any impact and will see if he can get any information on this.

Mr. Locey said the recent trend in claims has lowered the overall trend in claims is slightly over 6%. This will provide an opportunity to do something better than had previously been projected in terms of setting the 2016 budget.

He reviewed a spreadsheet showing 2014-2019 budget projections containing a 4% premium rate increase for 2016 and 5% for 2017-2019, noting that even with those progressions in premium the information still shows an \$8 million unencumbered balance which is over the 18% target that will be discussed later as a target fund balance. A full report will be made available at the next meeting.

Ms. Drake said it hasn't been the usual practice to set rates when the Consortium adopts its budget; however, it appears this may need to be done given the metal level plans. Mr. Locey said no changes are being made to the metal level plan benefits in 2016 so they will receive the same increase as the other plans. In 2016 the rates will need to be developed for the 2017 budget and everything will need to be approved at the same time. Ms. Drake asked if this could be done for the 2016 budget. Mr. Locey said this can be done and will prepare the information for Committee's next meeting and subsequent approval by the Board of Directors.

Mr. Barber asked if Mr. Locey is comfortable with numbers presented on the Stop Loss. He said he was although it is difficult to translate the Stop Loss information that is contained on the Treasurer's report to the spreadsheet he prepares. Mr. Snyder will show Mr. Locey how information comes in for the Treasurer's report in comparison to how it is presented on the JURAT.

### **BMI Audit Recommendations**

Mr. Locey distributed a memorandum dated August 25, 2014 containing a response to the BMI Audit Findings. He reviewed the areas of findings Locey and Cahill compiled into different categories and will keep the Committee updated. The Committee was in agreement with the information and plan outlined in Mr. Locey's memorandum.

### **Prescription Drug Claims Audit**

Mr. Locey reported after negotiation BMI has reduced its price for the prescription drug claims audit down from \$35,000 to \$27,500. They will be forwarding details and a contract for signature. He will work with Lisa Christian to break out the Audit fees in the budget and the budget memo will contain a description of each.

### **Wellness Component for Metal Level Plans**

Mr. Cook said the metal level plans call for a wellness component that is not yet in effect. After several months of discussion the Owing Your Own Health Committee has recommended the Blue4U Program. The financial impact of this is \$150 per participant who avails themselves of the opportunity to participate in the program. After discussion with Mayor Suits of the Village of Homer it is expected that municipality which has the Platinum Plan will have ten participants and an projected expense of \$1,500. He said Mayor Suits has done some research on this and she would like to do an analysis on what the impact on claims will be on that small group. He said there will not be a significant financial impact on the Consortium by adding this wellness component and believes there would be an advantage to moving forward with a proactive preventive wellness component.

Mr. Locey said anyone coming into one of the metal level plans in the Consortium already has a wellness component so replicating that within the Consortium is something that needs to be done.

### **Review of Process for Making Changes to the Actuarial Value of Benefit Plans**

Mr. Locey walked the Committee through the effects of changes being made to different elements within the Gold metal level plan with a goal to stay within the standard deviation of 2%. He said the deductible is the biggest driver in the actuarial value and demonstrated how a change to this can impact the actuarial value; he noted changes are restricted to certain increments. Areas where changes can be made include the deductible, coinsurance, out-of-

pocket maximum, and various benefit co-pays; however, changing areas such as co-pays would require a significant increase in comparison to changing the deductible. He demonstrated how all of the items within a plan have different co-pays that impact the calculation in different strengths. As he made changes to different plan parameters he ran the calculation and called attention to the impact elements can have on the actuarial value and whether it stayed within the standard deviation. It was also noted that this information and process is also being shared with the Joint Committee on Plan Structure and Design.

Mr. Barber asked if Mr. Locey had run numbers for 2014 and 2015 to see the impact of the federal data change; he said he did not but would do that. Mr. Barber suggested also looking at what Excellus has done with its plans; Mr. Locey said he has asked for this information.

Mr. Cook suggested consideration be given to adding a fourth tier to the prescription plan that would include men's high-cost performance enhancing drugs that are not medically necessary. He said he is not in favor of moving biologics into a fourth tier but would support moving elective performance drugs into a fourth tier as this would not impact medical care. Mr. Locey said an actuary could be asked to prepare a report on things that are typically looked at that would include what the impact would be based on usage and the Consortium's performance. It would be a lot of work but is possible.

#### **Establishing Fund Balance Target**

Mr. Barber presented projected fund balance numbers from a calculation he performed:

2015 – 29.4%  
2016 – 32.5%  
2017 – 32.9%  
2018 – 28.2%  
2019 – 19.9%

It was MOVED by Mr. Rankin, seconded by Mr. Vanwormer, and unanimously adopted by voice vote by members present to approve the following Motion: "Resolved, That when conducting the five-year pro-forma budget analysis that the Audit and Finance Committee of the Greater Tompkins County Municipal Health Insurance Consortium will endeavor to maintain a fund balance of 18% of predicted premium. MOTION CARRIED.

This does not require action by the Board of Directors but will be reported on at the next meeting.

#### **Next Agenda Items**

The following items were suggested for inclusion on the next agenda:

Approve the 2016 Budget and Premium Equivalent Rates  
Adopt metal level plan rates;  
BMI Update

#### **Adjournment**

The meeting adjourned at 4:10 p.m.

Audit and Finance Committee  
August 25, 2015

Respectfully submitted by Michelle Pottorff, Administrative Clerk



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**RESOLUTION NO. - ACCEPTANCE OF APPLICATION BY THE TOWN OF VIRGIL TO  
BECOME A PARTICIPANT IN THE GREATER TOMPKINS  
COUNTY MUNICIPAL HEALTH INSURANCE CONSORTIUM**

WHEREAS, by Resolution No. 005 of 2012 and amended by Resolution No. 27 of 2014 the Consortium Board of Directors adopted a policy outlining a process of applying for membership to the Consortium, and

WHEREAS, the Town of Virgil has submitted an official resolution authorizing the Town of Virgil to join the Consortium in accordance with the terms and conditions outlined in the Municipal Cooperative Agreement, and

WHEREAS, the Town of Virgil has complied with membership process outlined in Resolution No. 005 of 2012 and amended by Resolution No. 027 of 2014 and has submitted copies of financial reports which have been reviewed and found acceptable by the Consortium's Treasurer, Chief Financial Officer and/or the Consortium's Auditor, now therefore be it

RESOLVED, That the Greater Tompkins County Municipal Health Insurance Consortium, accepts and welcomes the Town of Virgil as the 18th municipal participant, with health insurance coverage beginning January 1, 2016,

RESOLVED, further, That the Board of Directors waives the requirement of payment of 5% of premium to the Surplus Reserve Account,

RESOLVED, further, That the Board of Directors determines that the terms of assessing the prorata share of any surplus or deficit to the applicant shall at the time the applicant leaves the Consortium or upon dissolution of the Consortium shall be based on their share of any deficit or being paid their share of any surplus that was generated during their years of participation. The Board of Directors would identify the surplus or deficit which exists on the date of entry and again on the date of withdrawal or dissolution and bill or pay the applicant accordingly.

\* \* \* \* \*



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**RESOLUTION NO. - 2015 - ADOPTION OF 2016 BUDGET**

WHEREAS, the proposed 2016 budget was presented by the Consultant and was unanimously recommended by the Audit and Finance Committee at the September 23, 2015 meeting for submission to the Board for its review, and

WHEREAS, notable items included in the proposed budget are the following:

- Premium increase of 4% over 2015 rates
- Central NY paid claims trends continues at 8.85% increase, but group trend is lower allowing fund balance to be used to produce a rate change much lower than wider claims trend
- IBNR (Incurred But Not Reported) and Rate Stabilization Reserve funds are increased by 8.85% and Statutory required Surplus account is increased by 5%

now therefore be it

RESOLVED, That the attached 2016 budget and premium equivalent rates for the Greater Tompkins County Municipal Health Insurance Consortium is hereby approved.

\* \* \* \* \*



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**RESOLUTION NO. 2015 - ADOPTION OF THE “GREATER TOMPKINS COUNTY MUNICIPAL HEALTH INSURANCE CONSORTIUM STANDARD GOLD PLAN” AND “GREATER TOMPKINS COUNTY MUNICIPAL HEALTH INSURANCE CONSORTIUM STANDARD SILVER PLAN” FOR INCLUSION IN THE GREATER TOMPKINS COUNTY MUNICIPAL HEALTH INSURANCE CONSORTIUM’S AVAILABLE BENEFIT PLAN MENU EFFECTIVE JANUARY 1, 2016**

WHEREAS, the Greater Tompkins County Municipal Health Insurance Consortium (Consortium) is a self-insured municipal cooperative health benefit plan operating pursuant to a Certificate of Authority issued on October 1, 2010 in accordance with the provisions of Article 47 of the New York State Health Insurance Law, and

WHEREAS, the Consortium’s consultant, Locey and Cahill, LLC and medical claims administrator, Excellus BlueCross BlueShield, have collaboratively developed the “Greater Tompkins County Municipal Health Insurance Consortium Standard Gold and Silver Plan” which is consistent with and meets the standards for Gold and Silver level benefit plans as defined by the Patient Protection and Affordable Care Act, and

WHEREAS the “Greater Tompkins County Municipal Health Insurance Consortium Standard Gold Plan” will have an Actuarial Value as defined by the Patient Protection and Affordable Care Act equal to an overall plan benefit for the average participant of 80%, and

WHEREAS the “Greater Tompkins County Municipal Health Insurance Consortium Standard Silver Plan” will have an Actuarial Value as defined by the Patient Protection and Affordable Care Act equal to an overall plan benefit for the average participant of 70%, and

WHEREAS, the Joint Committee on Plan Structure and Design has reviewed the details of the “GTCMHIC Standard Gold and Silver Plans”, and

WHEREAS, the addition of this Plan or other metal level Plans of coverage will not diminish, alter, or eliminate any current medical or prescription drug plans offered by the Consortium, and

WHEREAS, comparable benefit plans are available to the Consortium’s Participating Municipalities either through the Patient Protection and Affordable Care Act Health Insurance Exchange or on the private health insurance marketplace, and

WHEREAS, several Participating Municipalities in the Consortium are seeking plan designs consistent with the metal levels of coverage as defined by the Patient Protection and Affordable Care Act, now therefore be it

RESOLVED, That the Greater Tompkins County Municipal Health Insurance Consortium Joint Committee on Plan Structure and Design recommends adoption of the “Greater

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PARTY**

Tompkins County Municipal Health Insurance Consortium Standard Gold Plan” and “Greater Tompkins County Municipal Health Insurance Consortium Standard Silver Plan” for inclusion in the Greater Tompkins County Municipal Health Insurance Consortium’s available benefit plan menu to be effective January 1, 2016,

RESOLVED, further, the Consortium Joint Committee on Plan Structure and Design recommends that Said Actuarial Value be calculated annually by the rating and underwriting department at Excellus BlueCross BlueShield or an independent actuarial firm using the Actuarial Value Calculator developed by the Centers for Medicare & Medicaid Services (CMS) Center for Consumer Information & Insurance Oversight (CCIIO) which was implemented in accordance with the Patient Protection and Affordable Care Act. If such calculator is no longer available or in use, the Consortium Joint Committee on Plan Structure and Design recommends an independent Actuary develop the Actuarial Value of the health insurance plan on an annual basis. In either case, it is the intent that the result will represent an empirical estimate of the Actuarial Value calculated in a manner that provides a close approximation to the actual average spending by a wide range of consumers in a standard population and that said Actuarial Value will be equal to or greater than 80% within an acceptable deviation of + or – 2% for the Standard Gold Plan and Actuarial Value will be equal to or greater than 70% within an acceptable deviation of + or – 2% for the Standard Silver Plan.

Greater Tompkins County Municipal Health Insurance Consortium (GTCMHIC)

