> Minnesotat Supplement Report \#1A
> reallocation of expenses and investment income

For the Year Ending December 31, 2021
Public Intormation, Minesota statutes 862 D .08

|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Line | Direct Non-Claim Expenses | Total | ${ }_{\substack{\text { Non MN } \\ \text { products }}}^{\text {a }}$ | $\underbrace{\text { a }}_{\substack{\text { Total } \mathrm{MN} \\ \text { products }}}$ | Commerial |  | $\begin{gathered} \text { Medicare } \\ \text { Cost } \end{gathered}$ | $\begin{gathered} \text { Medicare } \\ \text { Supplement } \end{gathered}$ | $\begin{gathered} \text { Medicare } \\ \text { Part D } \end{gathered}$ | Msho | $\underset{\substack{\text { SNBC MA } \\ \text { only }}}{\text { ate }}$ | $\underbrace{\mathrm{St}}_{\substack{\text { SNBC } \\ \text { Interated }}}$ | PMAP | usc+ | NCare | ental | Other |  |
| 1 | Employe benefititerpenses | 5 |  | 0 | 0 | 0 |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 | Sales expenses | 524,800 |  | ${ }^{524,800}$ | 282,885 | ${ }^{241,916}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 | General business office expense | 37,87 |  | 37,87 <br> 1807 <br> 1094 |  | ${ }^{37,887}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| 4 | State premium taxes and assessments | $\frac{518,784}{50,54}$ |  | $\frac{518,784}{50,54}$ | ${ }_{\text {50, }}^{1.0788}$ | 9,036 49,510 |  |  |  |  |  |  |  |  |  |  |  |  |
| 6 | Outsourced sericices | 93,209 |  | ${ }^{\text {93,209 }}$ | 1,08 | ${ }^{93,209}$ |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Other expenses | 0 |  | 0 | 0 | 0 |  |  |  |  |  |  |  |  |  |  |  |  |
| 8 | Total Direct Expenses | 1,225,208 | 0 | 1,225,208 | 793,670 | ${ }^{131,538}$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |


|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 |
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| Line | Reallocated Indirect Non-Claim Expenses | Total | Non MN | Total MN | Commercial | Medicare | Medicare | Medicare | Medicare | msho | SNBC MA | SNBC | PMAP | ${ }_{\text {ISC+ }}$ | INCare | Dental | ${ }^{\text {Other }}$ | ${ }_{\substack{\text { Admin } \\ \text { Services }}}^{\text {den }}$ |
| 9 | Employe benefitit xpenses | 804,279 |  | 804,279 | 8,306 | 795,973 |  |  |  |  |  |  |  |  |  |  |  |  |
| 10 | Sales expenses | 94,870 |  | 94,870 | 980 | 93,890 |  |  |  |  |  |  |  |  |  |  |  |  |
| 11 | General business ofice expense | ${ }^{145,803}$ |  | 145,803 | 1.506 | ${ }^{144,298}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| 12 | State premium taxes and assessments | ${ }^{3,631}$ |  | ${ }^{3,631}$ | ${ }^{38}$ | 3,594 |  |  |  |  |  |  |  |  |  |  |  |  |
| 13 | Consulting and professional fees | 6,4,45 |  | 69,485 | 718 | 68,767 |  |  |  |  |  |  |  |  |  |  |  |  |
| 14 <br> 15 <br> 15 | Outsourced servics | $\frac{108,286}{1030}$ |  | ${ }_{\text {108,286 }}^{1030}$ | 1,118 | ${ }^{1007167}$ |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


