

# Utah 2016 ACA



**INDIVIDUAL & SMALL GROUP  
ENROLLMENT & PREMIUM RATES**

# Disclaimer



- Rate data is current as of 10/20/2015. It might still change under some very limited circumstances.
- Enrollment numbers are point estimates taken from various sources. Enrollment from one slide may not match another slide because it was taken from a different source at a different time; however, we did check for reasonableness between sources.

# Disclaimer



- Determining the “average rate increase” over the prior year is non-trivial and has many interpretations. The calculation is complicated by:
  - Discontinued plans and membership crosswalked from one plan to another
  - The granularity of the enrollment data
  - Required benefit changes to keep within the +/- 2% de minimis Actuarial Valur calculator metal ranges
  - The Uniform Modification rules (benefit changes that are small enough to say the plan is the same plan as last year and not a “new” plan)
  - Changes in provider contracts that can affect the rates independently of the benefits
  - Changing assumptions in the relativity of the cost of care between rating areas
  - Differing plan availability by county
  - A hundred other things that won't fit on this slide

# Enrollment: Individual



	Individual Market		
	2013	2014	2015
Grandfathered / Transitional			
Off-Exchange	158,047	96,680	71,860
Total Non-ACA	158,047	96,680	71,860
ACA Compliant Plans			
Off-Exchange	NA	32,030	47,089
Federal Health Exchange (FFM)	NA	75,891	127,141
Total ACA Compliant	NA	107,921	174,230
Total	158,047	204,601	246,090
Increase Over Prior Year		46,554	41,489

# Enrollment: Individual



## • Individual Exchange Enrollment by Metal Level

		12/31/2014		6/30/2015		
	Metal Level	Enrollees	%	Enrollees	%	Growth
<b>National Total</b>	Catastrophic	40,274	1%	63,174	1%	22,900
	Bronze	1,082,446	17%	2,096,542	21%	1,014,096
	Silver	4,307,304	68%	6,761,363	68%	2,454,059
	Gold	579,046	9%	695,377	7%	116,331
	Platinum	328,790	5%	332,624	3%	3,834
Total		6,337,860		9,949,080		3,611,220
<b>UT</b>	Catastrophic	456	1%	520	0%	64
	Bronze	10,242	14%	21,507	17%	11,265
	Silver	47,801	65%	86,874	69%	39,073
	Gold	13,494	18%	16,870	13%	3,376
	Platinum	1,829	2%	1,013	1%	(816)
Total		73,822		126,784		52,962

# Enrollment: Individual



- Individual Exchange Enrollment Receiving Financial Assistance

6/30/2015					
Total Effectuated Enrollment and Financial Assistance					
State	Total Enrollment	APTC Enrollment	Percentage of Enrollment with APTC	CSR Enrollment	Percentage of Enrollment with CSR
National Total	9,949,079	8,329,966	83.70%	5,572,833	56.00%
UT	126,784	83,155	*65.60%	78,763	62.10%

Average APTC	
State	Average APTC per Month (for APTC enrollees)
National Average	270
UT	209

\*The ASPE reports put this at 88%.

# Enrollment: Individual



- Individual Exchange Enrollment by Age
  - At end of open enrollment period 2014 and 2015

Age	Utah 3/31/2014	Utah 2/15/2015	All States 2/15/2015
<18	18%	22%	8%
18-25	11%	11%	11%
26-34	22%	21%	17%
35-44	17%	16%	17%
45-54	15%	14%	22%
55-64	17%	16%	25%
>65	0%	0%	1%
0-34	51%	54%	36%
35+	49%	46%	64%

# Enrollment: Small Group (1-50)



	Small Group Market		
	2013	2014	2015
Grandfathered / Transitional			
Off-Exchange	187,127	84,221	77,158
Avenue H (SHOP)	8,271	2,567	2,588
Total Non-ACA	195,398	86,788	79,746
ACA Compliant Plans			
Off-Exchange	NA	92,364	99,875
Avenue H (SHOP)	NA	8,428	10,647
Total ACA Compliant	NA	100,792	110,522
Total	195,398	187,580	190,268
Increase Over Prior Year		(7,818)	2,688



# Individual Market - Medical



Issuer	New in 2016?	Count of Plans	
		On Exchange	Off Exchange
Aetna of Utah		0	16
Arches		11	25
BridgeSpan		0	3
Humana Ins Co		0	3
Humana of Utah		6	12
Molina		3	3
National Foundation Life		0	1
Regence BCBS of Utah		0	8
SelectHealth		60	60
UnitedHealthcare Life		0	9
University of Utah Health Plans	X	5	5
<b>Total</b>		<b>93</b>	<b>145</b>

**5 ON EXCHANGE**  
**11 TOTAL**

# Individual Market – Medical

## Count of Carriers with On-Exchange Plans by County



County	2014	2015	2016	Population 2014
Salt Lake	6	6	5	1,091,742
Utah	5	5	4	560,974
Davis	6	6	5	329,692
Weber	5	5	4	240,475
Washington	4	4	2	151,948
Cache	4	4	2	118,343
Tooele	4	4	4	61,598
Box Elder	4	4	3	51,518
Iron	4	4	2	47,269
Summit	4	4	4	39,105
Uintah	4	4	2	36,867
Sanpete	4	4	2	28,477
Wasatch	4	4	3	27,714
Sevier	4	4	2	20,773
Carbon	4	4	2	20,660

County	2014	2015	2016	Population 2014
Duchesne	4	4	2	20,380
San Juan	4	4	2	15,251
Millard	4	4	2	12,606
Emery	4	4	2	10,631
Morgan	4	4	3	10,608
Juab	4	4	2	10,486
Grand	4	4	2	9,429
Kane	4	4	2	7,254
Beaver	4	4	2	6,461
Garfield	4	4	2	5,024
Wayne	4	4	2	2,723
Rich	4	4	2	2,293
Piute	4	4	2	1,484
Daggett	4	4	2	1,117

# Individual Market: How robust were 2014 Rates?



- One way to gauge is to look at the 2014 experience from the Unified Rate Review Template Data (URRT)
- This is a federally required template which includes some historic premium and claims
  - Premiums include all premium collected (including from federal gov't for low income)
  - Incurred claims exclude member cost sharing and cost sharing by HHS for low-income members
- Experience includes some grandfathered / transitional business
  - Grandfathered / transitional business is assumed to have better experience than the ACA individual market so it should bring the experience loss ratio down

# Individual Market: How robust were 2014 Rates?



- **3R Considerations**

- **R**einsurance: UID made an adjustment for transitional reinsurance at the market level
- **R**isk Adjustment: at the market level it's a zero sum game – so no adjustment needed
- **R**isk Corridors: risk corridors should not be explicitly considered for pricing

- **Other Considerations**

- Individual market rate increases for 2015 were modest (about 5-10%)
- 2016 is the first pricing year with a full year of experience data

# Individual Market: How robust were 2014 Rates?



2014 Calendar Year Experience	Total	Fed Reins	Adjusted Total
Premiums (net of MLR Rebate):	322,479,907		322,479,907
Incurred Claims	440,618,890	(79,626,958)	360,991,931
Member Months	1,594,906		1,594,906
Premiums PMPM	202.19		202.19
Incurred Claims PMPM	276.27		226.34
Incurred Loss Ratio	136.6%		111.9%

- Without the federal reinsurance, the market experienced a 137% loss ratio – **this is bad**
- After taking into account reinsurance, the loss ratio only drops to 112% for the market – **this is not good**
  - Target loss ratios are in the 80-85% range