2015 Treasurer's Report Data (Cash Basis)

|                                       | Jan-15                 | Feb-15                 | Mar-15                 | Apr-15                 | May-15                 | Jun-15                 | Jul-15                 | 2015 Actual Results    | Quarterly Financial Results |                        |                        |                        | Year                   |                        |
|---------------------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-----------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
|                                       |                        |                        |                        |                        |                        |                        |                        |                        | 2015 1st Quarter            | 2015 2nd Quarter       | 2015 3rd Quarter       | 2015 4th Quarter       | 2015                   |                        |
| <b>Beginning Balance</b>              | \$14,771,429.76        | \$15,671,056.90        | \$16,709,861.43        | \$16,383,705.22        | \$16,863,189.11        | \$17,854,737.40        | \$17,992,131.70        | \$14,771,429.76        | \$14,771,429.76             | \$16,383,705.22        | \$17,992,131.70        | \$19,405,003.65        | \$19,405,003.65        | \$14,771,429.76        |
| <b>Income</b>                         |                        |                        |                        |                        |                        |                        |                        |                        |                             |                        |                        |                        |                        |                        |
| Medical Plan Premiums                 | \$3,135,736.85         | \$3,126,949.56         | \$3,126,949.56         | \$3,148,559.31         | \$3,136,441.01         | \$3,119,057.60         | \$3,129,970.05         | \$21,923,663.94        | \$9,389,635.97              | \$9,404,057.92         | \$3,129,970.05         | \$0.00                 | \$0.00                 | \$21,923,663.94        |
| Ancillary Benefit Plan Premiums       | \$10,476.20            | \$10,602.60            | \$10,530.54            | \$10,575.64            | \$10,429.38            | \$10,128.60            | \$10,446.34            | \$73,189.30            | \$31,609.34                 | \$31,133.62            | \$10,446.34            | \$0.00                 | \$0.00                 | \$73,189.30            |
| Interest                              | \$1,015.47             | \$1,004.92             | \$1,201.06             | \$1,078.37             | \$966.08               | \$1,026.91             | \$1,092.07             | \$7,384.88             | \$3,221.45                  | \$3,071.36             | \$1,092.07             | \$0.00                 | \$0.00                 | \$7,384.88             |
| Rx Rebates                            | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |
| Stop-Loss Claim Reimbursements        | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |
| Other                                 | \$0.00                 | \$0.00                 | \$1,187.61             | \$0.00                 | \$0.00                 | \$0.00                 | \$350.30               | \$1,537.91             | \$1,187.61                  | \$0.00                 | \$350.30               | \$0.00                 | \$0.00                 | \$1,537.91             |
| <b>Total Income</b>                   | <b>\$3,147,228.52</b>  | <b>\$3,138,557.08</b>  | <b>\$3,139,868.77</b>  | <b>\$3,160,213.32</b>  | <b>\$3,147,836.47</b>  | <b>\$3,130,213.11</b>  | <b>\$3,141,858.76</b>  | <b>\$22,005,776.03</b> | <b>\$9,425,654.37</b>       | <b>\$9,438,262.90</b>  | <b>\$3,141,858.76</b>  | <b>\$0.00</b>          | <b>\$0.00</b>          | <b>\$22,005,776.03</b> |
| <b>Expenses</b>                       |                        |                        |                        |                        |                        |                        |                        |                        |                             |                        |                        |                        |                        |                        |
| Medical Paid Claims                   | \$1,360,181.92         | \$1,592,886.30         | \$2,264,768.23         | \$1,808,200.04         | \$1,473,438.60         | \$2,063,868.71         | \$1,189,596.15         | \$11,752,939.95        | \$5,217,836.45              | \$5,345,507.35         | \$1,189,596.15         | \$0.00                 | \$0.00                 | \$11,752,939.95        |
| Rx Paid Claims                        | \$677,620.79           | \$302,648.33           | \$1,000,227.97         | \$682,882.72           | \$675,327.49           | \$744,987.77           | \$373,577.92           | \$4,457,272.99         | \$1,980,497.09              | \$2,103,197.98         | \$373,577.92           | \$0.00                 | \$0.00                 | \$4,457,272.99         |
| Medical Admin Fees                    | \$75,406.90            | \$76,170.56            | \$75,874.71            | \$77,398.87            | \$75,437.09            | \$76,170.56            | \$76,366.02            | \$532,824.71           | \$227,748.02                | \$228,710.67           | \$76,366.02            | \$0.00                 | \$0.00                 | \$532,824.71           |
| Rx Admin Fees                         | \$6,958.00             | \$3,409.00             | \$9,885.00             | \$7,477.00             | \$6,535.00             | \$6,519.00             | \$3,100.00             | \$43,883.00            | \$20,252.00                 | \$20,531.00            | \$3,100.00             | \$0.00                 | \$0.00                 | \$43,883.00            |
| Flue Clinic Fees                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |
| NYS Graduate Medical Exp.             | \$19,921.90            | \$19,805.22            | \$19,962.08            | \$19,817.81            | \$19,784.42            | \$19,772.25            | \$0.00                 | \$119,063.68           | \$59,689.20                 | \$59,374.48            | \$0.00                 | \$0.00                 | \$0.00                 | \$119,063.68           |
| ACA PCORI Fee                         | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |
| ACA Trans. Reins. Program Fee         | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |
| Stop-Loss Insurance                   | \$59,837.75            | \$59,837.75            | \$59,837.75            | \$34,642.64            | -\$131,250.61          | \$53,418.38            | \$53,541.62            | \$189,865.28           | \$179,513.25                | -\$43,189.59           | \$53,541.62            | \$0.00                 | \$0.00                 | \$189,865.28           |
| Advance Deposit / Pre-Paid Claims     | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |
| Legal Fees                            | \$0.00                 | \$3,190.00             | \$3,561.25             | \$0.00                 | \$2,908.12             | \$4,523.75             | \$881.25               | \$15,064.37            | \$6,751.25                  | \$7,431.87             | \$881.25               | \$0.00                 | \$0.00                 | \$15,064.37            |
| Executive Director Fees               | \$0.00                 | \$2,407.71             | \$3,662.50             | \$2,814.25             | \$2,690.30             | \$2,992.50             | \$1,395.50             | \$15,962.76            | \$6,070.21                  | \$8,497.05             | \$1,395.50             | \$0.00                 | \$0.00                 | \$15,962.76            |
| Consultant Fees                       | \$5,848.10             | \$6,031.70             | \$6,356.40             | \$14,500.00            | \$4,500.00             | \$7,651.80             | \$3,937.30             | \$48,825.30            | \$18,236.20                 | \$26,651.80            | \$3,937.30             | \$0.00                 | \$0.00                 | \$48,825.30            |
| Accounting Fees                       | \$3,040.80             | \$3,040.80             | \$9,355.99             | \$14,028.64            | \$4,485.21             | \$3,047.66             | \$3,042.76             | \$40,041.86            | \$15,437.59                 | \$21,561.51            | \$3,042.76             | \$0.00                 | \$0.00                 | \$40,041.86            |
| Actuarial Fees                        | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |
| Audit Fees                            | \$0.00                 | \$19,800.00            | \$0.00                 | \$10,000.00            | \$9,900.00             | \$0.00                 | \$0.00                 | \$39,700.00            | \$19,800.00                 | \$19,900.00            | \$0.00                 | \$0.00                 | \$0.00                 | \$39,700.00            |
| Insurances (D&O / Prof. Liab.)        | \$28,159.80            | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$2,346.67             | \$30,506.47            | \$28,159.80                 | \$0.00                 | \$2,346.67             | \$0.00                 | \$0.00                 | \$30,506.47            |
| Internal Coordination (Finance)       | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |
| Internal Coordination (Support)       | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |
| Surety Bond Fee / Loan Interest       | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |
| Payment Refund                        | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |
| Ancillary Benefit Premiums            | \$10,539.40            | \$10,338.48            | \$10,575.64            | \$10,429.38            | \$10,356.90            | \$10,411.26            | \$10,634.72            | \$73,285.78            | \$31,453.52                 | \$31,197.54            | \$10,634.72            | \$0.00                 | \$0.00                 | \$73,285.78            |
| Other Expenses / Supplies             | \$86.02                | \$186.70               | \$1,661.61             | \$62.24                | \$213.88               | \$186.64               | \$10,566.90            | \$12,965.99            | \$1,934.33                  | \$464.76               | \$10,566.90            | \$0.00                 | \$0.00                 | \$12,965.99            |
| <b>Total Expenses</b>                 | <b>\$2,247,601.38</b>  | <b>\$2,099,752.55</b>  | <b>\$3,466,024.98</b>  | <b>\$2,680,729.43</b>  | <b>\$2,156,288.18</b>  | <b>\$2,992,818.81</b>  | <b>\$1,728,986.81</b>  | <b>\$17,372,202.14</b> | <b>\$7,813,378.91</b>       | <b>\$7,829,836.42</b>  | <b>\$1,728,986.81</b>  | <b>\$0.00</b>          | <b>\$0.00</b>          | <b>\$17,372,202.14</b> |
| <b>Net Income</b>                     | <b>\$899,627.14</b>    | <b>\$1,038,804.53</b>  | <b>-\$326,156.21</b>   | <b>\$479,483.89</b>    | <b>\$991,548.29</b>    | <b>\$137,394.30</b>    | <b>\$1,412,871.95</b>  | <b>\$4,633,573.89</b>  | <b>\$1,612,275.46</b>       | <b>\$1,608,426.48</b>  | <b>\$1,412,871.95</b>  | <b>\$0.00</b>          | <b>\$0.00</b>          | <b>\$4,633,573.89</b>  |
| <b>Ending Balance</b>                 | <b>\$15,671,056.90</b> | <b>\$16,709,861.43</b> | <b>\$16,383,705.22</b> | <b>\$16,863,189.11</b> | <b>\$17,854,737.40</b> | <b>\$17,992,131.70</b> | <b>\$19,405,003.65</b> | <b>\$19,405,003.65</b> | <b>\$16,383,705.22</b>      | <b>\$17,992,131.70</b> | <b>\$19,405,003.65</b> | <b>\$19,405,003.65</b> | <b>\$19,405,003.65</b> | <b>\$19,405,003.65</b> |
| <b>Liabilities and Reserves</b>       |                        |                        |                        |                        |                        |                        |                        |                        |                             |                        |                        |                        |                        |                        |
| IBNR Reserve                          | \$3,961,856.66         | \$3,961,856.66         | \$3,961,856.66         | \$3,961,856.66         | \$3,961,856.66         | \$3,961,856.66         | \$3,961,856.66         | \$3,961,856.66         | \$3,961,856.66              | \$3,961,856.66         | \$3,961,856.66         | \$3,961,856.66         | \$3,961,856.66         | \$3,961,856.66         |
| Surplus Account                       | \$1,893,446.90         | \$1,893,446.90         | \$1,893,446.90         | \$1,893,446.90         | \$1,893,446.90         | \$1,893,446.90         | \$1,893,446.90         | \$1,893,446.90         | \$1,893,446.90              | \$1,893,446.90         | \$1,893,446.90         | \$1,893,446.90         | \$1,893,446.90         | \$1,893,446.90         |
| Claims / Rate Stabilization Reserve   | \$1,650,773.61         | \$1,650,773.61         | \$1,650,773.61         | \$1,650,773.61         | \$1,650,773.61         | \$1,650,773.61         | \$1,650,773.61         | \$1,650,773.61         | \$1,650,773.61              | \$1,650,773.61         | \$1,650,773.61         | \$1,650,773.61         | \$1,650,773.61         | \$1,650,773.61         |
| Catastrophic Claims Reserve           | \$1,050,000.00         | \$1,050,000.00         | \$1,050,000.00         | \$1,050,000.00         | \$1,050,000.00         | \$1,050,000.00         | \$1,050,000.00         | \$1,050,000.00         | \$1,050,000.00              | \$1,050,000.00         | \$1,050,000.00         | \$1,050,000.00         | \$1,050,000.00         | \$1,050,000.00         |
| <b>Total Liabilities and Reserves</b> | <b>\$8,556,077.17</b>       | <b>\$8,556,077.17</b>  | <b>\$8,556,077.17</b>  | <b>\$8,556,077.17</b>  | <b>\$8,556,077.17</b>  | <b>\$8,556,077.17</b>  |
| <b>Unencumbered Fund Balance</b>      | <b>\$7,114,979.73</b>  | <b>\$8,153,784.26</b>  | <b>\$7,827,628.05</b>  | <b>\$8,307,111.94</b>  | <b>\$9,298,660.23</b>  | <b>\$9,436,054.53</b>  | <b>\$10,848,926.48</b> | <b>\$10,848,926.48</b> | <b>\$7,827,628.05</b>       | <b>\$9,436,054.53</b>  | <b>\$10,848,926.48</b> | <b>\$10,848,926.48</b> | <b>\$10,848,926.48</b> | <b>\$10,848,926.48</b> |
| <b>Monthly Contract Count</b>         | <b>2,299</b>           | <b>2,311</b>           | <b>2,307</b>           | <b>2,307</b>           | <b>2,309</b>           | <b>2,309</b>           | <b>2,306</b>           | <b>16,148</b>          | <b>6,917</b>                | <b>6,925</b>           | <b>2,306</b>           | <b>0</b>               | <b>0</b>               | <b>16,148</b>          |
| <b>Monthly Covered Lives</b>          | <b>5,037</b>           | <b>5,048</b>           | <b>5,029</b>           | <b>5,026</b>           | <b>5,025</b>           | <b>5,016</b>           | <b>5,020</b>           | <b>35,201</b>          | <b>15,114</b>               | <b>15,067</b>          | <b>5,020</b>           | <b>0</b>               | <b>0</b>               | <b>35,201</b>          |

Greater Tompkins County Municipal Health Insurance Consortium (GTCMHIC)  
2015 Treasurer's Report Data (Cash Basis)

|                                       | Jan-15              | Feb-15              | Mar-15              | Apr-15              | May-15              | Jun-15              | Jul-15              | 2015<br>Actual Results | Quarterly Financial Results |                     |                     |                     | Year                |                   |
|---------------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------------------|-----------------------------|---------------------|---------------------|---------------------|---------------------|-------------------|
|                                       |                     |                     |                     |                     |                     |                     |                     |                        | 2015<br>1st Quarter         | 2015<br>2nd Quarter | 2015<br>3rd Quarter | 2015<br>4th Quarter | 2015                |                   |
| <b>Beginning Balance</b>              | \$14,771,430        | \$15,671,057        | \$16,709,861        | \$16,383,705        | \$16,863,189        | \$17,854,737        | \$17,992,132        | \$14,771,430           | \$14,771,430                | \$16,383,705        | \$17,992,132        | \$19,405,004        | \$19,405,004        | 14,771,430        |
| <b>Income</b>                         |                     |                     |                     |                     |                     |                     |                     |                        |                             |                     |                     |                     |                     |                   |
| Medical Plan Premiums                 | \$3,135,737         | \$3,126,950         | \$3,126,950         | \$3,148,559         | \$3,136,441         | \$3,119,058         | \$3,129,970         | \$21,923,664           | \$9,389,636                 | \$9,404,058         | \$3,129,970         | \$0                 | \$0                 | 21,923,664        |
| Ancillary Benefit Plan Premiums       | \$10,476            | \$10,603            | \$10,531            | \$10,576            | \$10,429            | \$10,129            | \$10,446            | \$73,189               | \$31,609                    | \$31,134            | \$10,446            | \$0                 | \$0                 | 73,189            |
| Interest                              | \$1,015             | \$1,005             | \$1,201             | \$1,078             | \$966               | \$1,027             | \$1,092             | \$7,385                | \$3,221                     | \$3,071             | \$1,092             | \$0                 | \$0                 | 7,385             |
| Rx Rebates                            | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                    | \$0                         | \$0                 | \$0                 | \$0                 | \$0                 | 0                 |
| Stop-Loss Claim Reimbursements        | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                    | \$0                         | \$0                 | \$0                 | \$0                 | \$0                 | 0                 |
| Other                                 | \$0                 | \$0                 | \$1,188             | \$0                 | \$0                 | \$0                 | \$350               | \$1,538                | \$1,188                     | \$0                 | \$350               | \$0                 | \$0                 | 1,538             |
| <b>Total Income</b>                   | <b>\$3,147,229</b>  | <b>\$3,138,557</b>  | <b>\$3,139,869</b>  | <b>\$3,160,213</b>  | <b>\$3,147,836</b>  | <b>\$3,130,213</b>  | <b>\$3,141,859</b>  | <b>\$22,005,776</b>    | <b>\$9,425,654</b>          | <b>\$9,438,263</b>  | <b>\$3,141,859</b>  | <b>\$0</b>          | <b>\$0</b>          | <b>22,005,776</b> |
| <b>Expenses</b>                       |                     |                     |                     |                     |                     |                     |                     |                        |                             |                     |                     |                     |                     |                   |
| Medical Paid Claims                   | \$1,360,182         | \$1,592,886         | \$2,264,768         | \$1,808,200         | \$1,473,439         | \$2,063,869         | \$1,189,596         | \$11,752,940           | \$5,217,836                 | \$5,345,507         | \$1,189,596         | \$0                 | \$0                 | 11,752,940        |
| Rx Paid Claims                        | \$677,621           | \$302,648           | \$1,000,228         | \$682,883           | \$675,327           | \$744,988           | \$373,578           | \$4,457,273            | \$1,980,497                 | \$2,103,198         | \$373,578           | \$0                 | \$0                 | 4,457,273         |
| Medical Admin Fees                    | \$75,407            | \$76,171            | \$75,875            | \$75,875            | \$77,399            | \$75,437            | \$76,366            | \$532,825              | \$227,748                   | \$228,711           | \$76,366            | \$0                 | \$0                 | 532,825           |
| Rx Admin Fees                         | \$6,958             | \$3,409             | \$9,885             | \$7,477             | \$6,535             | \$6,519             | \$3,100             | \$43,883               | \$20,252                    | \$20,531            | \$3,100             | \$0                 | \$0                 | 43,883            |
| Flu Clinic Fees                       | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                    | \$0                         | \$0                 | \$0                 | \$0                 | \$0                 | 0                 |
| NYS Graduate Medical Exp.             | \$19,922            | \$19,805            | \$19,962            | \$19,818            | \$19,784            | \$19,772            | \$0                 | \$119,064              | \$59,689                    | \$59,374            | \$0                 | \$0                 | \$0                 | 119,064           |
| ACA PCORI Fee                         | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                    | \$0                         | \$0                 | \$0                 | \$0                 | \$0                 | 0                 |
| ACA Trans. Reins. Program Fee         | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                    | \$0                         | \$0                 | \$0                 | \$0                 | \$0                 | 0                 |
| Stop-Loss Insurance                   | \$59,838            | \$59,838            | \$59,838            | \$34,643            | -\$131,251          | \$53,418            | \$53,542            | \$189,865              | \$179,513                   | -\$43,190           | \$53,542            | \$0                 | \$0                 | 189,865           |
| Advance Deposit / Pre-Paid Claims     | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                    | \$0                         | \$0                 | \$0                 | \$0                 | \$0                 | 0                 |
| Legal Fees                            | \$0                 | \$3,190             | \$3,561             | \$0                 | \$2,908             | \$4,524             | \$881               | \$15,064               | \$6,751                     | \$7,432             | \$881               | \$0                 | \$0                 | 15,064            |
| Executive Director Fees               | \$0                 | \$2,408             | \$3,663             | \$2,814             | \$2,690             | \$2,993             | \$1,396             | \$15,963               | \$6,070                     | \$8,497             | \$1,396             | \$0                 | \$0                 | 15,963            |
| Consultant Fees                       | \$5,848             | \$6,032             | \$6,356             | \$14,500            | \$5,848             | \$7,652             | \$14,500            | \$48,825               | \$18,236                    | \$26,652            | \$3,937             | \$0                 | \$0                 | 48,825            |
| Accounting Fees                       | \$3,041             | \$3,041             | \$9,356             | \$14,029            | \$4,485             | \$3,048             | \$3,043             | \$40,042               | \$15,438                    | \$21,562            | \$3,043             | \$0                 | \$0                 | 40,042            |
| Actuarial Fees                        | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                    | \$0                         | \$0                 | \$0                 | \$0                 | \$0                 | 0                 |
| Audit Fees                            | \$0                 | \$19,800            | \$0                 | \$10,000            | \$9,900             | \$0                 | \$0                 | \$39,700               | \$19,800                    | \$19,900            | \$0                 | \$0                 | \$0                 | 39,700            |
| Insurances (D&O / Prof. Liab.)        | \$28,160            | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$2,347             | \$30,506               | \$28,160                    | \$0                 | \$2,347             | \$0                 | \$0                 | 30,506            |
| Internal Coordination (Finance)       | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                    | \$0                         | \$0                 | \$0                 | \$0                 | \$0                 | 0                 |
| Internal Coordination (Support)       | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                    | \$0                         | \$0                 | \$0                 | \$0                 | \$0                 | 0                 |
| Surety Bond Fee / Loan Interest       | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                    | \$0                         | \$0                 | \$0                 | \$0                 | \$0                 | 0                 |
| Payment Refund                        | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                 | \$0                    | \$0                         | \$0                 | \$0                 | \$0                 | \$0                 | 0                 |
| Ancillary Benefit Premiums            | \$10,539            | \$10,338            | \$10,576            | \$10,429            | \$10,357            | \$10,411            | \$10,635            | \$73,286               | \$31,454                    | \$31,198            | \$10,635            | \$0                 | \$0                 | 73,286            |
| Other Expenses / Supplies             | \$86                | \$187               | \$1,662             | \$62                | \$214               | \$189               | \$10,567            | \$12,966               | \$1,934                     | \$465               | \$10,567            | \$0                 | \$0                 | 12,966            |
| <b>Total Expenses</b>                 | <b>\$2,247,601</b>  | <b>\$2,099,753</b>  | <b>\$3,466,025</b>  | <b>\$2,680,729</b>  | <b>\$2,156,288</b>  | <b>\$2,992,819</b>  | <b>\$1,728,987</b>  | <b>\$17,372,202</b>    | <b>\$7,813,379</b>          | <b>\$7,829,836</b>  | <b>\$1,728,987</b>  | <b>\$0</b>          | <b>\$0</b>          | <b>17,372,202</b> |
| <b>Net Income</b>                     | <b>\$899,627</b>    | <b>\$1,038,805</b>  | <b>-\$326,156</b>   | <b>\$479,484</b>    | <b>\$991,548</b>    | <b>\$137,394</b>    | <b>\$1,412,872</b>  | <b>\$4,633,574</b>     | <b>\$1,612,275</b>          | <b>\$1,608,426</b>  | <b>\$1,412,872</b>  | <b>\$0</b>          | <b>\$0</b>          | <b>4,633,574</b>  |
| <b>Ending Balance</b>                 | <b>\$15,671,057</b> | <b>\$16,709,861</b> | <b>\$16,383,705</b> | <b>\$16,863,189</b> | <b>\$17,854,737</b> | <b>\$17,992,132</b> | <b>\$19,405,004</b> | <b>\$19,405,004</b>    | <b>\$16,383,705</b>         | <b>\$17,992,132</b> | <b>\$19,405,004</b> | <b>\$19,405,004</b> | <b>\$19,405,004</b> | <b>19,405,004</b> |
| <b>Liabilities and Reserves</b>       |                     |                     |                     |                     |                     |                     |                     |                        |                             |                     |                     |                     |                     |                   |
| IBNR Reserve                          | \$3,961,857         | \$3,961,857         | \$3,961,857         | \$3,961,857         | \$3,961,857         | \$3,961,857         | \$3,961,857         | \$3,961,857            | \$3,961,857                 | \$3,961,857         | \$3,961,857         | \$3,961,857         | \$3,961,857         | 3,961,857         |
| Surplus Account                       | \$1,893,447         | \$1,893,447         | \$1,893,447         | \$1,893,447         | \$1,893,447         | \$1,893,447         | \$1,893,447         | \$1,893,447            | \$1,893,447                 | \$1,893,447         | \$1,893,447         | \$1,893,447         | \$1,893,447         | 1,893,447         |
| Claims / Rate Stabilization Reserve   | \$1,650,774         | \$1,650,774         | \$1,650,774         | \$1,650,774         | \$1,650,774         | \$1,650,774         | \$1,650,774         | \$1,650,774            | \$1,650,774                 | \$1,650,774         | \$1,650,774         | \$1,650,774         | \$1,650,774         | 1,650,774         |
| Catastrophic Claims Reserve           | \$1,050,000         | \$1,050,000         | \$1,050,000         | \$1,050,000         | \$1,050,000         | \$1,050,000         | \$1,050,000         | \$1,050,000            | \$1,050,000                 | \$1,050,000         | \$1,050,000         | \$1,050,000         | \$1,050,000         | 1,050,000         |
| <b>Total Liabilities and Reserves</b> | <b>\$8,556,077</b>     | <b>\$8,556,077</b>          | <b>\$8,556,077</b>  | <b>\$8,556,077</b>  | <b>\$8,556,077</b>  | <b>\$8,556,077</b>  | <b>8,556,077</b>  |
| <b>Unencumbered Fund Balance</b>      | <b>\$7,114,980</b>  | <b>\$8,153,784</b>  | <b>\$7,827,628</b>  | <b>\$8,307,112</b>  | <b>-\$577,805</b>   | <b>\$1,984,999</b>  | <b>\$10,848,926</b> | <b>\$10,848,926</b>    | <b>\$7,827,628</b>          | <b>\$9,436,055</b>  | <b>\$10,848,926</b> | <b>\$10,848,926</b> | <b>\$10,848,926</b> | <b>10,848,926</b> |
| <b>Monthly Contract Count</b>         | <b>2,299</b>        | <b>2,311</b>        | <b>2,307</b>        | <b>2,307</b>        | <b>2,309</b>        | <b>2,309</b>        | <b>2,306</b>        | <b>16,148</b>          | <b>6,917</b>                | <b>6,925</b>        | <b>2,306</b>        | <b>0</b>            | <b>0</b>            | <b>16,148</b>     |
| <b>Monthly Covered Lives</b>          | <b>5,037</b>        | <b>5,048</b>        | <b>5,029</b>        | <b>5,026</b>        | <b>5,025</b>        | <b>5,016</b>        | <b>5,020</b>        | <b>35,201</b>          | <b>15,114</b>               | <b>15,067</b>       | <b>5,020</b>        | <b>0</b>            | <b>0</b>            | <b>35,201</b>     |