|  |  | 1 | 2 | 3 | 4 | 5 |  |  |  |  |  |  |  |  |  |  |  |  |
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| Line | ${ }^{\text {Direct plus Indirect Non-Claim Expenses }}$ | NaIC Total | Non MN | Total MN products | Commercial | Medicare | Medicare Cost | Medicare | Medicare <br> Part D | msho | SNBC MA | SNBC | PMAP | Msc+ | MNCare | Dental | Other | $\underset{\substack{\text { Admin } \\ \text { Serrices }}}{\text { a }}$ |
| 17 | Emploge benefit expenses | 804,279 | 0 |  | 8,306 | ${ }^{795,973}$ | 0 |  |  | 0 |  |  | 0 | 0 | 0 | 0 | 0 |  |
| 18 | Sales expenses | 619,670 | 0 | 619,670 | 283,864 | 335,806 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 19 | General businssoffice expense | 183,670 | 0 | 183,670 | 1,506 | 182,164 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
| 20 | State premium taxes and assessments | 522,416 | 0 | 522,416 | ${ }_{\text {509,786 }}$ | 12,630 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 21 | Consulting and professional fees | ${ }^{122,033}$ | 0 | 120,033 | 1,755 | ${ }^{18,277}$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 22 | Outsourced services | 201,494 | 0 | 201,49 | 1,118 | 200,376 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 23 | Other expenses | 1,930 | 0 | 1,930 | 20 | 1,910 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 24 | Total Non-Claim Expenses = Sum of Lines 17 to 23 | 2,453,492 | 0 | 2,453,492 | ${ }^{806,355}$ | 1,647,137 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 25 | Claims Adjustment Expenses | 1,106,057 |  | 1,106,057 | 36,512 | 742.544 |  |  |  |  |  |  |  |  |  |  |  |  |
| 26 | Revenues (Supp Report \#1, Line 8) | 38,81,0,73 |  | 38,818,073 | 10,548,85 | 28,29,218 |  |  |  |  |  |  |  |  |  |  |  |  |
| 27 | Incurred Claims (Supp Report \#1, Line $18+$ Line 22$)$ | 35,30,541 |  | 35,30, 541 | 8,947,835 | 20,36,706 |  |  |  |  |  |  |  |  |  |  |  |  |
| 28 | Net Investment Gain(LLoss) Allocated) | ${ }^{84,392}$ |  | ${ }^{84,392}$ | 0 | 84,392 |  |  |  |  |  |  |  |  |  |  |  |  |
| 29 | Agrregate Write Ins for Other Income or Expense) | -8,080 |  | -8,080 | -7,419 | -661 |  |  |  |  |  |  |  |  |  |  |  |  |
| ${ }^{30}$ | Federal and Foreign Income Taxes Incurred |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 31 | Net Income $=$ Lines $26+28+29-24-25-27-30$ | 26,295 | 0 | 26,295 | 423,733 | -397,438 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 | 0 | 0 | 0 |

Please use the space below to explain any discrepancies between what is reported in Supplement Report \#1 and Sı
ıpplement Report \#1a

## DRAFT

These categorized administrative expenses should roll up into the general administrative expenses reported on line 21 on Minnesota Supplement Report \#1, as well as the underwriting and investment exhibit part 3 - analysis of expenses, of the NAIC health blank. The categories are broken down as follows:

Employee benefit expenses: salaries, wages and benefits

Sales expenses: commissions, marketing and advertising; cost of sales-related materials, postage, telephone and printing materials

General business and office type expenses: rent; non-sales related postage, express and telephone; non-sales related printing and office supplies; taxes (excluding state premium taxes and assessments), licenses and fees; traveling expenses; insurance, except on real estate; collection and bank service charges; group service and administration fees; real estate expenses; real estate taxes; equipment; occupancy, depreciation and amortization; cost of depreciation of ECP equipment and software

State premium taxes and assessments

Consulting and professional fees: legal fees and expenses; certifications and accreditation fees; auditing, actuarial and other consulting fees; board, bureaus and association fees

Outsourced services: ECP; claims and other services

Other expenses: investment expenses not included elsewhere; aggregate write-ins for expenses; reimbursements by uninsured plans; reimbursements from fiscal intermediaries.

Indirect expenses must be allocated by dollars of premium income, or premium-equivalent for ASO business.
Investment gain must be allocated by the prior five years of net income.