# Individual Market: Where should 2016 be?



- Individual market rate increases for 2015 were modest
  - Only 5-10%
- A lot of moving parts – a lot of unknowns
  - 3R's
    - ✦ Better handle on the average risk of the market with 2014 data
    - ✦ Reinsurance has different attachment points for 2016
      - 2014 – 100% of claims between 45K and 250K
      - 2015 – 50% of claims between 45K and 250K
      - 2016 – 50% of claims between 90K and 250K
      - 2017 – Program no longer available
    - ✦ Risk Corridors – 2016 is last year – will carriers be more conservative in rate setting knowing there's no fall back in 2017?
  - Pent up demand – are high claims in 2014 just pent up demand? Or are the newly insured high utilizers?
  - Large increases affect low income disproportionately
- Lick your finger – test the wind

# Individual Market: Where should 2016 be?



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Premiums PMPM	202.19		202.19
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Incurred Loss Ratio	136.6%		111.9%

- Assuming an 8% trend and a desired 80% loss ratio...

$$\frac{\text{Current Loss Ratio} * \text{Trend}}{\text{Desired Loss Ratio}} - 1 = \frac{111.9\% (1.08)^2}{80\%} - 1$$

- The required rate increase is 63.2% over 2014

# Rate Increase by Issuer - Individual

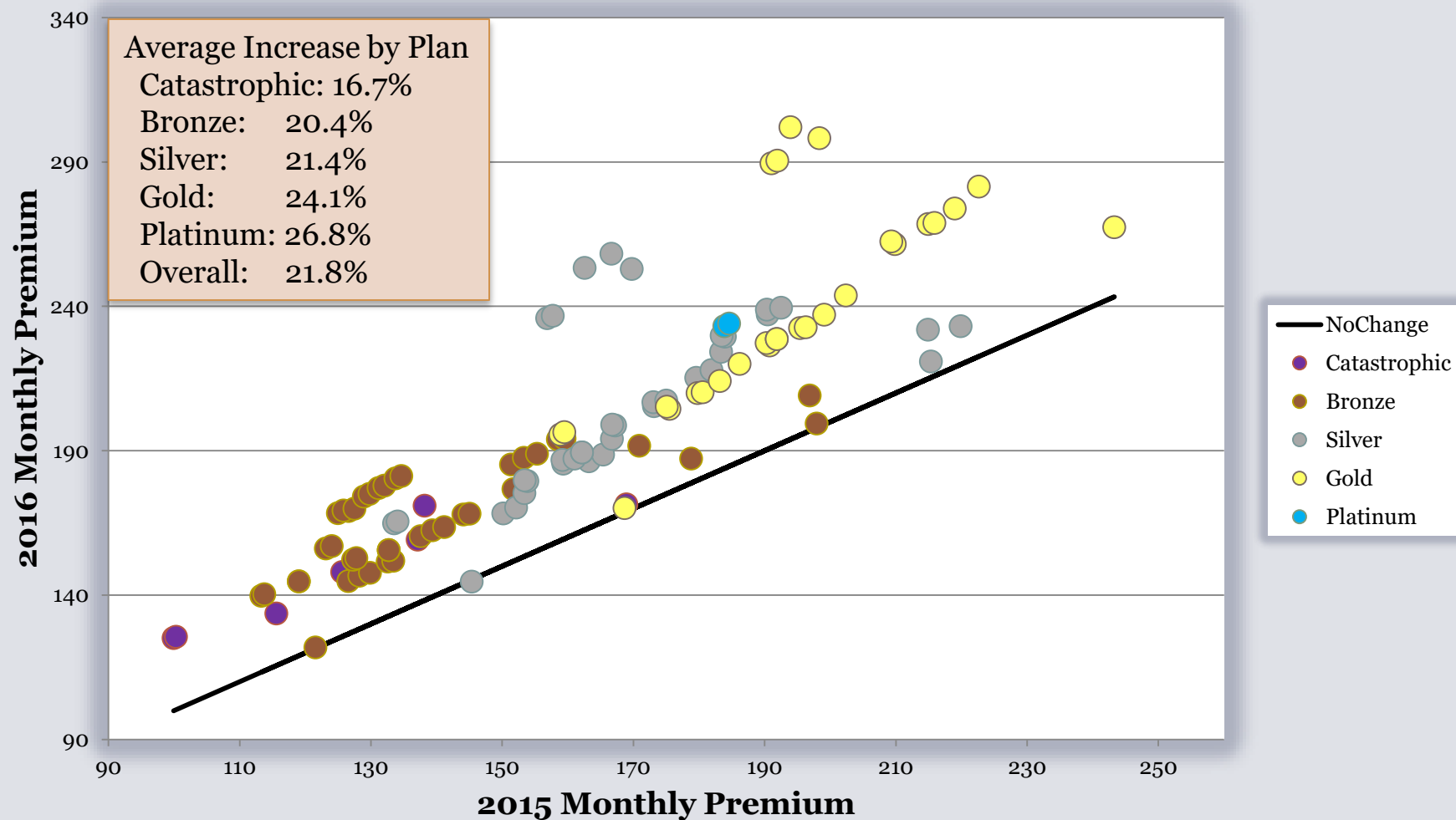


- Individual – On/Off Exchange – Salt Lake County
  - These are not weighted by enrollment
  - This shows the straight average increase of plans that were offered in both 2015 and 2016 and maintained the same Plan ID number

Issuer	Rate Increase	Plan Count
Molina	0.2%	3
UnitedHealthcare Life	5.2%	8
Humana Ins Co	14.7%	3
Aetna of Utah	18.6%	8
SelectHealth	19.3%	60
Humana of Utah	23.7%	12
Arches	42.8%	21
All Issuers	21.8%	115