# Greater Tompkins County Municipal Health Insurance Consortium (GTCMHIC)

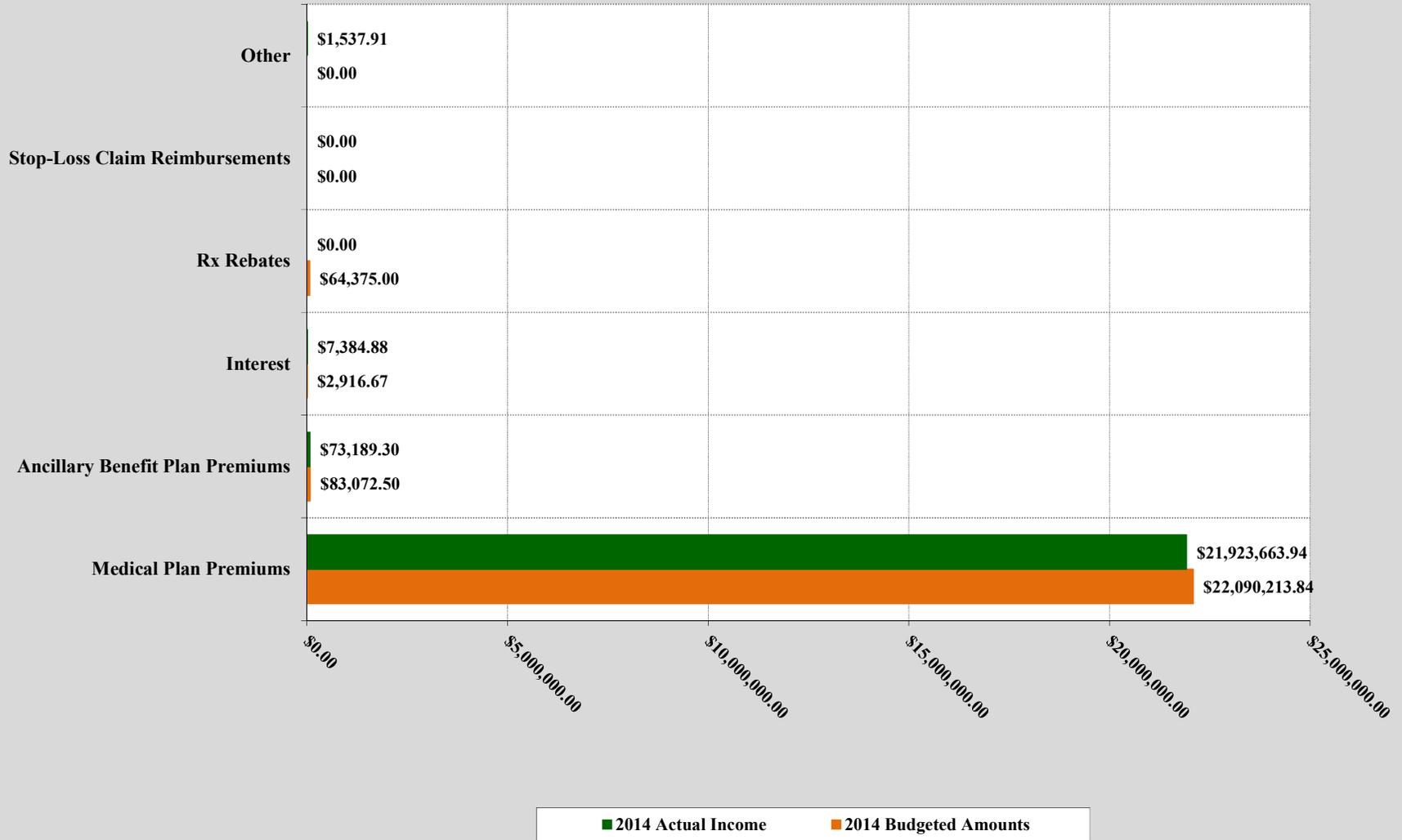
2015 Budget Performance Analysis

Results as of: 7/31/2015

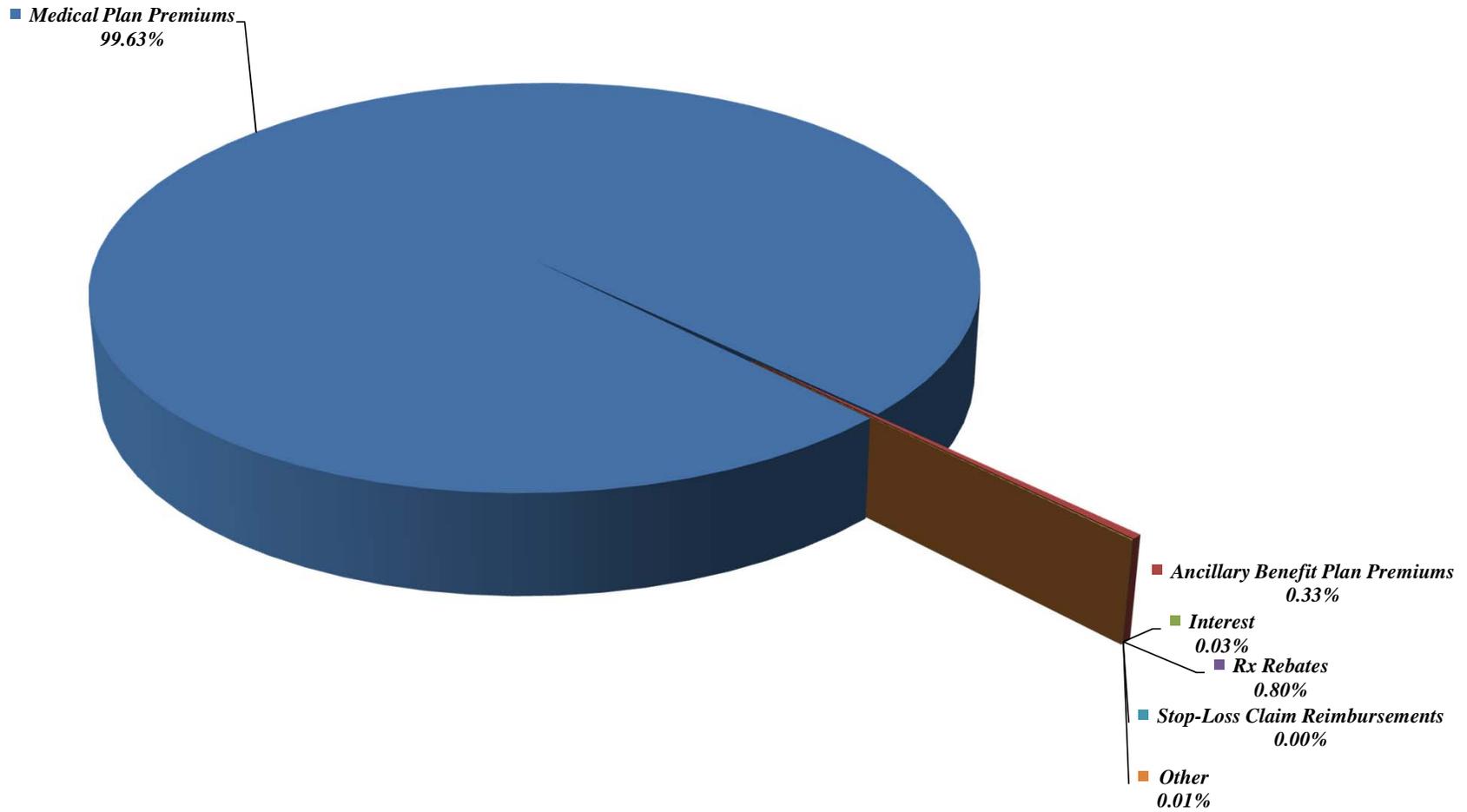
# of Months: 7

|                                      | 2015<br>Adopted Budget | 2015<br>Year-to-Date   | 2015<br>Actual Results | Variance               | % Difference   |
|--------------------------------------|------------------------|------------------------|------------------------|------------------------|----------------|
| <b>Income</b>                        |                        |                        |                        |                        |                |
| Medical Plan Premiums                | \$37,868,938.01        | \$22,090,213.84        | \$21,923,663.94        | -\$166,549.90          | -0.75%         |
| Ancillary Benefit Plan Premiums      | \$142,410.00           | \$83,072.50            | \$73,189.30            | -\$9,883.20            | -11.90%        |
| Interest                             | \$5,000.00             | \$2,916.67             | \$7,384.88             | \$4,468.21             | 153.20%        |
| Rx Rebates                           | \$257,500.00           | \$64,375.00            | \$0.00                 | -\$64,375.00           | -100.00%       |
| Stop-Loss Claim Reimbursements       | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 | n/a            |
| Other                                | \$0.00                 | \$0.00                 | \$1,537.91             | \$1,537.91             | n/a            |
| <b>Total Income</b>                  | <b>\$38,273,848.01</b> | <b>\$22,240,578.01</b> | <b>\$22,005,776.03</b> | <b>-\$234,801.98</b>   | <b>-1.06%</b>  |
| <b>Expenses</b>                      |                        |                        |                        |                        |                |
| Medical Paid Claims                  | \$25,019,785.25        | \$14,594,874.73        | \$11,752,939.95        | -\$2,841,934.78        | -19.47%        |
| Rx Paid Claims                       | \$7,995,686.92         | \$4,664,150.70         | \$4,457,272.99         | -\$206,877.71          | -4.44%         |
| Medical Admin Fees                   | \$904,390.72           | \$527,561.25           | \$532,824.71           | \$5,263.46             | 1.00%          |
| Rx Admin Fees                        | \$78,822.26            | \$45,979.65            | \$43,883.00            | -\$2,096.65            | -4.56%         |
| Flu Clinic Fees                      | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |                |
| NYS Graduate Medical Exp.            | \$242,562.13           | \$141,494.58           | \$119,063.68           | -\$22,430.90           | -15.85%        |
| ACA PCORI Fee                        | \$10,773.00            | \$0.00                 | \$0.00                 | \$0.00                 |                |
| ACA Transitional Reins. Program Fees | \$221,540.00           | \$0.00                 | \$0.00                 | \$0.00                 |                |
| Stop-Loss Aggregate and Specific     | \$654,000.00           | \$381,500.00           | \$189,865.28           | -\$191,634.72          | -50.23%        |
| Advance Deposit / Pre-Paid Claims    | \$100,000.00           | \$100,000.00           | \$0.00                 | -\$100,000.00          | -100.00%       |
| Legal Fees                           | \$20,600.00            | \$12,016.67            | \$15,064.37            | \$3,047.70             | 25.36%         |
| Executive Director Fees              | \$35,000.00            | \$20,416.67            | \$15,962.76            | -\$4,453.91            | -21.82%        |
| Consultant Fees                      | \$51,500.00            | \$30,041.67            | \$48,825.30            | \$18,783.63            | 62.53%         |
| Accounting Fees                      | \$15,450.00            | \$9,012.50             | \$40,041.86            | \$31,029.36            | 344.29%        |
| Actuarial Fees                       | \$10,300.00            | \$6,008.33             | \$0.00                 | -\$6,008.33            | -100.00%       |
| Audit Fees                           | \$61,800.00            | \$36,050.00            | \$39,700.00            | \$3,650.00             | 10.12%         |
| Insurances (D&O / Prof. Liab.)       | \$26,875.31            | \$26,875.31            | \$30,506.47            | \$3,631.16             | 13.51%         |
| Internal Coordination (Finance)      | \$69,783.19            | \$40,706.86            | \$0.00                 | -\$40,706.86           | -100.00%       |
| Internal Coordination (Support)      | \$14,478.43            | \$8,445.75             | \$0.00                 | -\$8,445.75            | -100.00%       |
| Surety Bond Fee / Loan Interest      | n/a                    | n/a                    | \$0.00                 | n/a                    |                |
| Payment Refund                       | \$0.00                 | \$0.00                 | \$0.00                 | \$0.00                 |                |
| Ancillary Benefit Premiums           | \$142,410.00           | \$83,072.50            | \$73,285.78            | -\$9,786.72            | -11.78%        |
| Other Expenses / Supplies            | \$5,150.00             | \$3,004.17             | \$12,965.99            | \$9,961.82             | 331.60%        |
| <b>Total Expenses</b>                | <b>\$35,680,907.21</b> | <b>\$20,731,211.33</b> | <b>\$17,372,202.14</b> | <b>-\$3,359,009.19</b> | <b>-16.20%</b> |
| <b>Net Income</b>                    | <b>\$2,592,940.81</b>  | <b>\$1,509,366.67</b>  | <b>\$4,633,573.89</b>  |                        |                |
| <b>Ending Balance</b>                | <b>\$17,458,331.69</b> | <b>\$16,374,757.55</b> | <b>\$19,498,964.77</b> |                        |                |
| <b>Liabilities and Reserves</b>      |                        |                        |                        |                        |                |
| IBNR Claims Liability                | \$3,613,497.29         | \$3,613,497.29         | \$3,613,497.29         |                        |                |
| Surplus Account Per §4706(a)(5)      | \$1,893,446.90         | \$1,893,446.90         | \$1,893,446.90         |                        |                |
| Rate Stabilization Reserve           | \$1,871,059.68         | \$1,871,059.68         | \$1,871,059.68         |                        |                |
| Catastrophic Claims Reserve          | \$602,249.55           | \$602,249.55           | \$602,249.55           |                        |                |
| Total Liabilities and Reserves       | \$7,980,253.41         | \$7,980,253.41         | \$7,980,253.41         |                        |                |
| <b>Unencumbered Fund Balance</b>     | <b>\$9,478,078.28</b>  | <b>\$8,394,504.14</b>  | <b>\$11,518,711.36</b> |                        |                |

