<u>Sanford Health Plan of Minnesota</u> Minnesota Supplement Report #1A

REALLOCATION OF EXPENSES AND INVESTMENT INCOME For the Year Ending December 31, 2022 Public Information, Minnesota Statutes § 62D.08

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																For Dental: Pleas	se use "Explanatio	ons" tab to clarify
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
Line	Direct Non-Claim Expenses	Total	Non MN	Total MN	Commercial	Medicare	Medicare	Medicare	Medicare	MSHO	SNBC MA	SNBC	PMAP	MSC+	MNCare	Dental	Other	Admin
			products	products		Advantage	Cost	Supplement	Part D		only	Integrated						Services
1	Employee benefit expenses	-		-														
2	Sales expenses	342,718.59		342,718.59	305,632.82	36,301.27		784.50										
3	General business/office expense	-		-														
4	State premium taxes and assessments	264,554.13		264,554.13	260,805.19	591.94		3,157.00										
5	Consulting and professional fees	-		-														
6	Outsourced services	74,126.79		74,126.79	67,556.04	5,238.00		1,332.75										
7	Other expenses	77,016.87		77,016.87	70,072.38	5,562.10		1,382.39										
8	Total Direct Expenses	758,416.38	-	758,416.38	704,066.43	47,693.31	-	6,656.64	-	-	-	-	-	-	-	-	-	-
														-		-		
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17

		1	2	3	4	5	0	1	8	9	10	11	12	13	14	15	16	17
Line	Reallocated Indirect Non-Claim Expenses	Total	Non MN	Total MN	Commercial	Medicare	Medicare	Medicare	Medicare	MSHO	SNBC MA	SNBC	PMAP	MSC+	MNCare	Dental	Other	Admin
			products	products		Advantage	Cost	Supplement	Part D		only	Integrated						Services
9	Employee benefit expenses	309,916.50		309,916.50	159,168.18	149,424.60		1,323.72									[]	
10	Sales expenses	16,556.72		16,556.72	3,535.36	13,021.22		0.14									[]	
11	General business/office expense	70,102.87		70,102.87	20,818.56	49,268.65		15.66									1	
12	State premium taxes and assessments	295.83		295.83	269.61	20.90		5.32										
13	Consulting and professional fees	89,226.62		89,226.62	21,868.68	67,253.48		104.46										
14	Outsourced services	160,020.71		160,020.71	136,934.68	20,527.07		2,558.96										
15	Other expenses	4,982.21		4,982.21	4,478.06	446.85		57.30										
16	Total Indirect Expenses	651,101.46	-	651,101.46	347,073.13	299,962.77	-	4,065.56	-	-	-	-	-	-	-	-	-	-

		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
Line	Direct plus Indirect Non-Claim Expenses	NAIC Total	Non MN	Total MN	Commercial	Medicare	Medicare	Medicare	Medicare	MSHO	SNBC MA	SNBC	PMAP	MSC+	MNCare	Dental	Other	Admin
			products	products		Advantage	Cost	Supplement	Part D		only	Integrated						Services
17	Employee benefit expenses	309,916.50	-	309,916.50	159,168.18	149,424.60	-	1,323.72	-	-	-	-	-	-	-	-	-	-
18	Sales expenses	359,275.31	-	359,275.31	309,168.18	49,322.49	-	784.64	-	-	-	-	-	-	-	-	-	
19	General business/office expense	70,102.87	-	70,102.87	20,818.56	49,268.65	-	15.66	-	-	-	-	-	-	-	-	-	-
20	State premium taxes and assessments	264,849.96	-	264,849.96	261,074.80	612.84	-	3,162.32	-	-	-	-	-	-	-	-	-	
21	Consulting and professional fees	89,226.62	-	89,226.62	21,868.68	67,253.48	-	104.46	-	-	-	-	-	-	-	-	-	
22	Outsourced services	234,147.50	-	234,147.50	204,490.72	25,765.07	-	3,891.71	-	-	-	-	-	-	-	-	-	-
23	Other expenses	81,999.08	-	81,999.08	74,550.44	6,008.95	-	1,439.69	-	-	-	-	-	-	-	-	-	-
24	Total Non-Claim Expenses = Sum of Lines 17 to 23	1,409,517.84	-	1,409,517.84	1,051,139.56	347,656.08	-	10,722.20	-	-	-	-	-	-	-	-	-	-
25	Claims Adjustment Expenses	807,003.77		807,003.77	499,406.15	301,597.25		6,000.37										
26	Revenues (Supp Report #1, Line 8)	16,313,032.48		16,313,032.48	14,318,590.03	1,823,167.62		171,274.83										
27	Incurred Claims (Supp Report #1, Line 18 + Line 22)	18,283,493.78		18,283,493.78	13,084,248.87	5,055,288.35		143,956.56										
28	Net Investment Gain/(Loss) (Allocated)	18,793.96		18,793.96	18,793.96													
29	Aggregate Write Ins for Other Income or (Expenses)	-		-														
30	Federal and Foreign Income Taxes Incurred	-		-														
31	Net Income = Lines 26+28+29-24-25-27-30	(4,168,188.95)	-	(4,168,188.95)	(297,410.59)	(3,881,374.06)	-	10,595.70	-	-	-	-	-		-	-	-	-

Please use the space below to explain any discrepancies between what is reported in Supplement Report #1 and Su

upplement Report #1a

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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.