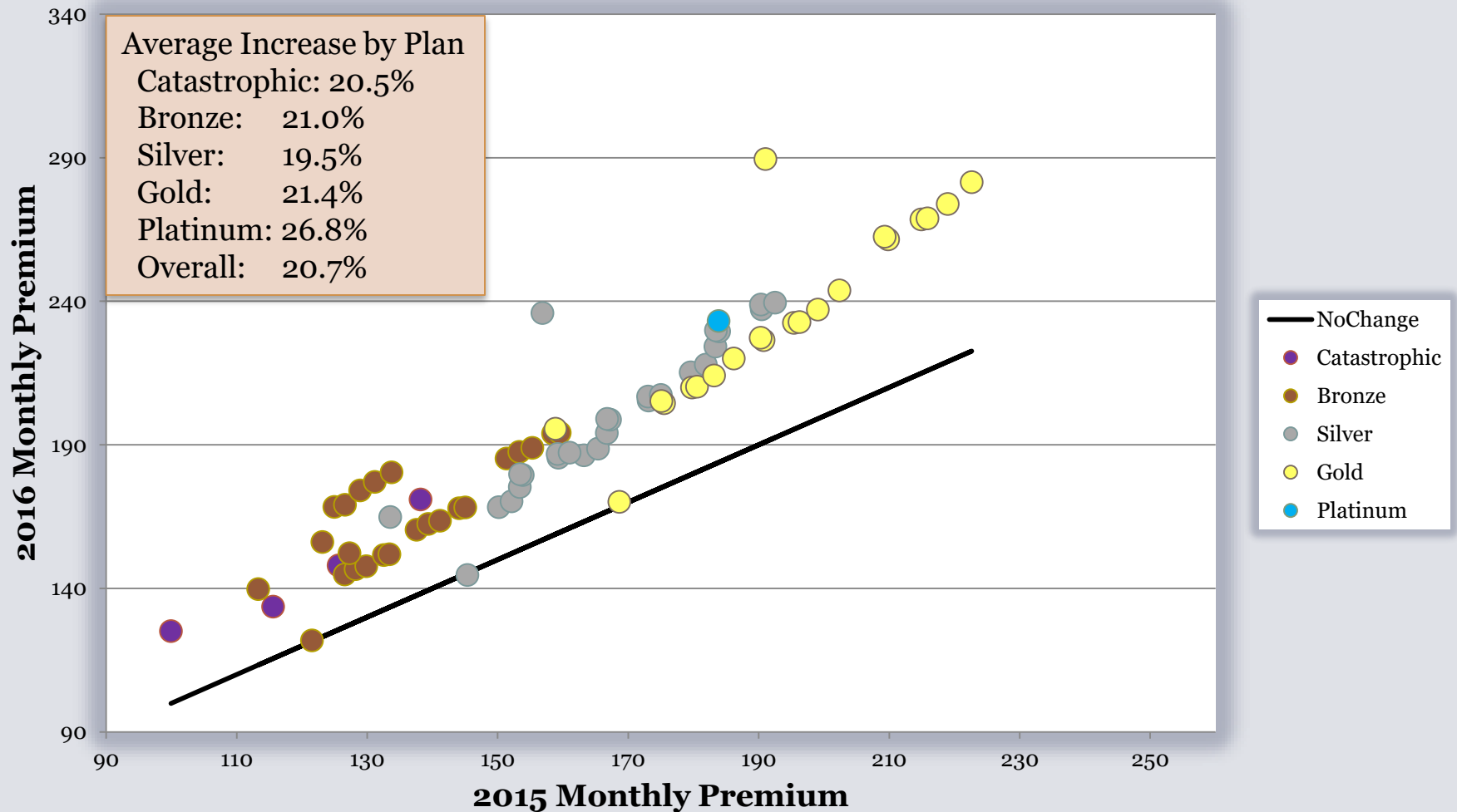


# Rates: Individual - On/Off Exchange - Salt Lake County - Age 21 Non-tobacco Rates

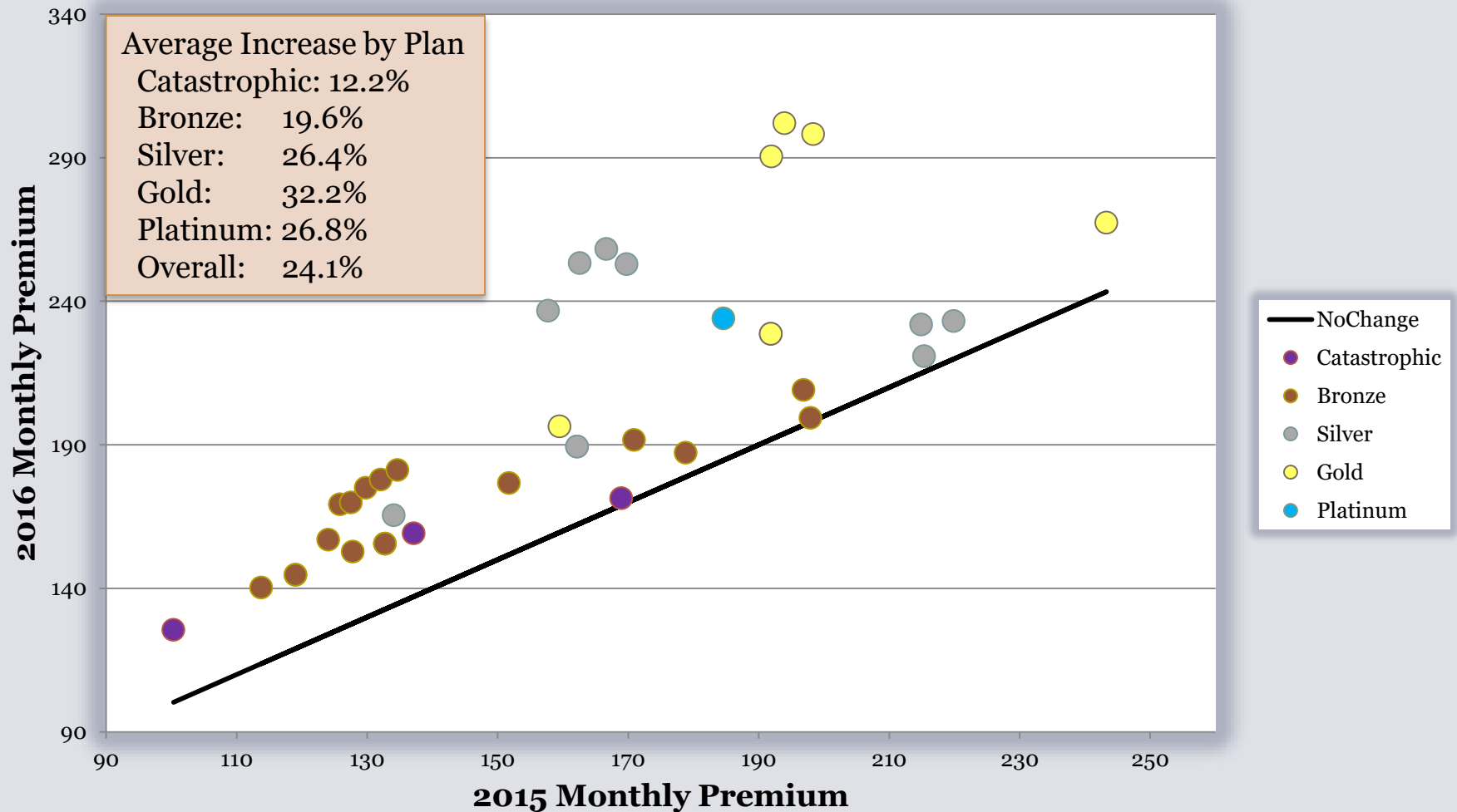


# Rates: Individual – On Exchange - Salt Lake County - Age 21

## Non-tobacco Rates

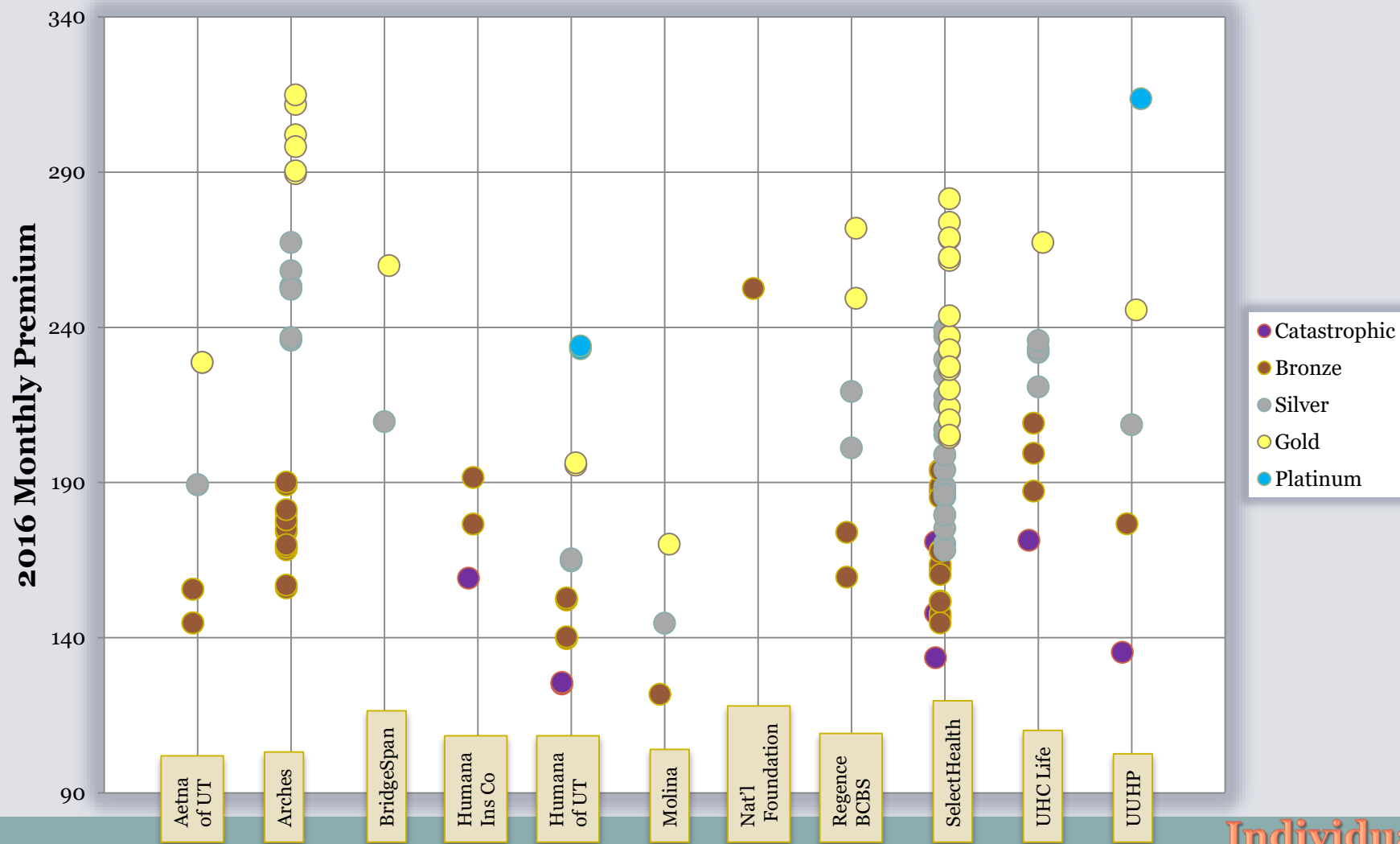


# Rates: Individual - Exclusively Off Exchange - Salt Lake County - Age 21 Non-tobacco Rates



# Rates: 2016 Individual - On/Off Exchange - Salt Lake County

## - Age 21 Non-tobacco Rates



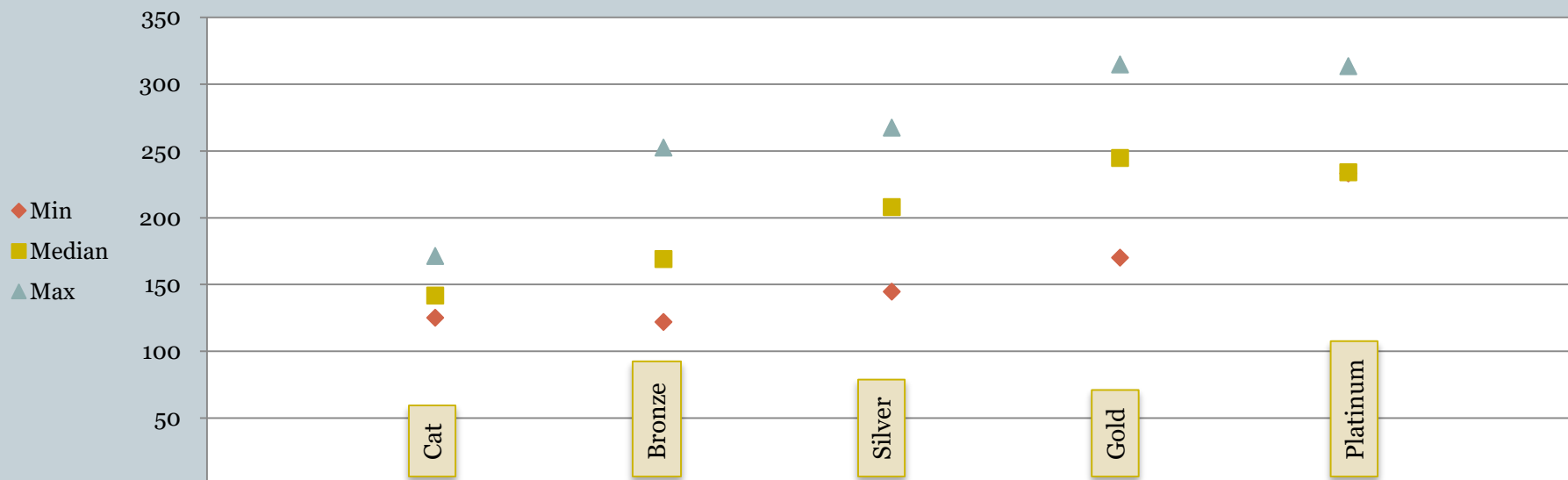
**Individual**

# Rates: 2016 Individual - On/Off Exchange - Salt Lake County

## - Age 21 Non-tobacco Rates



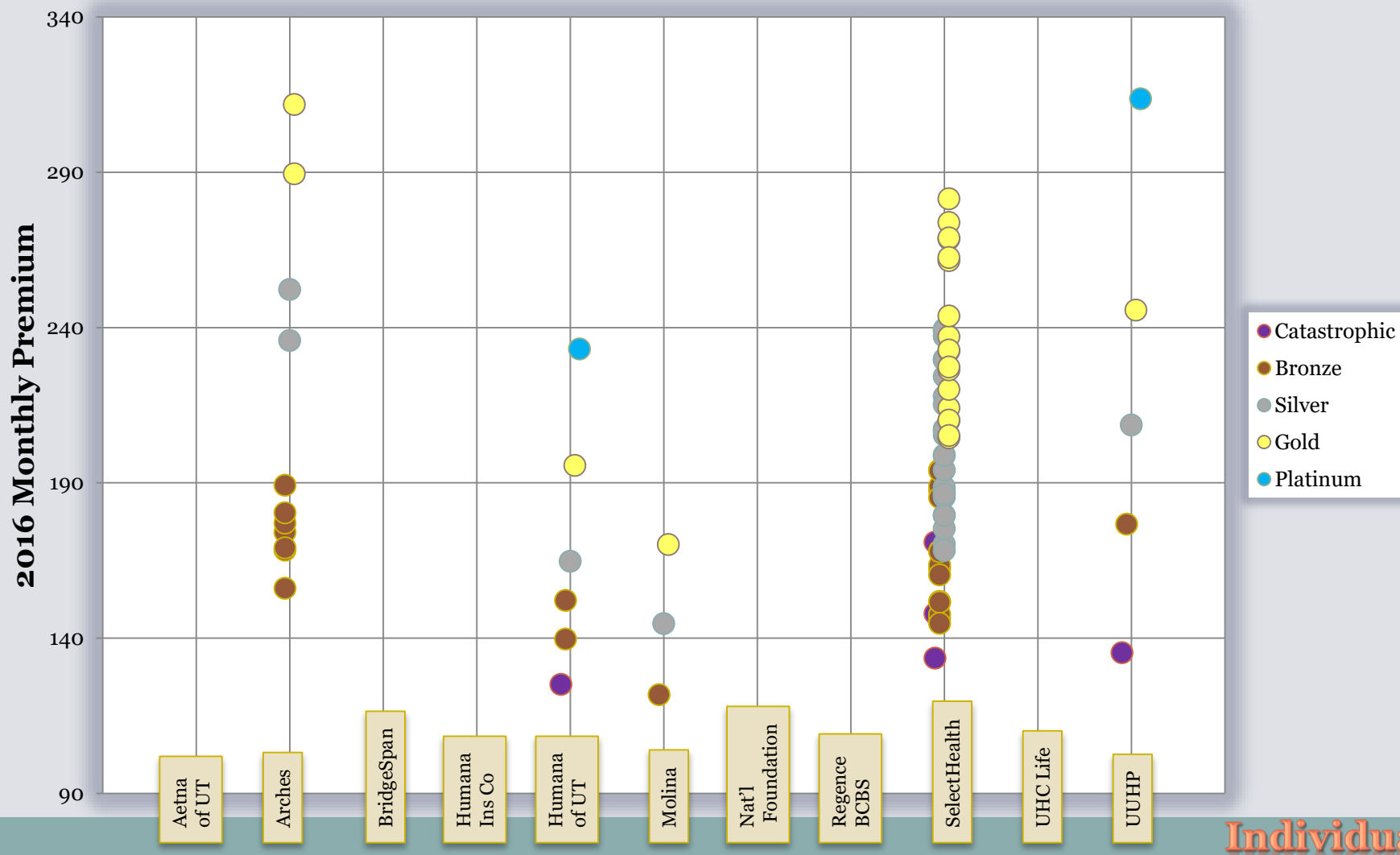
	Catastrophic	Bronze	Silver	Gold	Platinum
Min	125	122	145	170	233
Median	142	169	208	245	234
Max	171	252	267	315	314
Spread	37%	107%	85%	85%	35%