**Greater Tompkins County Municipal Health Ins. Consortium**  
**2015 Income Distribution**  
**January 1, 2015 to July 31, 2015**



**Greater Tompkins County Municipal Health Ins. Consortium**  
2014 Income Distribution  
January 1, 2015 to July 31, 2015

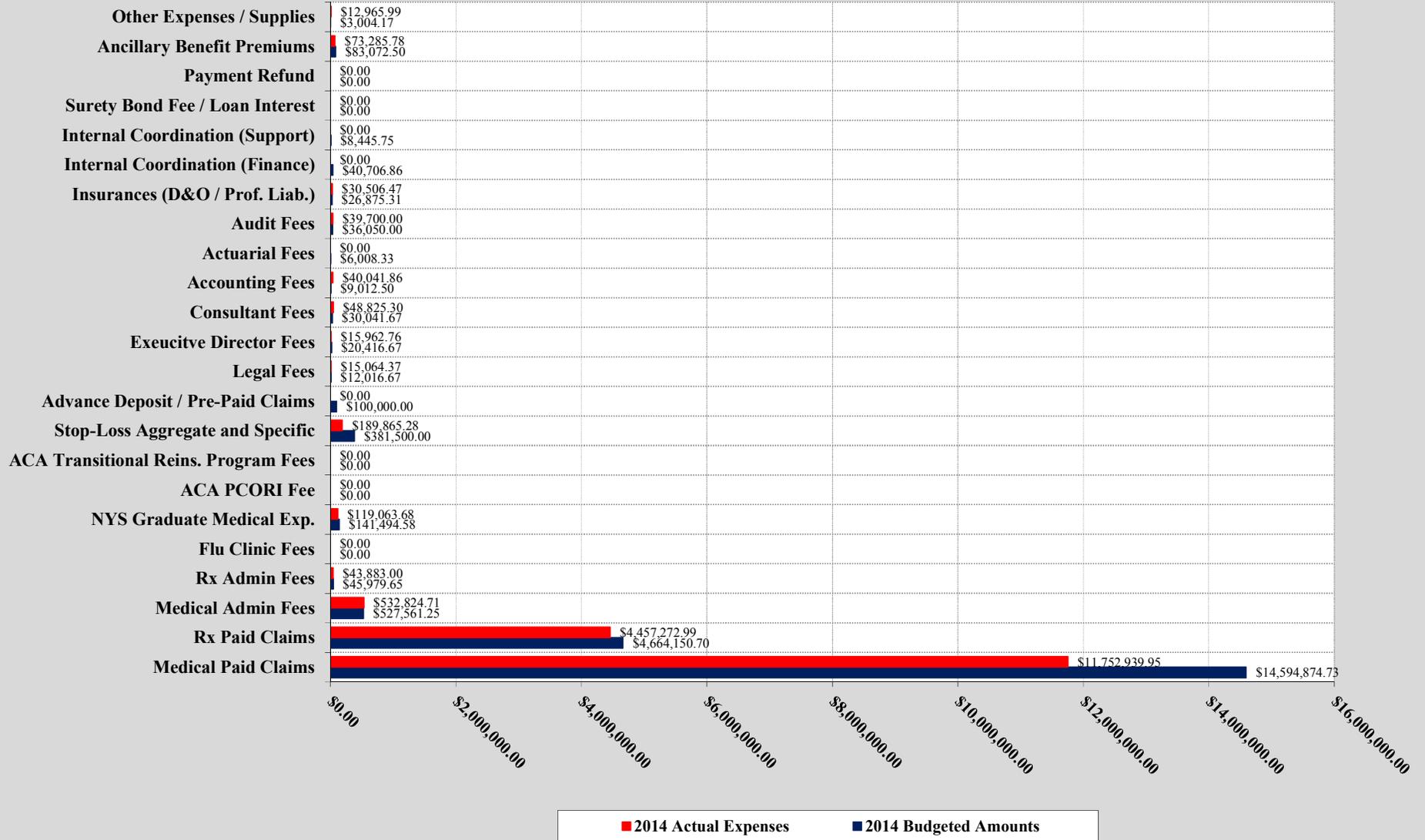


■ Medical Plan Premiums ■ Ancillary Benefit Plan Premiums ■ Interest ■ Rx Rebates ■ Stop-Loss Claim Reimbursements ■ Other

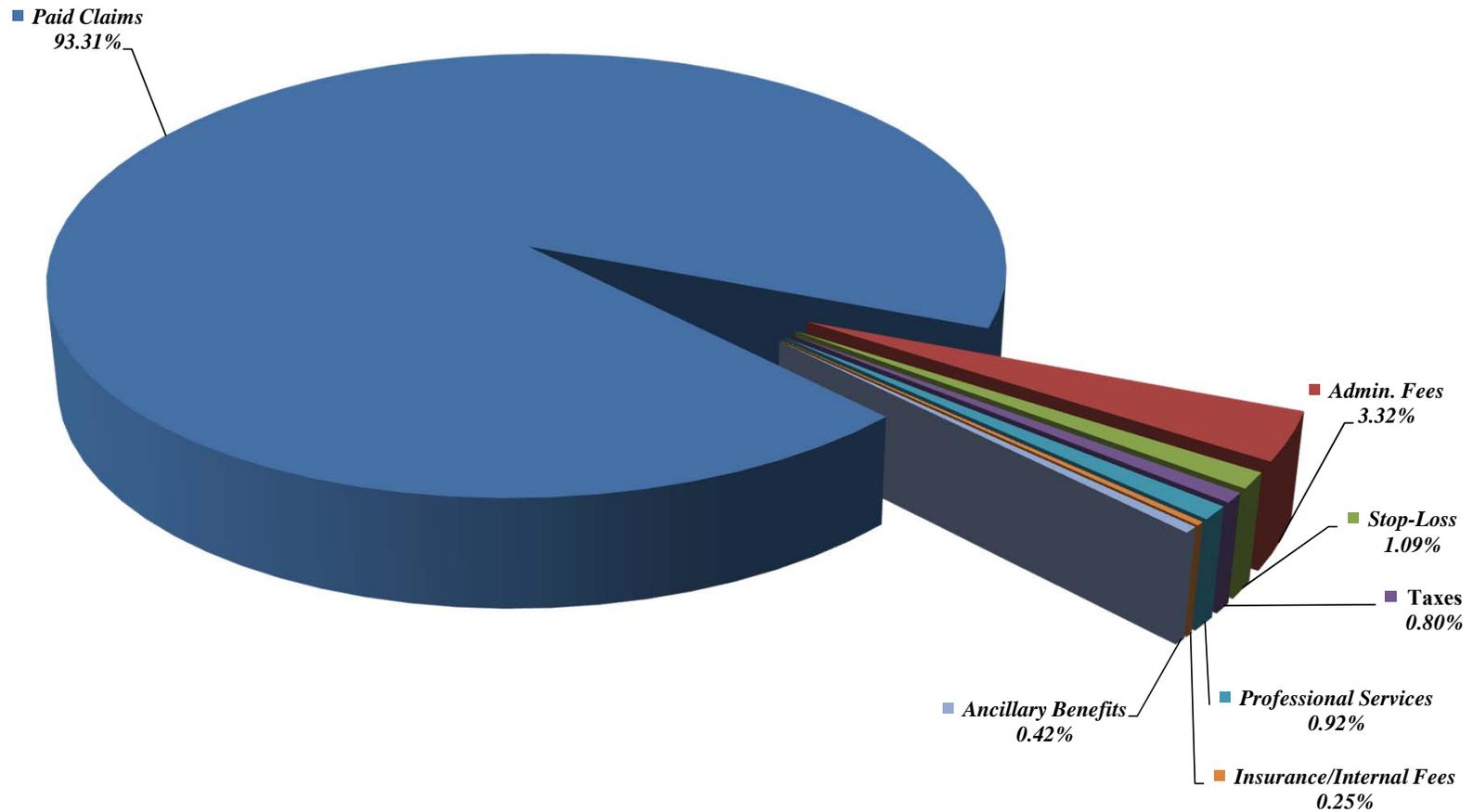
# Greater Tompkins County Municipal Health Ins. Consortium

## 2015 Expense Distribution

January 1, 2015 to July 31, 2015



**Greater Tompkins County Municipal Health Ins. Consortium**  
 2015 Expense Distribution  
 January 1, 2015 to July 31, 2015

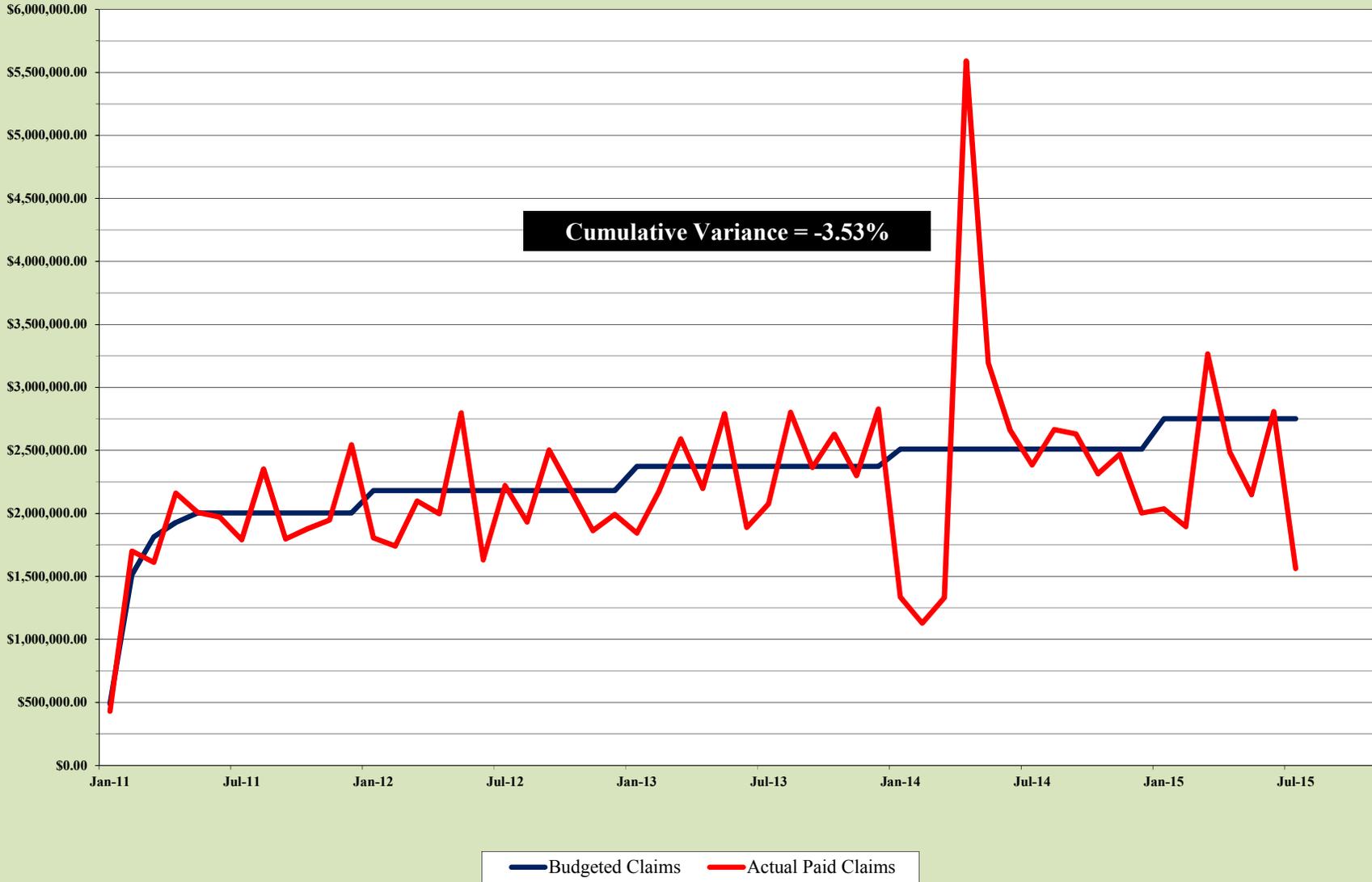


■ Paid Claims ■ Admin. Fees ■ Stop-Loss ■ Taxes and Fees ■ Professional Services ■ Insurance/Internal Fees ■ Ancillary Benefits

