Hennepin Health
Minnesota Supplement Report \#1
REALLOCATION OF EXPENSES AND INVESTMENT INCOME
For the Year Ending December 31, 2017
Pubic Information, Minnesota Statutes \& 62D.

|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Line | Direct Non-Claim Expenses | Total | Non MN products | Total MN products | Commercial | Medicare Advantage | Medicare Cost | MSHO | SNBC MA only | SNBC Integrated | MSC+ | PMAP | MNCare | Dental | Other | Admin Services |
| 1 | Employee benefit expenses | - |  | - |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 | Sales expenses | - |  | - |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 | General business/office expense | - |  | - |  |  |  |  |  |  |  |  |  |  |  |  |
| 4 | State premium taxes and assessments | 3,700,088 |  | 3,700,088 |  |  |  |  | 604,181 |  |  | 2,974,448 | 121,459 |  |  |  |
| 5 | Consulting and professional fees | - |  | - |  |  |  |  |  |  |  |  |  |  |  |  |
| 6 | Outsourced services | 5,693,423 |  | 5,693,423 |  |  |  |  | 910,948 |  |  | 4,554,738 | 227,737 |  |  |  |
| 7 | Other expenses | - |  | - |  |  |  |  |  |  |  |  |  |  |  |  |
| 8 | Total Direct Expenses | 9,393,511 | - | 9,393,511 | - | - | - | - | 1,515,129 | - |  | 7,529,186 | 349,196 | 0 | 0 | 0 |


|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Line | Reallocated Indirect Non-Claim Expenses | Total | Non MN products | Total MN products | Commercial | Medicare Advantage | Medicare Cost | MSHO | SNBC MA only | $\begin{array}{c\|} \hline \text { SNBC } \\ \text { Integrated } \\ \hline \end{array}$ | MSC+ | PMAP | MNCare | Dental | Other | Admin Services |
| 9 | Employee benefit expenses | 4,877,733 |  | 4,877,733 |  |  |  |  | 780,437 |  |  | 3,902,186 | 195,109 |  |  |  |
| 10 | Sales expenses | 1,054,168 |  | 1,054,168 |  |  |  |  | 168,667 |  |  | 843,334 | 42,167 |  |  |  |
| 11 | General business/office expense | $(4,998,235)$ |  | $(4,998,235)$ |  |  |  |  | $(799,718)$ |  |  | $(3,998,588)$ | (199,929) |  |  |  |
| 12 | State premium taxes and assessments | - |  | - |  |  |  |  | - |  |  | - | - |  |  |  |
| 13 | Consulting and professional fees | 1,665,053 |  | 1,665,053 |  |  |  |  | 266,408 |  |  | 1,332,042 | 66,602 |  |  |  |
| 14 | Outsourced services | 1,778,332 |  | 1,778,332 |  |  |  |  | 284,533 |  |  | 1,422,665 | 71,133 |  |  |  |
| 15 | Other expenses | 177,963 |  | 177,963 |  |  |  |  | 28,474 |  |  | 142,370 | 7,119 |  |  |  |
| 16 | Total Indirect Expenses | 4,555,013 | - | 4,555,013 | - | - | - | - | 728,802 | - |  | 3,644,011 | 182,200 | 0 | 0 | 0 |


|  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Line | Direct plus Indirect Non-Claim Expenses | NAIC Total | Non MN products | Total MN products | Commercial | Medicare Advantage | $\begin{array}{c\|} \hline \text { Medicare } \\ \text { Cost } \end{array}$ | MSHO | SNBC MA only | $\begin{gathered} \text { SNBC } \\ \text { Integrated } \\ \hline \end{gathered}$ | MSC+ | PMAP | MNCare | Dental | Other | Admin Services |
| 17 | Employee benefit expenses | 4,877,733 | - | 4,877,733 | - | - | - | - | 780,437 | - | - | 3,902,186 | 195,109 | 0 | 0 | 0 |
| 18 | Sales expenses | 1,054,168 | - | 1,054,168 | - | - | - | - | 168,667 | - |  | 843,334 | 42,167 | 0 | 0 | 0 |
| 19 | General business/office expense | $(4,998,235)$ | - | $(4,998,235)$ | - | - | - |  | (799,718) | - |  | (3,998,588) | (199,929) | 0 | 0 |  |
| 20 | State premium taxes and assessments | 3,700,088 | - | 3,700,088 | - | - | - | - | 604,181 | - | - | 2,974,448 | 121,459 | 0 | 0 | 0 |
| 21 | Consulting and professional fees | 1,665,053 | - | 1,665,053 | - | - | - | - | 266,408 | - | - | 1,332,042 | 66,602 | 0 | 0 | 0 |
| 22 | Outsourced services | 7,471,754 | - | 7,471,754 | - | - | - | - | 1,195,481 | - | - | 5,977,404 | 298,870 | 0 | 0 | 0 |
| 23 | Other expenses | 177,963 | - | 177,963 | - | - | - | - | 28,474 | - |  | 142,370 | 7,119 | 0 | 0 | 0 |
| 24 | Total Non-Claim Expenses = Sum of Lines 17 to 23 | 13,948,524 | - | 13,948,524 | - | - | - | - | 2,243,931 | - | - | 11,173,197 | 531,396 | 0 | 0 | 0 |
| 25 | Claims Adjustment Expenses | 13,842,224 |  | 13,842,224 |  |  |  |  | 2,214,756 |  |  | 11,073,779 | 553,689 |  |  |  |
| 26 | Revenues (Supp Report \#1, Line 8) | 231,463,693 |  | 231,463,693 |  |  |  |  | 37,711,794 |  |  | 186,218,036 | 7,533,863 |  |  |  |
| 27 | Incurred Claims (Supp Report \#1, Line 18 + Line 22) | 199,547,461 |  | 199,547,461 |  |  |  |  | 31,370,559 |  |  | 161,787,346 | 6,389,556 |  |  |  |
| 28 | Net Investment Gain/(Loss) (Allocated) | 648,044 |  | 648,044 |  |  |  |  | 105,451 |  |  | 521,394 | 21,199 |  |  |  |
| 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 | 4,773,528 | - | 4,773,528 | - | - | - | - | 1,987,999 | - |  | 2,705,108 | 80,421 | 0 | 0 | 0 |