Individual

# Rates: Individual - On Exchange - Salt Lake County - Age 21

## Non-tobacco Rates

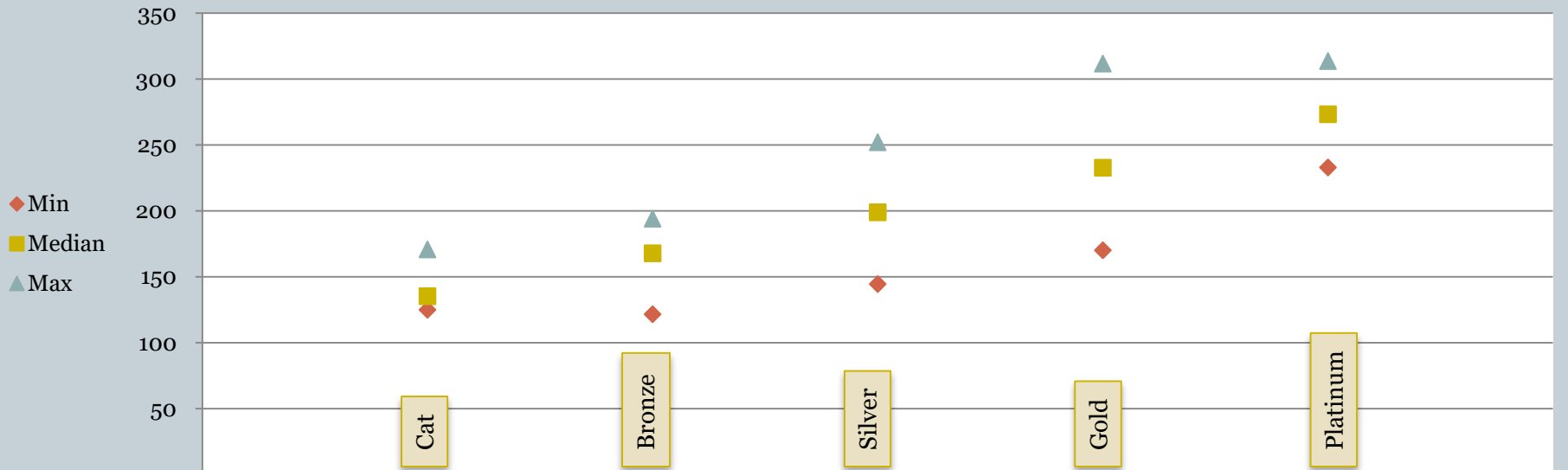


# Rates: Individual - On Exchange - Salt Lake County - Age 21

## Non-tobacco Rates



	Catastrophic	Bronze	Silver	Gold	Platinum
Min	125	122	145	170	233
Median	135	166	199	233	273
Max	171	194	252	312	314
Spread	37%	63%	66%	70%	35%



Individual

# Rates: Individual – Average Increase by Rating Area by Issuer



- These are not weighted by enrollment
- This shows the straight average increase of plans that were offered in both 2015 and 2016 and maintained the same Plan ID number

	Rating Area						
Issuer	1	2	3	4	5	6	All
Molina		0.2%	0.2%	0.2%			0.2%
UHC Life	5.2%	5.2%	5.2%	5.2%	5.2%	5.2%	5.2%
Humana Ins Co	14.7%	14.7%	14.7%	14.7%	14.7%	14.7%	14.7%
Aetna of Utah	18.3%	18.6%	18.6%	18.6%	18.3%	18.3%	18.4%
SelectHealth	17.5%	18.7%	19.3%	19.3%	20.9%	18.1%	19.0%
Humana of Utah			23.7%				23.7%
Regence BCBS of Utah	26.2%	26.2%			26.2%	26.2%	26.2%
BridgeSpan	30.0%	31.4%			28.4%	26.9%	29.0%
Arches	44.2%	44.1%	42.8%	42.8%	44.1%	44.1%	43.7%
All Issuers	22.0%	21.5%	21.8%	21.7%	23.9%	22.2%	22.1%



# Individual: Silver Benchmark Plan



- 2<sup>nd</sup> Lowest Silver Plan by County by Year (age 21 rate)

County	2014	2015	2016	2015 / 2014	2016 / 2015	Rating Area
Cache	154	158	197	2%	25%	1
Rich	154	158	228	2%	44%	1
Box Elder	160	155	197	-3%	27%	2
Morgan	160	155	197	-3%	27%	2
Weber	149	153	176	3%	15%	2
Davis	141	145	165	3%	13%	3
Salt Lake	141	145	165	3%	13%	3
Summit	155	156	186	1%	19%	3
Tooele	155	156	186	1%	19%	3
Wasatch	155	156	189	1%	21%	3
Utah	150	155	173	3%	12%	4
Iron	162	166	198	2%	20%	5
Washington	162	166	198	2%	20%	5
Beaver	163	167	198	2%	19%	6
Carbon	167	167	229	0%	37%	6
Daggett	167	167	229	0%	37%	6
Duchesne	165	167	198	1%	19%	6
Emery	167	167	229	0%	37%	6
Garfield	165	167	198	1%	19%	6
Grand	167	167	229	0%	37%	6
Juab	165	167	198	1%	19%	6
Kane	167	167	229	0%	37%	6
Millard	163	167	198	2%	19%	6
Piute	163	167	198	2%	19%	6
San Juan	163	167	229	2%	37%	6
Sanpete	165	167	198	1%	19%	6
Sevier	163	167	198	2%	19%	6
Uintah	165	167	198	1%	19%	6
Wayne	163	167	198	2%	19%	6