# Greater Tompkins County Municipal Health Ins Consortium

## 2011-2015 Monthly Paid Claims v Budgeted Claims

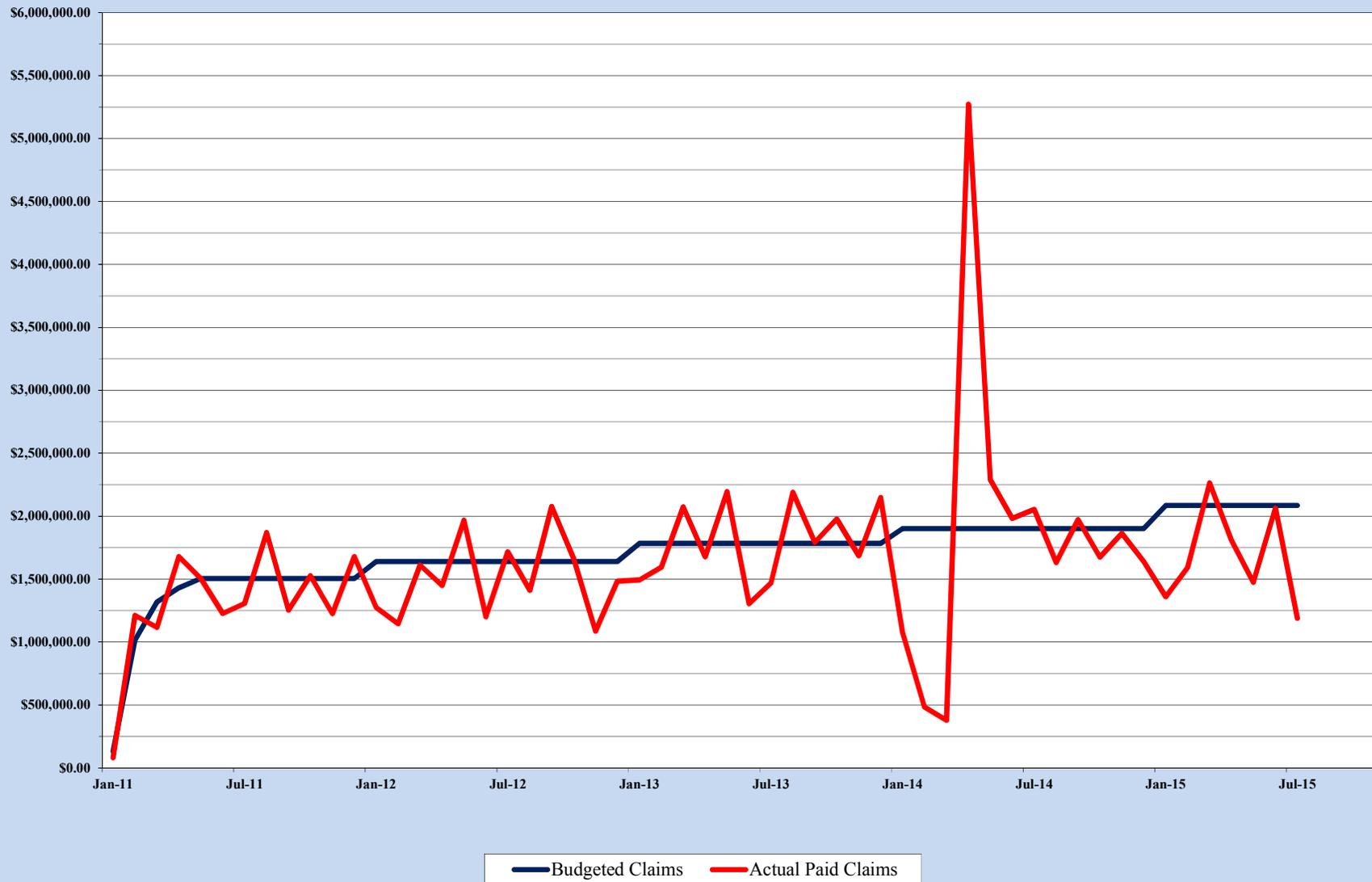
January 1, 2011 to July 31, 2015



# Greater Tompkins County Municipal Health Ins Consortium

## 2011-2015 Monthly Medical Paid Claims v Budgeted Medical Claims

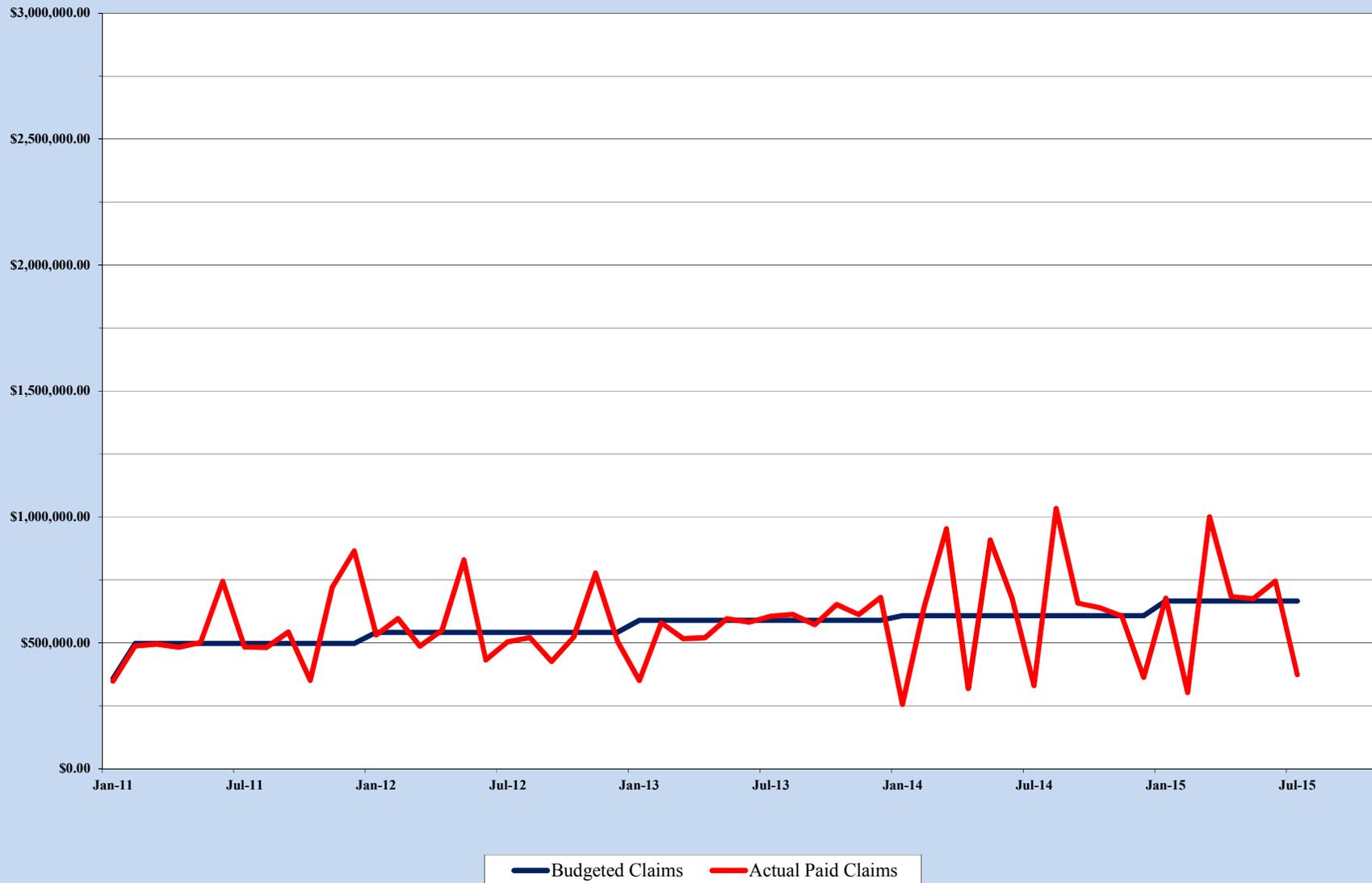
January 1, 2011 to July 31, 2015



# Greater Tompkins County Municipal Health Ins Consortium

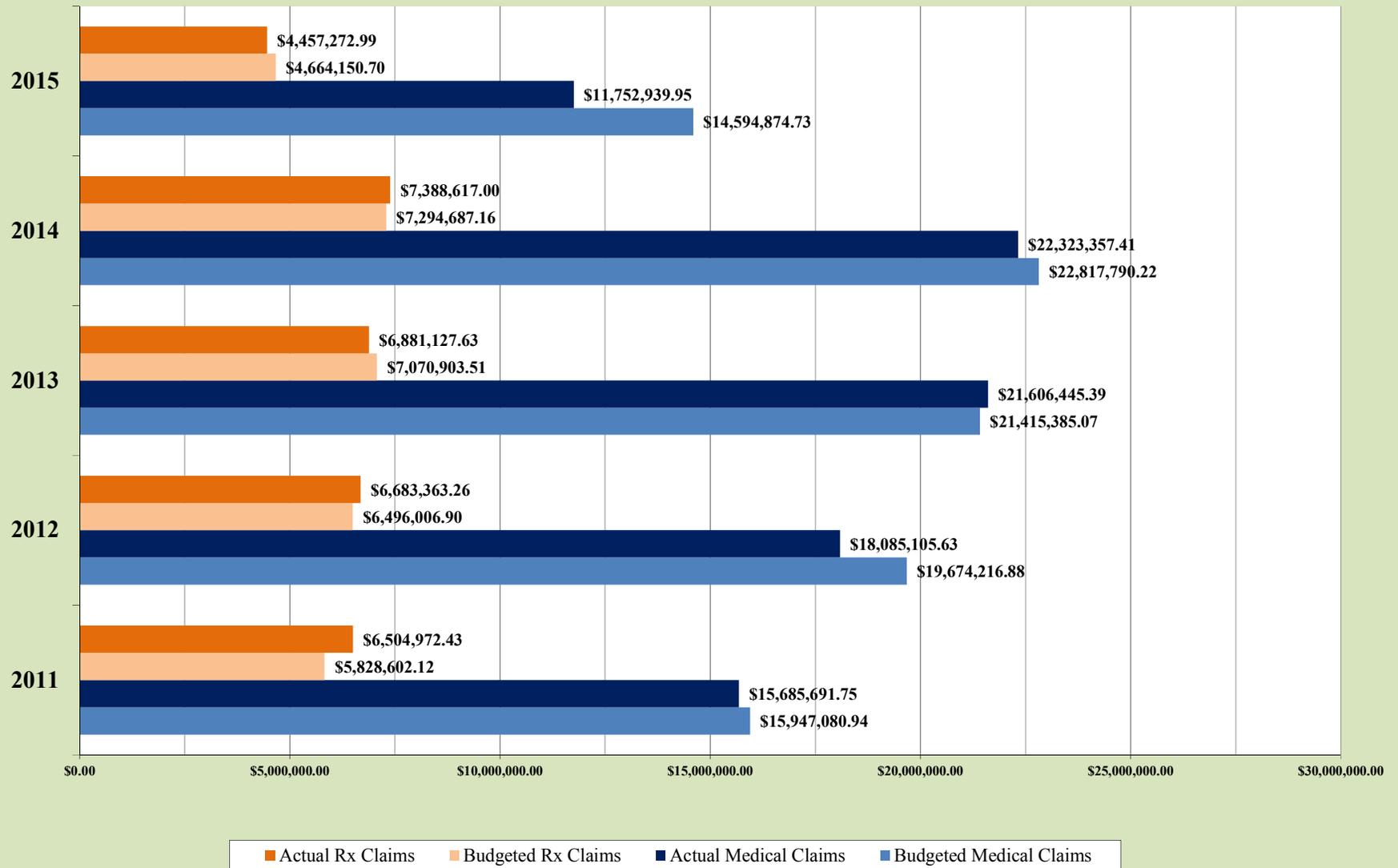
## 2011-2015 Monthly Rx Paid Claims v Budgeted Rx Claims

January 1, 2011 to July 31, 2015

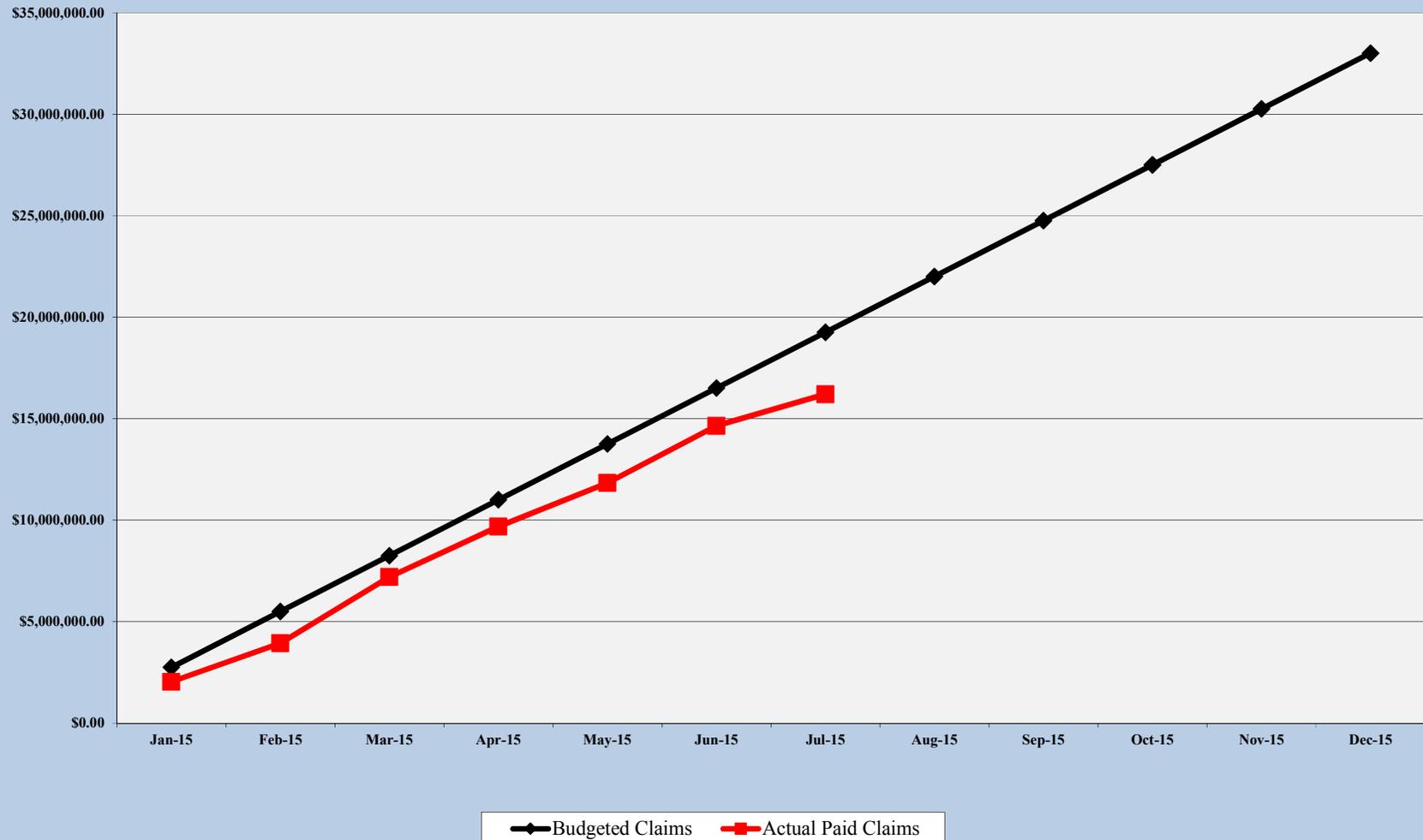


# Greater Tompkins County Municipal Health Ins Consortium

## 2011-2015 Annual Paid Claims v Budgeted Claims

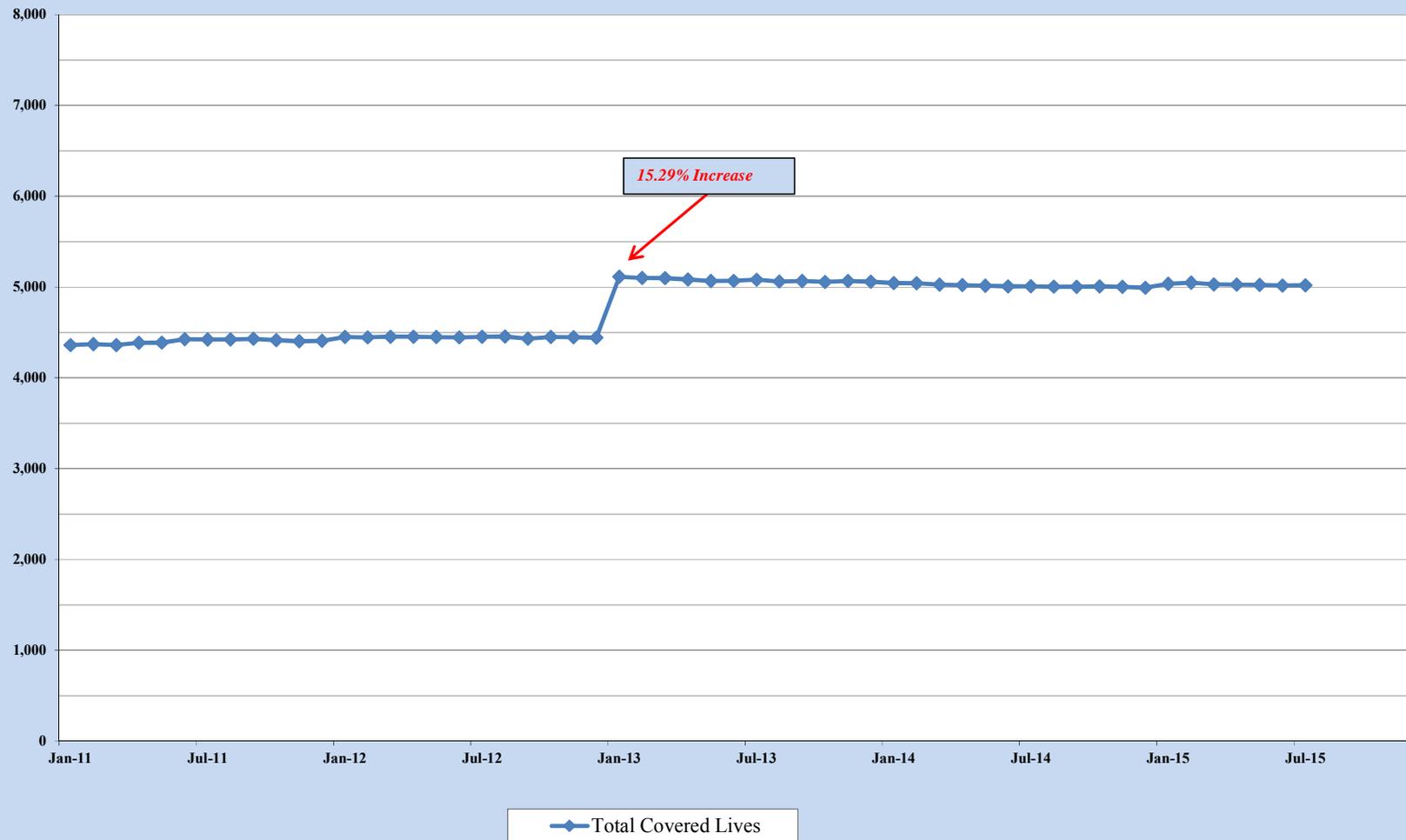


***Greater Tompkins County Municipal  
Health Insurance Consortium***  
2015 Cumulative Paid Claims and Budgeted Claims by Month