# Individual: Silver Benchmark Plan



- 2<sup>nd</sup> Lowest Silver Plan by County (age 21 rate)

County	1st Lowest / 2nd Lowest Silver	1st Lowest	2nd Lowest	Rating Area
Cache	1. SelectHealth / 2. SelectHealth	195	197	1
Rich	1. SelectHealth / 2. SelectHealth	225	228	1
Box Elder	1. SelectHealth / 2. SelectHealth	195	197	2
Morgan	1. SelectHealth / 2. SelectHealth	195	197	2
Weber	1. Molina / 2. SelectHealth	152	176	2
Davis	1. Molina / 2. Humana of Utah	145	165	3
Salt Lake	1. Molina / 2. Humana of Utah	145	165	3
Summit	1. Molina / 2. SelectHealth	145	186	3
Tooele	1. Molina / 2. SelectHealth	145	186	3
Wasatch	1. SelectHealth / 2. SelectHealth	186	189	3
Utah	1. Molina / 2. SelectHealth	152	173	4
Iron	1. SelectHealth / 2. SelectHealth	196	198	5
Washington	1. SelectHealth / 2. SelectHealth	196	198	5
Beaver	1. SelectHealth / 2. SelectHealth	196	198	6
Carbon	1. SelectHealth / 2. SelectHealth	226	229	6
Daggett	1. SelectHealth / 2. SelectHealth	226	229	6
Duchesne	1. SelectHealth / 2. SelectHealth	196	198	6
Emery	1. SelectHealth / 2. SelectHealth	226	229	6
Garfield	1. SelectHealth / 2. SelectHealth	196	198	6
Grand	1. SelectHealth / 2. SelectHealth	226	229	6
Juab	1. SelectHealth / 2. SelectHealth	196	198	6
Kane	1. SelectHealth / 2. SelectHealth	226	229	6
Millard	1. SelectHealth / 2. SelectHealth	196	198	6
Piute	1. SelectHealth / 2. SelectHealth	196	198	6
San Juan	1. SelectHealth / 2. SelectHealth	226	229	6
Sanpete	1. SelectHealth / 2. SelectHealth	196	198	6
Sevier	1. SelectHealth / 2. SelectHealth	196	198	6
Uintah	1. SelectHealth / 2. SelectHealth	196	198	6
Wayne	1. SelectHealth / 2. SelectHealth	196	198	6

# Individual: Silver Benchmark Plan



- 2<sup>nd</sup> Lowest Silver Plan by County (age 21 rate)

County	Plan Name	2nd Lowest	Rating Area
Cache	Select Med Preference Silver 1250	197.11	1
Rich	Select Care Preference Silver 1250	227.66	1
Box Elder	Select Med Preference Silver 1250	197.11	2
Morgan	Select Med Preference Silver 1250	197.11	2
Weber	Select Value Preference Benchmark Silver 1250	175.81	2
Davis	Humana Silver 3800/Salt Lake City HMOx	164.78	3
Salt Lake	Humana Silver 3800/Salt Lake City HMOx	164.78	3
Summit	Select Med Preference Benchmark Silver 1250	186.31	3
Tooele	Select Med Preference Benchmark Silver 1250	186.31	3
Wasatch	Select Med Preference Silver 1250	188.62	3
Utah	Select Value Preference Benchmark Silver 1250	173.29	4
Iron	Select Med Preference Silver 1250	198.05	5
Washington	Select Med Preference Silver 1250	198.05	5
Beaver	Select Med Preference Silver 1250	198.05	6
Carbon	Select Care Preference Silver 1250	228.75	6
Daggett	Select Care Preference Silver 1250	228.75	6
Duchesne	Select Med Preference Silver 1250	198.05	6
Emery	Select Care Preference Silver 1250	228.75	6
Garfield	Select Med Preference Silver 1250	198.05	6
Grand	Select Care Preference Silver 1250	228.75	6
Juab	Select Med Preference Silver 1250	198.05	6
Kane	Select Care Preference Silver 1250	228.75	6
Millard	Select Med Preference Silver 1250	198.05	6
Piute	Select Med Preference Silver 1250	198.05	6
San Juan	Select Care Preference Silver 1250	228.75	6
Sanpete	Select Med Preference Silver 1250	198.05	6
Sevier	Select Med Preference Silver 1250	198.05	6
Uintah	Select Med Preference Silver 1250	198.05	6
Wayne	Select Med Preference Silver 1250	198.05	6

# Small Employer Market - Medical



Issuer	New in 2016?	Count of Plans	
		On Exchange	Off Exchange
Aetna Life		0	5
Aetna of Utah (Altius)		0	22
Arches		20	37
HSA Health	X	6	6
Humana Ins Co		0	35
National Health Ins Co		0	16
Regence BCBS of Utah		0	42
SelectHealth		48	48
UnitedHealthcare Ins		0	55
UnitedHealthcare of Utah		16	94
WMI		0	12
<b>Total</b>		<b>90</b>	<b>372</b>

**4 ON EXCHANGE**  
**11 TOTAL**

# Small Employer Market – Medical

## Count of Carriers with On-Exchange Plans by County



County	2014	2015	2016	Population 2014
Salt Lake	3	3	4	1,091,742
Utah	3	3	4	560,974
Davis	3	3	4	329,692
Weber	3	3	4	240,475
Washington	2	2	2	151,948
Cache	2	2	3	118,343
Tooele	2	2	3	61,598
Box Elder	2	2	3	51,518
Iron	2	2	2	47,269
Summit	2	2	3	39,105
Uintah	2	2	2	36,867
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Wasatch	2	2	3	27,714
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Rich	2	2	2	2,293
Piute	2	2	2	1,484
Daggett	2	2	2	1,117

## Small Employer Market: How robust were 2014 Rates?



2014 Calendar Year Experience	Total
Premiums (net of MLR Rebate):	458,046,730
Incurred Claims	389,901,749
Member Months	1,667,194
Premiums PMPM	274.74
Incurred Claims PMPM	233.87
Incurred Loss Ratio	85.1%

- Not much to look at here. Seems reasonable.
  - This includes some transitional and grandfathered.
  - Small group doesn't benefit from reinsurance, so no adjustment is made.
  - The risk adjustment is still a zero sum game within the market, so no adjustment is needed.

# Rate Increase by Issuer – Small Employer

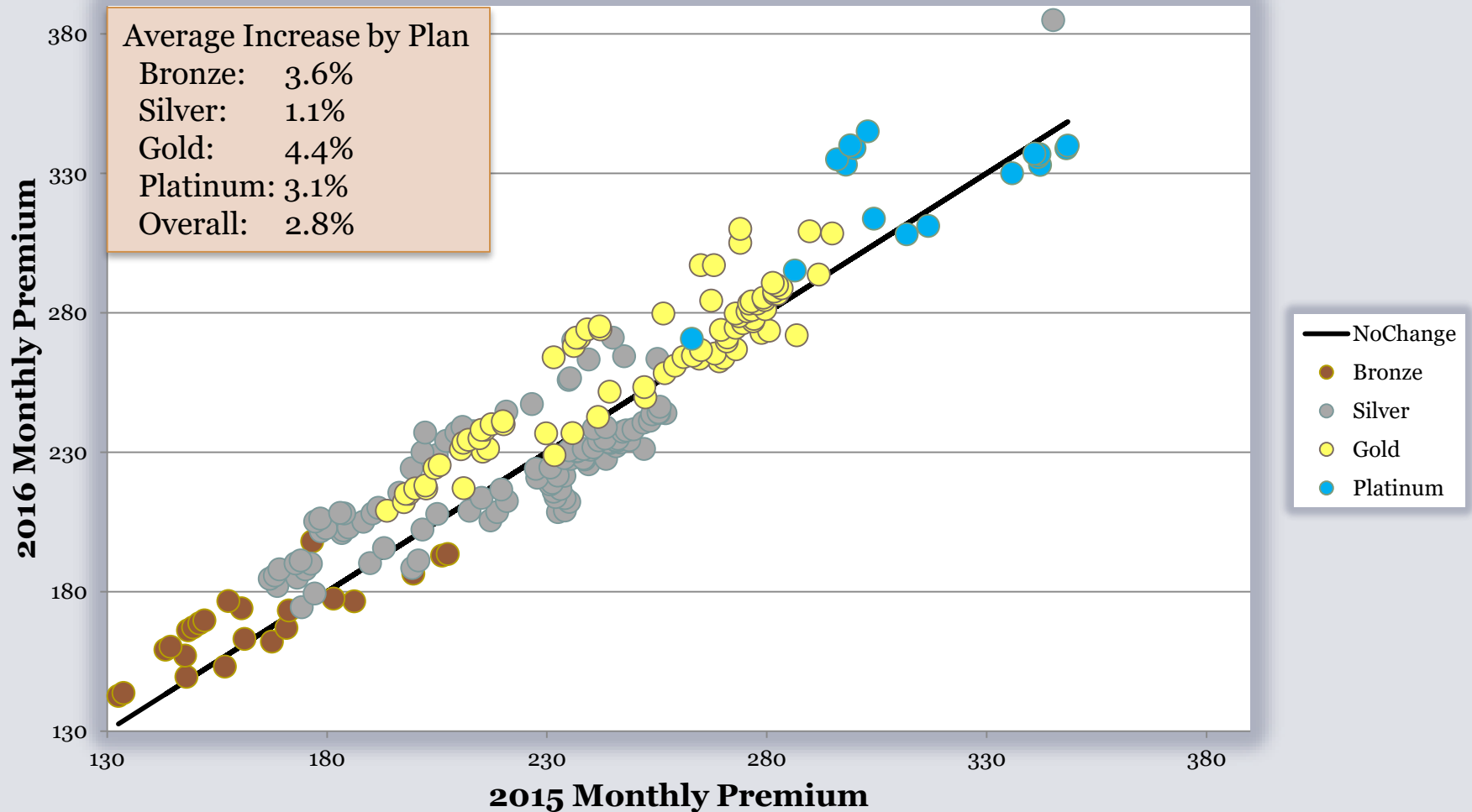


- **Small Emp – On/Off Exchange – Salt Lake County**
  - These are not weighted by enrollment
  - This shows the straight average increase of plans that were offered in both 2015 and 2016 and maintained the same Plan ID number

Issuer	Rate Increase	Plan Count
UnitedHealthcare of Utah	-2.8%	60
UnitedHealthcare Ins	-2.0%	29
Regence BCBS of Utah	-0.5%	39
Humana Ins Co	7.4%	21
Arches	10.6%	24
SelectHealth	10.7%	39
WMI	12.4%	12
All Issuers	2.8%	224

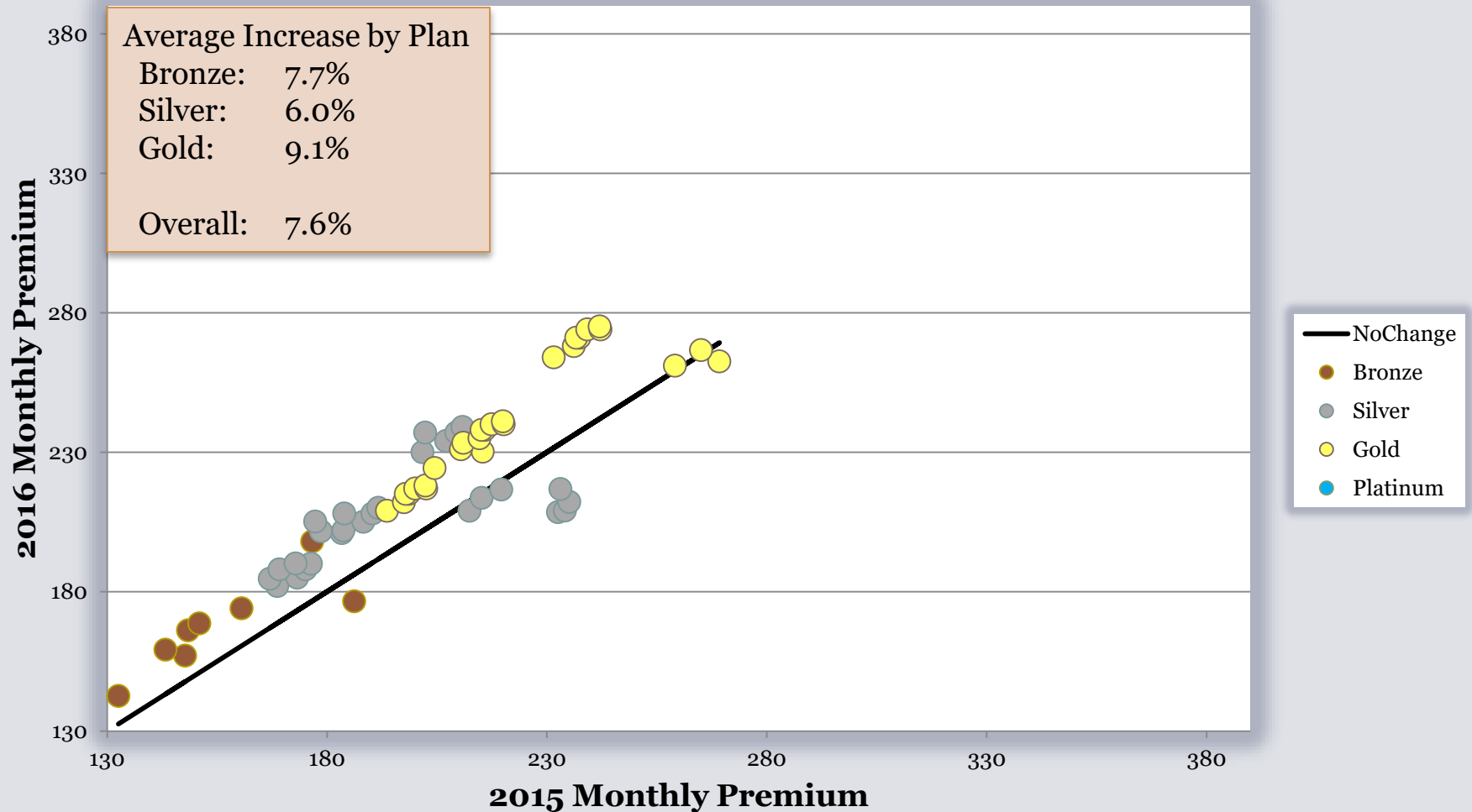
# Rates: Small Employer - On/Off Exchange - Salt Lake County