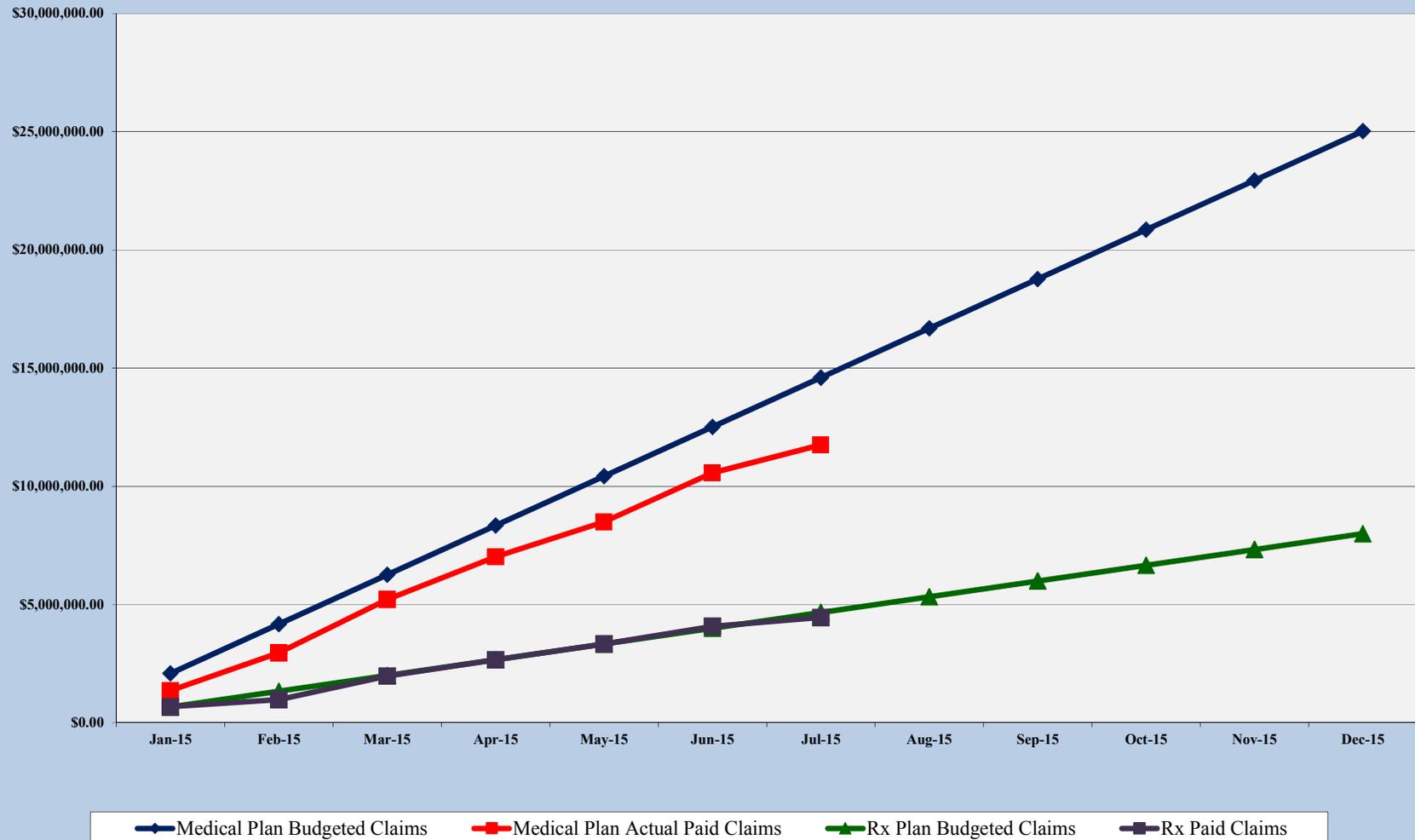
# Greater Tompkins County Municipal Health Insurance Consortium

Monthly Covered Lives  
January 1, 2011 to June 30, 2015



## Greater Tompkins County Municipal Health Insurance Consortium

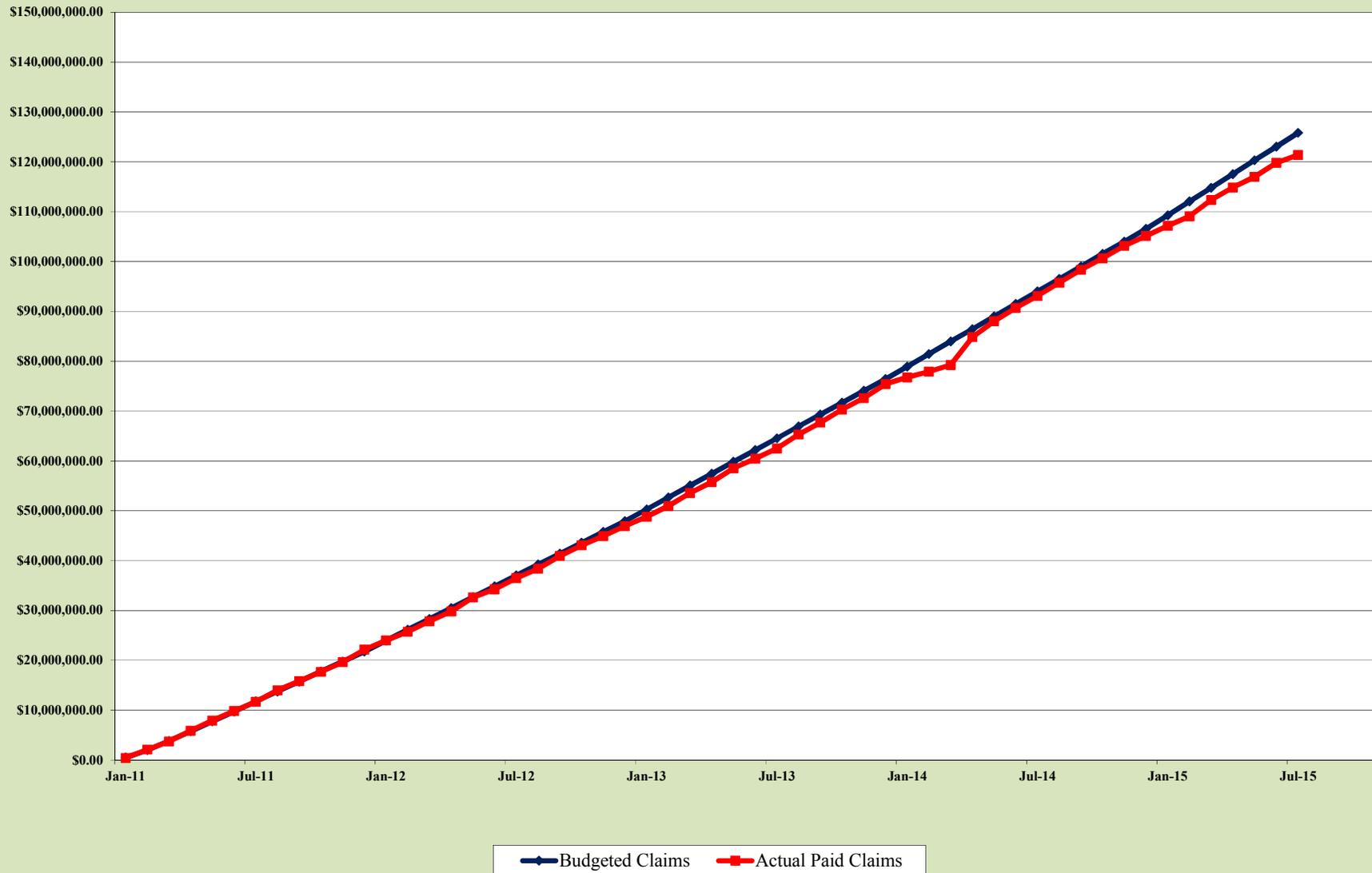
### 2015 Cumulative Paid Claims and Budgeted Claims by Month



# Greater Tompkins County Municipal Health Ins Consortium

## 2011-2015 Monthly Paid Claims v Budgeted Claims

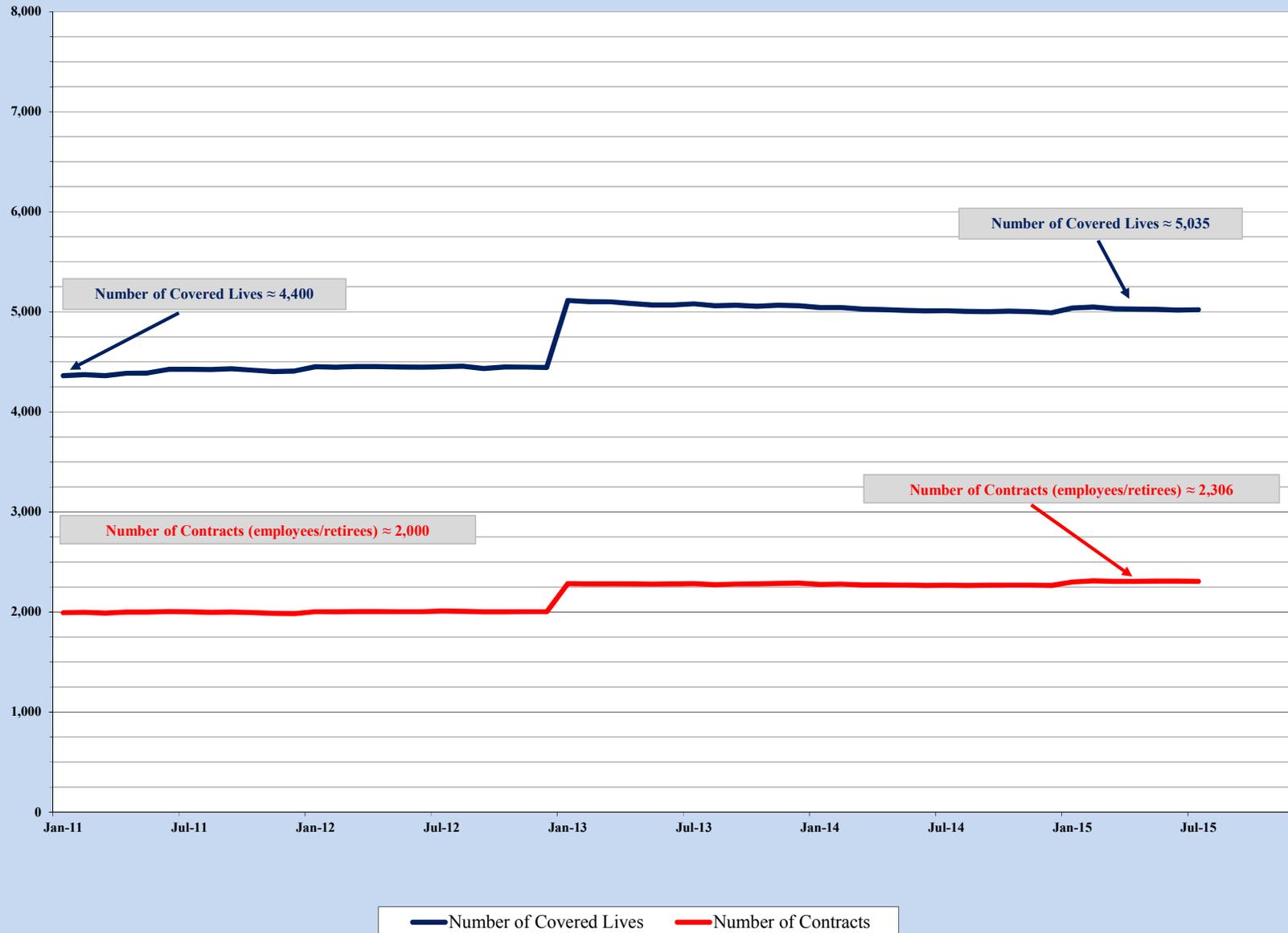
January 1, 2011 to July 31, 2015



# Greater Tompkins County Municipal Health Ins Consortium

## 2011-2015 Monthly Covered Lives and Contracts

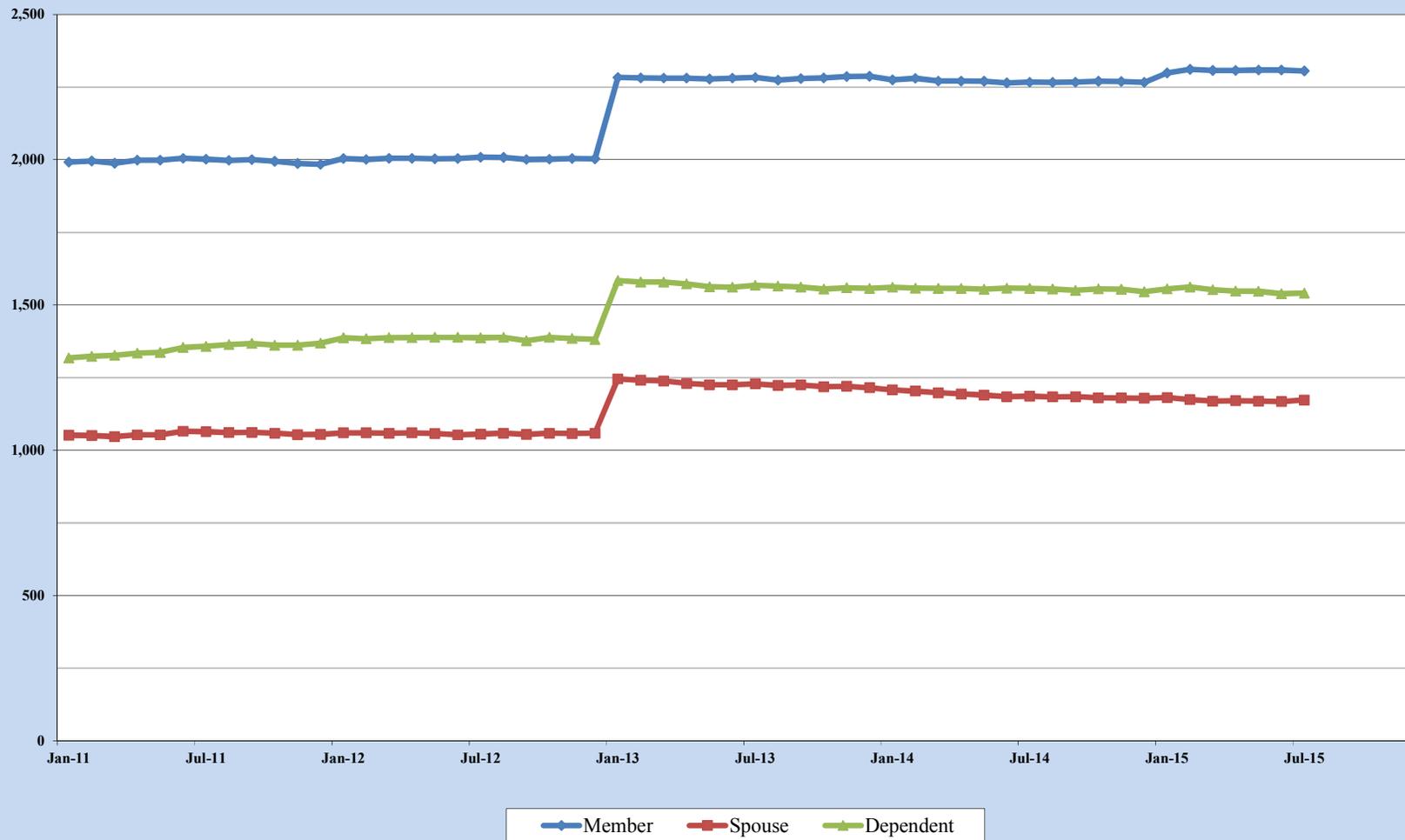
January 1, 2011 to July 31, 2015



# Greater Tompkins County Municipal Health Insurance Consortium

## Monthly Covered Lives by Relationship

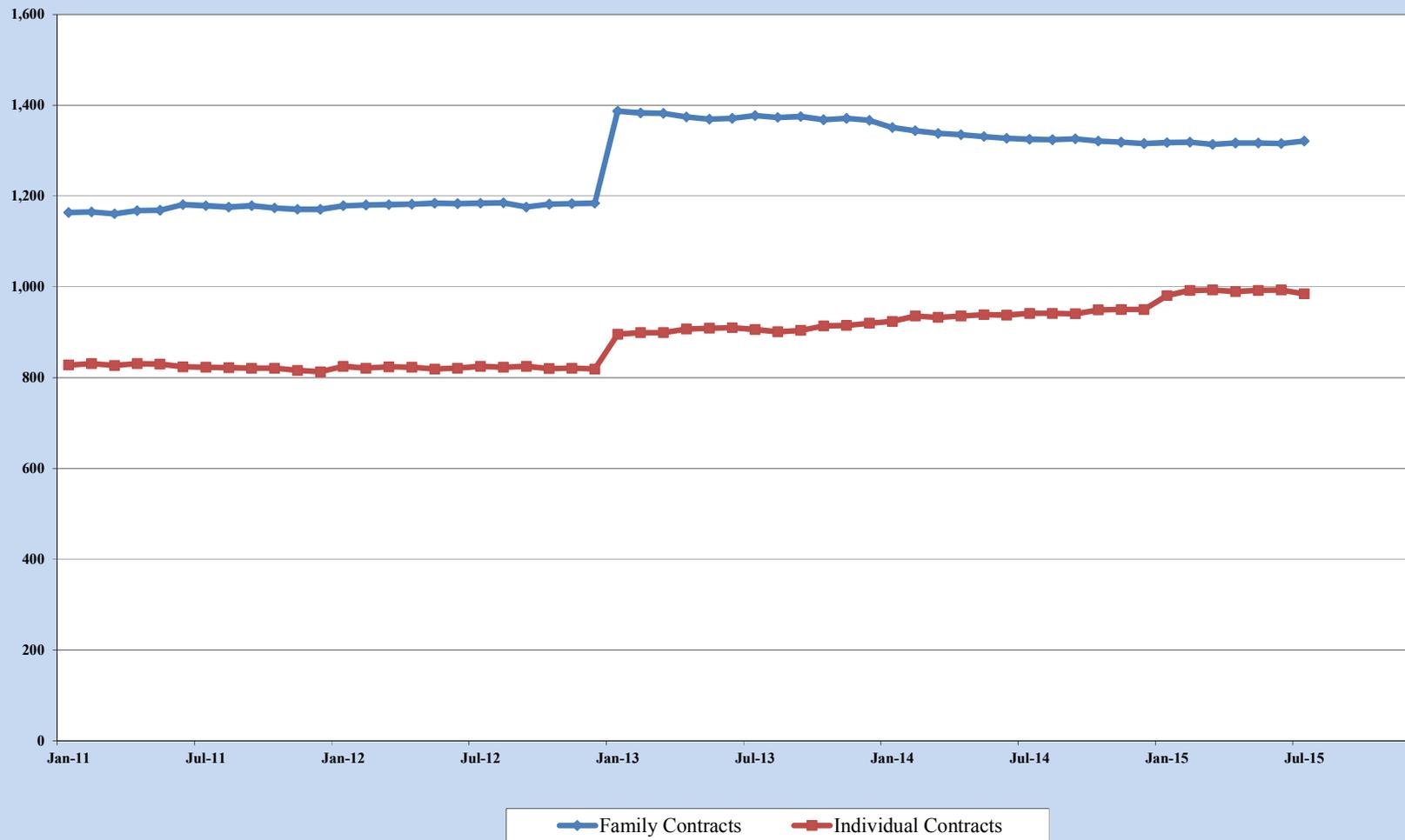
January 1, 2011 to July 31, 2015



# Greater Tompkins County Municipal Health Insurance Consortium

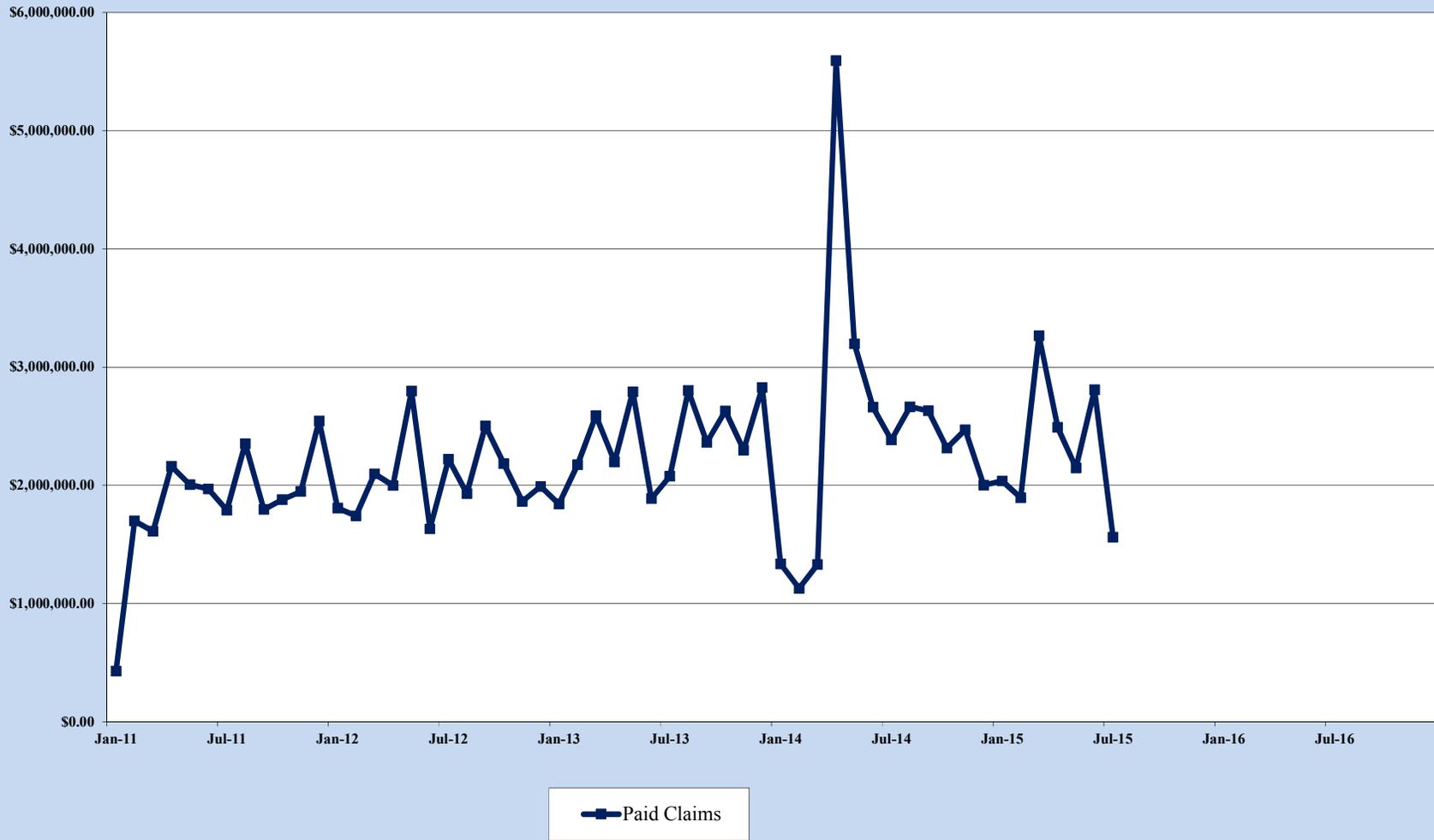
## Monthly Contract Count by Plan Type

January 1, 2011 to July 31, 2015



# Greater Tompkins County Municipal Health Insurance Consortium

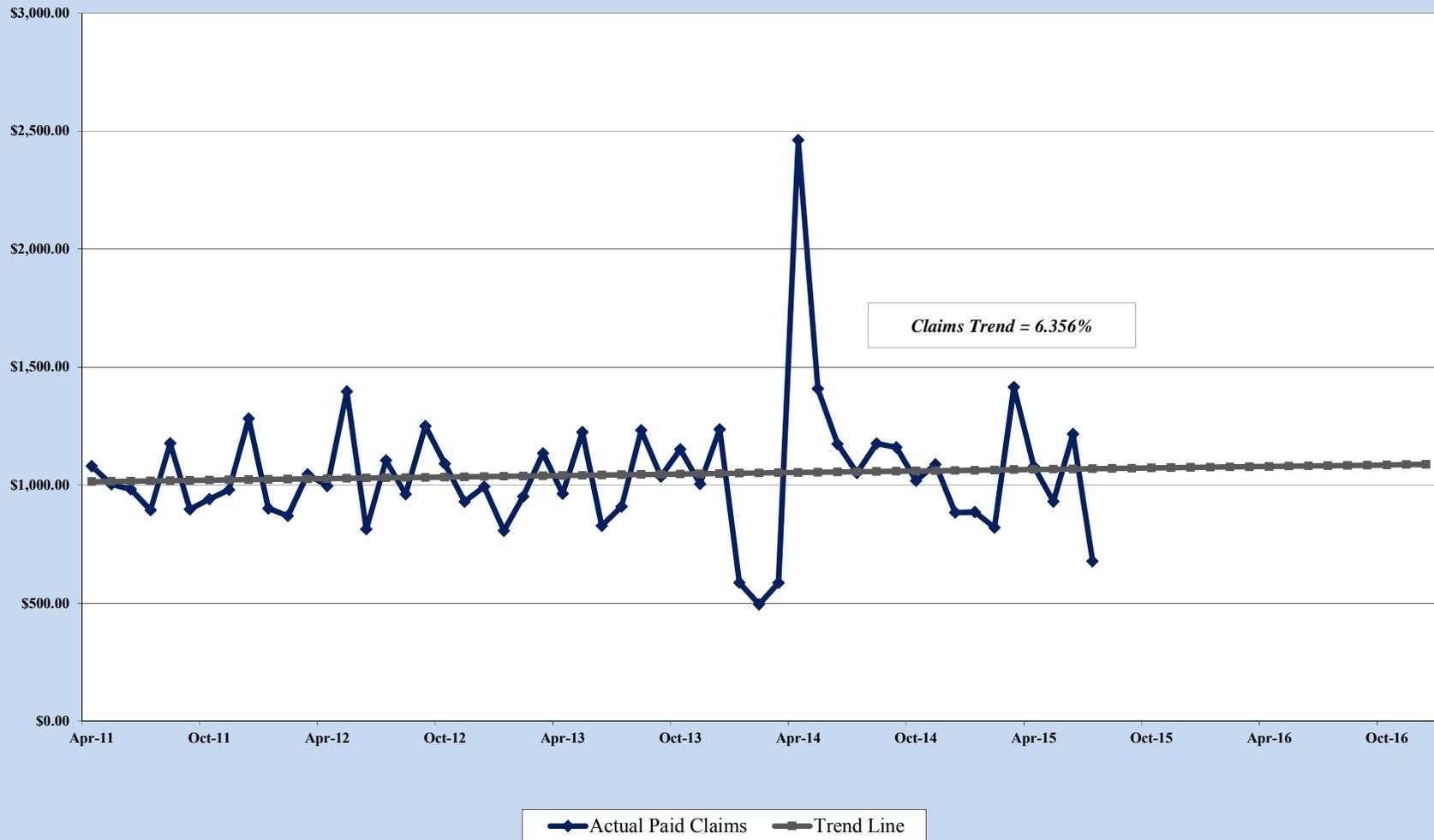
Monthly Paid Claims  
January 1, 2011 to July 31, 2015



# Greater Tompkins County Municipal Health Insurance Consortium

## Per Contract Per Month Paid Claims Trend

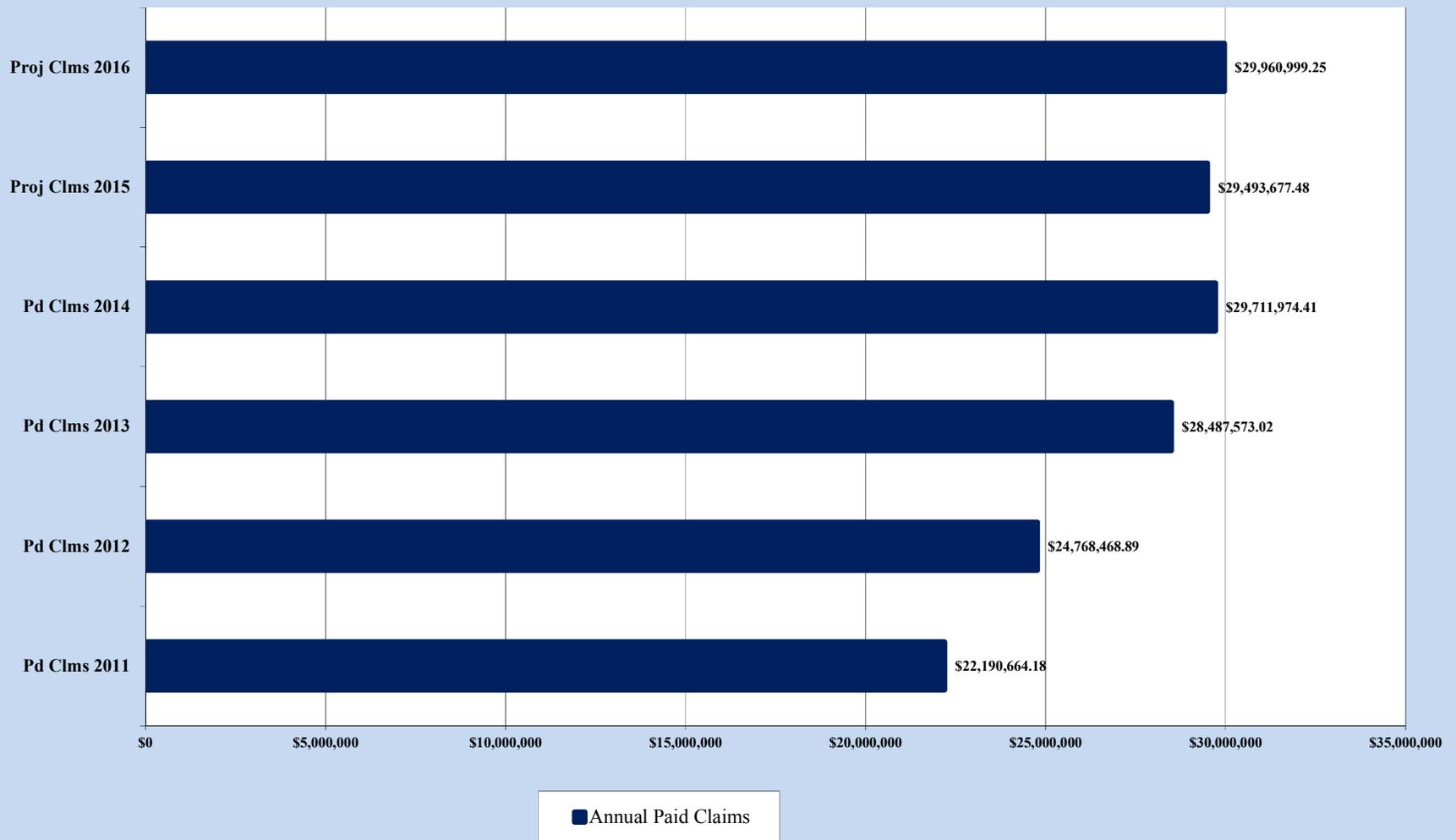
April 1, 2011 to July 31, 2015



# Greater Tompkins County Municipal Health Insurance Consortium

## Annual Paid Claims by Fiscal Year

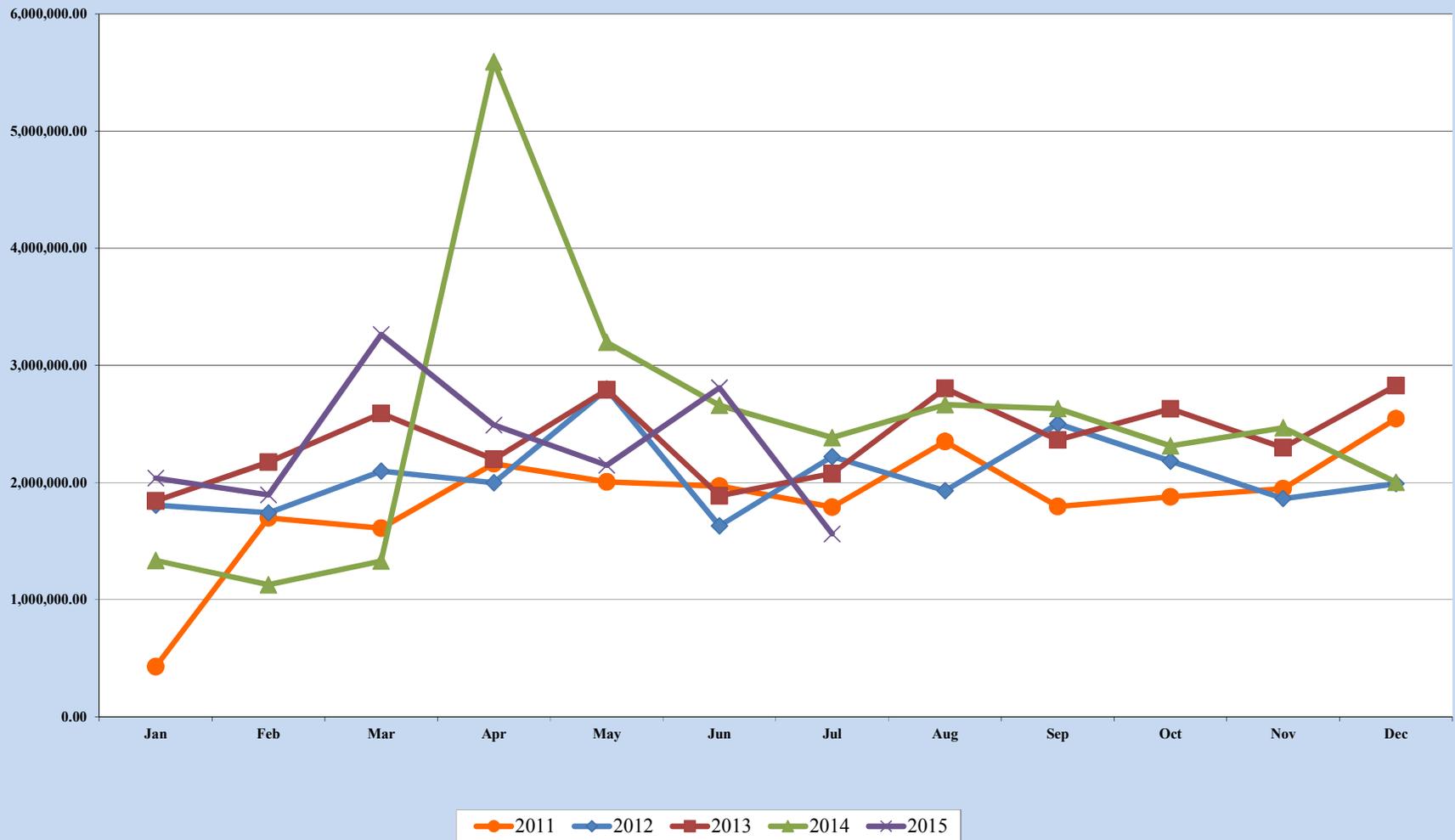
January 1, 2011 to July 31, 2015 (actual)



# Greater Tompkins County Municipal Health Insurance Consortium

## Monthly Paid Claims by Fiscal Year

January 1, 2011 to July 31, 2015



**Greater Tompkins County Municipal Health Insurance Consortium**

**2014 - 2019 Fiscal Year Budget Projections (cash basis)**

|                                       | Actual Results<br>2011 Fiscal Year | Actual Results<br>2012 Fiscal Year | Actual Results<br>2013 Fiscal Year | Actual Results<br>2014 Fiscal Year | Projected Budget 2015<br>Fiscal Year | Revised Budget 2015<br>Fiscal Year | Projected Budget 2016<br>Fiscal Year | Projected Budget 2017<br>Fiscal Year | Projected Budget 2018<br>Fiscal Year | Projected Budget 2019<br>Fiscal Year |
|---------------------------------------|------------------------------------|------------------------------------|------------------------------------|------------------------------------|--------------------------------------|------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| <b>Beginning Balance</b>              | \$0.00                             | \$4,089,400.96                     | \$7,072,226.28                     | \$11,170,134.98                    | \$14,771,429.76                      | \$14,771,429.76                    | \$19,271,008.20                      | \$21,644,236.78                      | \$22,497,755.42                      | \$21,856,329.28                      |
| <b>Income</b>                         |                                    |                                    |                                    |                                    |                                      |                                    |                                      |                                      |                                      |                                      |
| Medical Plan Premiums                 | \$26,035,368.00                    | \$28,567,618.73                    | \$34,457,014.15                    | \$36,065,655.25                    | \$37,868,938.01                      | \$37,587,387.78                    | \$38,715,009.41                      | \$40,263,609.79                      | \$42,276,790.28                      | \$44,390,629.79                      |
| Ancillary Benefit Plan Premiums       | \$89,240.70                        | \$98,742.67                        | \$117,045.48                       | \$127,863.91                       | \$142,410.00                         | \$125,485.92                       | \$138,034.51                         | \$151,837.96                         | \$167,021.76                         | \$183,723.94                         |
| Interest                              | \$6,865.50                         | \$4,173.71                         | \$7,726.92                         | \$12,640.97                        | \$5,000.00                           | \$12,585.62                        | \$13,000.00                          | \$5,000.00                           | \$5,000.00                           | \$5,000.00                           |
| <b>Capitalization Investment</b>      | <b>\$1,223,736.00</b>              | <b>\$3,158.21</b>                  | <b>\$2,144.49</b>                  | <b>\$0.00</b>                      | <b>\$0.00</b>                        | <b>\$0.00</b>                      | <b>\$0.00</b>                        | <b>\$0.00</b>                        | <b>\$0.00</b>                        | <b>\$0.00</b>                        |
| Rx Rebates                            | \$0.00                             | \$445,885.83                       | \$254,848.24                       | \$274,763.58                       | \$257,500.00                         | \$257,500.00                       | \$265,225.00                         | \$273,181.75                         | \$281,377.20                         | \$289,818.52                         |
| Stop-Loss Claim Reimbursements        | \$0.00                             | \$0.00                             | \$1,055,847.97                     | \$75,613.28                        | \$0.00                               | \$300,000.00                       | \$0.00                               | \$0.00                               | \$0.00                               | \$0.00                               |
| Other                                 | \$339,872.80                       | \$308,233.39                       | \$172,894.50                       | \$6,825.34                         | \$0.00                               | \$2,375.22                         | \$0.00                               | \$0.00                               | \$0.00                               | \$0.00                               |
| <b>Total Income</b>                   | <b>\$27,695,083.00</b>             | <b>\$29,427,812.54</b>             | <b>\$36,067,521.75</b>             | <b>\$36,563,362.33</b>             | <b>\$38,273,848.01</b>               | <b>\$38,285,334.54</b>             | <b>\$39,131,268.93</b>               | <b>\$40,693,629.50</b>               | <b>\$42,730,189.24</b>               | <b>\$44,869,172.25</b>               |
| <b>Expenses</b>                       |                                    |                                    |                                    |                                    |                                      |                                    |                                      |                                      |                                      |                                      |
| Medical Paid Claims                   | \$15,587,829.03                    | \$18,085,105.63                    | \$21,606,445.39                    | \$22,603,649.97                    | \$25,019,785.25                      | \$22,711,189.17                    | \$24,721,129.41                      | \$26,908,949.36                      | \$29,290,391.38                      | \$31,882,591.02                      |
| Rx Paid Claims                        | \$6,504,972.43                     | \$6,683,363.26                     | \$6,881,127.63                     | \$7,741,246.26                     | \$7,995,686.92                       | \$8,371,574.89                     | \$9,112,459.27                       | \$9,918,911.92                       | \$10,796,735.62                      | \$11,752,246.72                      |
| Medical Admin Fees                    | \$635,499.09                       | \$710,466.20                       | \$842,848.88                       | \$876,163.66                       | \$904,390.72                         | \$912,917.38                       | \$940,304.90                         | \$968,514.05                         | \$997,569.47                         | \$1,027,496.55                       |
| Rx Admin Fees                         | \$142,368.35                       | \$147,748.58                       | \$73,334.36                        | \$79,130.00                        | \$78,822.26                          | \$81,566.00                        | \$84,012.98                          | \$86,533.37                          | \$89,129.37                          | \$91,803.25                          |
| Flu Clinic Fees                       | \$0.00                             | \$0.00                             | \$0.00                             | \$8,575.00                         | \$0.00                               | \$10,000.00                        | \$10,000.00                          | \$0.00                               | \$0.00                               | \$0.00                               |
| NYS Graduate Medical Exp.             | \$188,960.03                       | \$208,358.96                       | \$233,822.97                       | \$241,281.61                       | \$242,562.13                         | \$238,127.36                       | \$250,033.73                         | \$262,535.41                         | \$275,662.19                         | \$289,445.29                         |
| ACA PCORI Fee                         | n/a                                | n/a                                | \$4,448.00                         | \$10,252.46                        | \$10,773.00                          | \$10,773.00                        | \$11,311.65                          | \$11,877.23                          | \$12,471.09                          | \$13,094.65                          |
| ACA Transitional Reins.Program Fee    | n/a                                | n/a                                | n/a                                | \$316,764.00                       | \$101,200.00                         | \$221,100.00                       | \$138,187.50                         | \$0.00                               | \$0.00                               | \$0.00                               |
| Stop-Loss Aggregate and Specific      | \$384,392.52                       | \$361,366.41                       | \$592,381.65                       | \$720,784.39                       | \$654,000.00                         | \$679,676.58                       | \$815,611.90                         | \$978,734.28                         | \$1,174,481.13                       | \$1,409,377.36                       |
| Advance Deposit / Pre-Paid Claims     | \$718,000.00                       | \$80,600.00                        | \$109,500.00                       | \$0.00                             | \$100,000.00                         | \$0.00                             | \$100,000.00                         | \$100,000.00                         | \$100,000.00                         | \$100,000.00                         |
| Legal Fees                            | \$0.00                             | \$82.50                            | \$220.00                           | \$6,201.25                         | \$20,600.00                          | \$20,600.00                        | \$21,218.00                          | \$21,854.54                          | \$22,510.18                          | \$23,185.48                          |
| Executive Director                    | \$0.00                             | \$0.00                             | \$0.00                             | \$14,351.25                        | \$35,000.00                          | \$35,000.00                        | \$35,000.00                          | \$36,050.00                          | \$37,131.50                          | \$38,245.45                          |
| Consultant Fees                       | \$0.00                             | \$58,612.06                        | \$114,110.74                       | \$63,501.70                        | \$51,500.00                          | \$87,011.80                        | \$89,622.15                          | \$92,310.82                          | \$95,080.14                          | \$97,932.55                          |
| Accounting Fees                       | \$0.00                             | \$0.00                             | \$0.00                             | \$58,599.48                        | \$15,450.00                          | \$73,998.20                        | \$76,218.15                          | \$78,504.69                          | \$80,859.83                          | \$83,285.63                          |
| Actuarial Fees                        | \$0.00                             | \$0.00                             | \$0.00                             | \$10,000.00                        | \$10,300.00                          | \$10,300.00                        | \$10,609.00                          | \$10,927.27                          | \$11,255.09                          | \$11,592.74                          |
| Audit Fees                            | \$0.00                             | \$12,000.00                        | \$37,027.19                        | \$29,800.00                        | \$61,800.00                          | \$79,400.00                        | \$81,782.00                          | \$84,235.46                          | \$86,762.52                          | \$89,365.40                          |
| Insurances (D&O / Prof. Liab.)        | \$22,211.00                        | \$21,139.41                        | \$22,211.00                        | \$53,116.40                        | \$26,875.31                          | \$28,159.80                        | \$30,975.78                          | \$34,073.36                          | \$37,480.69                          | \$41,228.76                          |
| Internal Coordination (Finance)       | \$88,269.07                        | \$35,323.92                        | \$36,171.78                        | \$0.00                             | \$69,783.19                          | \$69,783.19                        | \$71,876.68                          | \$74,032.99                          | \$76,253.97                          | \$78,541.59                          |
| Internal Coordination (Support)       | \$0.00                             | \$4,574.70                         | \$10,462.47                        | \$0.00                             | \$14,478.43                          | \$14,478.43                        | \$14,912.78                          | \$15,360.17                          | \$15,820.97                          | \$16,295.60                          |
| Surety Bond Fee / Loan Interest       | \$0.00                             | \$0.00                             | \$0.00                             | \$0.00                             | n/a                                  | n/a                                | n/a                                  | n/a                                  | n/a                                  | n/a                                  |
| Payment Refund                        | \$0.00                             | \$13,146.84                        | \$0.00                             | \$0.00                             | \$0.00                               | \$0.00                             | \$0.00                               | \$0.00                               | \$0.00                               | \$0.00                               |
| Ancillary Benefit Premiums            | \$51,047.20                        | \$103,698.75                       | \$155,711.25                       | \$127,775.11                       | \$142,410.00                         | \$125,302.12                       | \$137,832.33                         | \$151,615.57                         | \$166,777.12                         | \$183,454.83                         |
| <b>Capitalization Repayment</b>       | <b>\$0.00</b>                      | <b>\$0.00</b>                      | <b>\$1,541,561.37</b>              | <b>n/a</b>                         | <b>n/a</b>                           | <b>n/a</b>                         | <b>n/a</b>                           | <b>n/a</b>                           | <b>n/a</b>                           | <b>n/a</b>                           |
| Other Expenses                        | \$133.32                           | \$0.00                             | \$0.00                             | \$875.01                           | \$5,150.00                           | \$4,798.18                         | \$4,942.13                           | \$5,090.39                           | \$5,243.10                           | \$5,400.39                           |
| <b>Total Expenses</b>                 | <b>\$24,323,682.04</b>             | <b>\$26,525,587.22</b>             | <b>\$32,261,384.68</b>             | <b>\$32,962,067.55</b>             | <b>\$35,560,567.21</b>               | <b>\$33,785,756.10</b>             | <b>\$36,758,040.34</b>               | <b>\$39,840,110.86</b>               | <b>\$43,371,615.38</b>               | <b>\$47,234,583.28</b>               |
| <b>Net Income</b>                     | <b>\$4,089,400.96</b>              | <b>\$2,982,825.32</b>              | <b>\$3,806,137.07</b>              | <b>\$3,601,294.78</b>              | <b>\$2,713,280.81</b>                | <b>\$4,499,578.44</b>              | <b>\$2,373,228.58</b>                | <b>\$853,518.64</b>                  | <b>-\$641,426.14</b>                 | <b>-\$2,365,411.03</b>               |
| <b>Ending Balance</b>                 | <b>\$4,089,400.96</b>              | <b>\$7,072,226.28</b>              | <b>\$10,878,363.35</b>             | <b>\$14,771,429.76</b>             | <b>\$17,484,710.57</b>               | <b>\$19,271,008.20</b>             | <b>\$21,644,236.78</b>               | <b>\$22,497,755.42</b>               | <b>\$21,856,329.28</b>               | <b>\$19,490,918.25</b>               |
| <b>Liabilities and Reserves</b>       |                                    |                                    |                                    |                                    |                                      |                                    |                                      |                                      |                                      |                                      |
| IBNR Reserve                          | \$3,043,382.00                     | \$3,183,070.47                     | \$3,418,508.76                     | \$3,641,387.55                     | \$3,961,856.66                       | \$3,729,931.69                     | \$4,060,030.64                       | \$4,419,343.35                       | \$4,810,455.24                       | \$5,236,180.53                       |
| Surplus Account                       | \$1,289,746.00                     | \$1,428,380.94                     | \$1,722,850.71                     | \$1,803,282.76                     | \$1,893,446.90                       | \$1,879,369.39                     | \$1,935,750.47                       | \$2,013,180.49                       | \$2,113,839.51                       | \$2,219,531.49                       |
| Claims / Rate Stabilization Reserve   | \$0.00                             | \$0.00                             | \$0.00                             | \$0.00                             | \$1,650,773.61                       | \$1,554,138.20                     | \$1,691,679.43                       | \$1,841,393.06                       | \$2,004,356.35                       | \$2,181,741.89                       |
| Catastrophic Claims Reserve           | n/a                                | n/a                                | n/a                                | \$606,897.92                       | \$1,050,000.00                       | \$1,050,000.00                     | \$1,050,000.00                       | \$1,050,000.00                       | \$1,050,000.00                       | \$1,050,000.00                       |
| <b>Total Liabilities and Reserves</b> | <b>\$4,333,128.00</b>              | <b>\$4,611,451.40</b>              | <b>\$5,141,359.47</b>              | <b>\$6,051,568.23</b>              | <b>\$8,556,077.17</b>                | <b>\$8,213,439.28</b>              | <b>\$8,737,460.55</b>                | <b>\$9,323,916.91</b>                | <b>\$9,978,651.10</b>                | <b>\$10,687,453.91</b>               |
| <b>Unencumbered Fund Balance</b>      | <b>-\$243,727.04</b>               | <b>\$2,460,774.88</b>              | <b>\$5,737,003.88</b>              | <b>\$8,719,861.53</b>              | <b>\$8,928,633.40</b>                | <b>\$11,057,568.92</b>             | <b>\$12,906,776.23</b>               | <b>\$13,173,838.51</b>               | <b>\$11,877,678.18</b>               | <b>\$8,803,464.35</b>                |

**Assumptions 2015 to 2019 Fiscal Years**

- Premium Revenue Increased by 3.0% in 2015, 4.0% in 2016, and 5.0% 2017-2019
- Interest Income = Last 2 Years Average
- Prescription Drug Rebates = \$250,000
- Paid Claims Trend = 8.85%
- Administrative Fees Per Agreement with Excellus BCBS then Increased by 3% Per Annum
- NYS GME Increased by 5%
- Specific Stop-Loss Insurance Increased by 20%
- Aggregate Stop-Loss Insurance Increased by 5%
- Surety Bond Fee / Loan Interest Estimated at 3% of Principle Balance
- All other Fees Increased by 3%
- Beginning Balance and Ending Balance includes Advance Deposit held at Excellus BCBS as a pre-payment of claims (\$953,700 as of 07-31-2014)