## - Age 21 Non-tobacco Rates

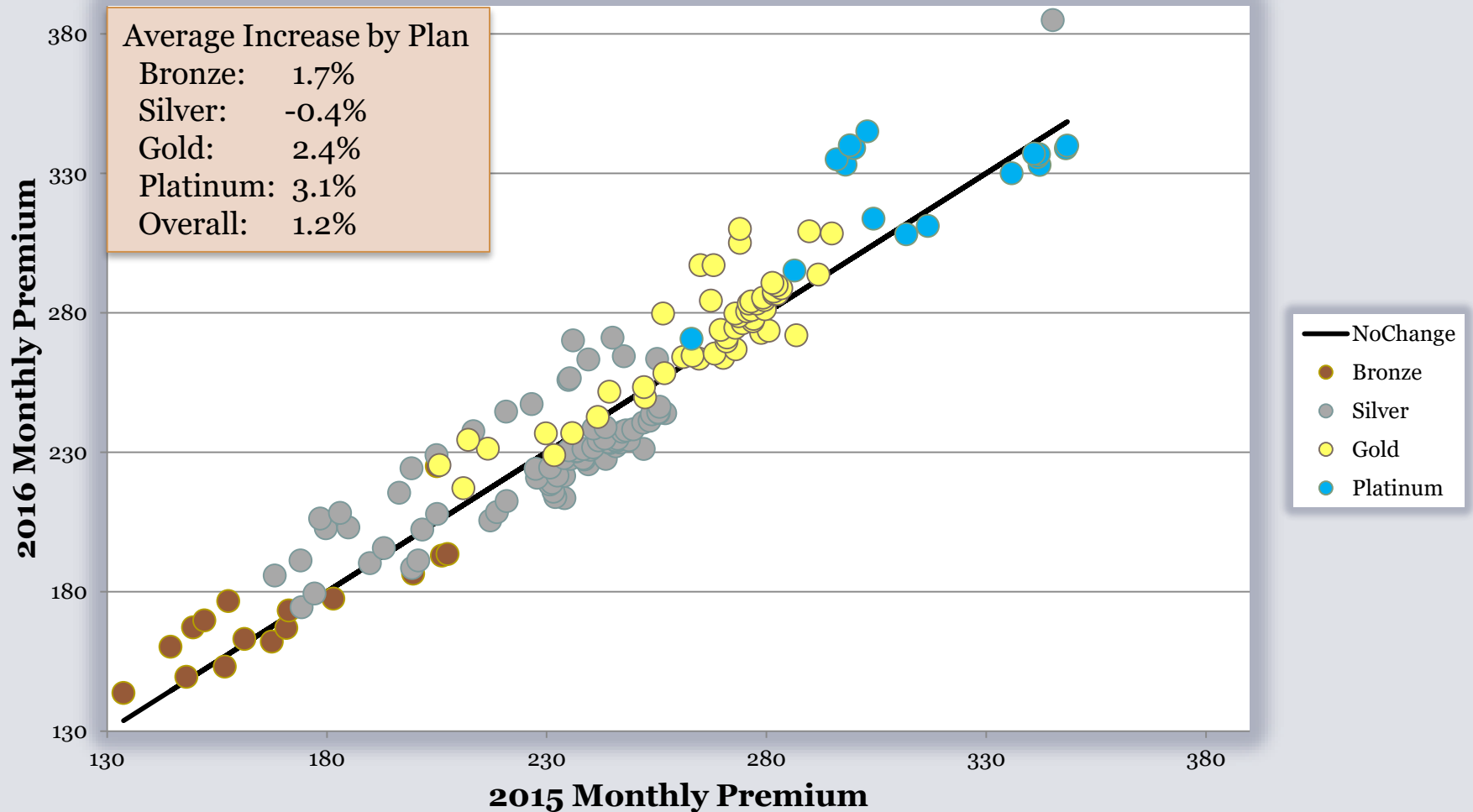




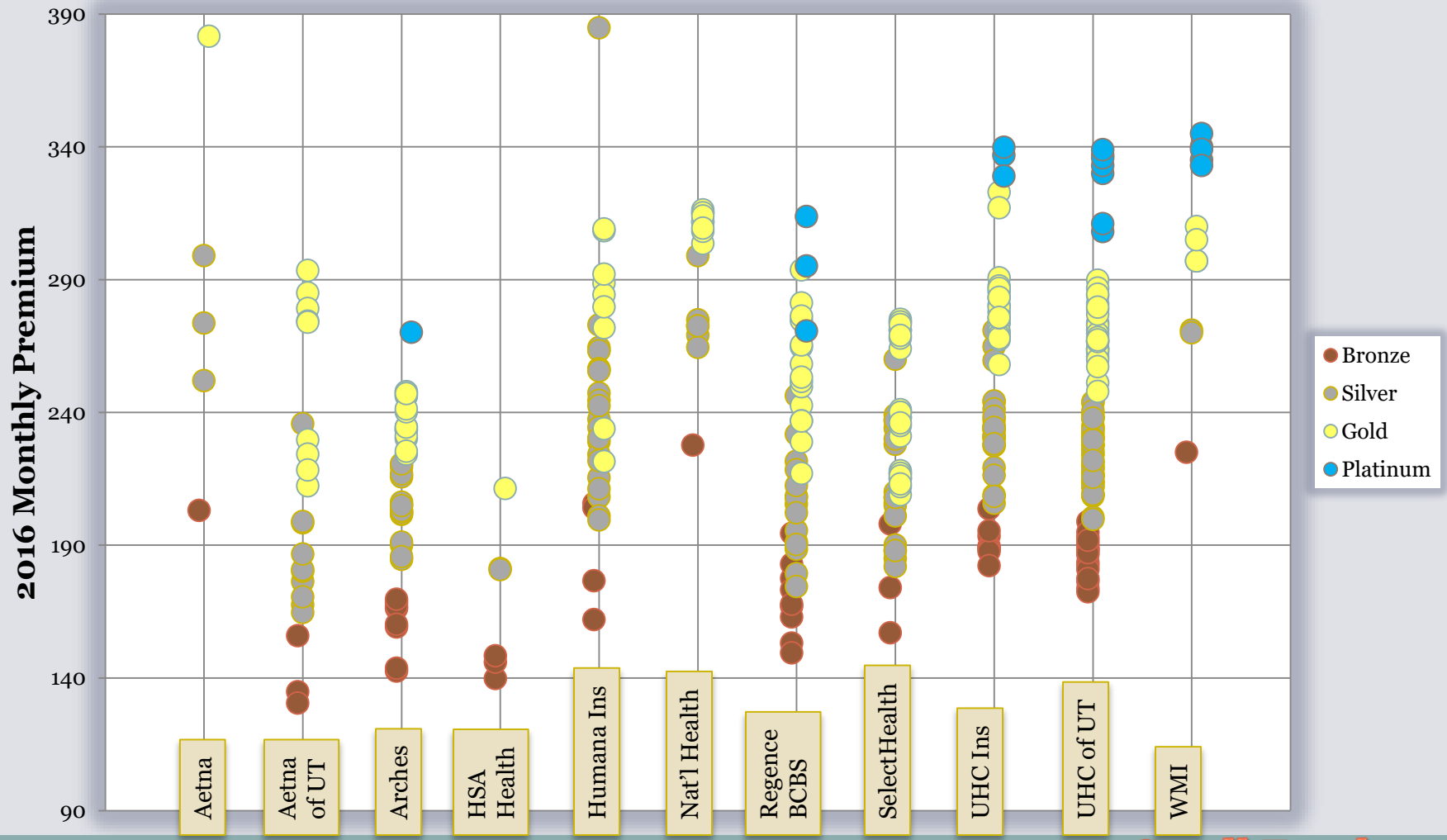
# Rates: Small Employer - On Exchange - Salt Lake County - Age 21 Non-tobacco Rates



# Rates: Small Employer - Exclusively Off Exchange - Salt Lake County - Age 21 Non-tobacco Rates

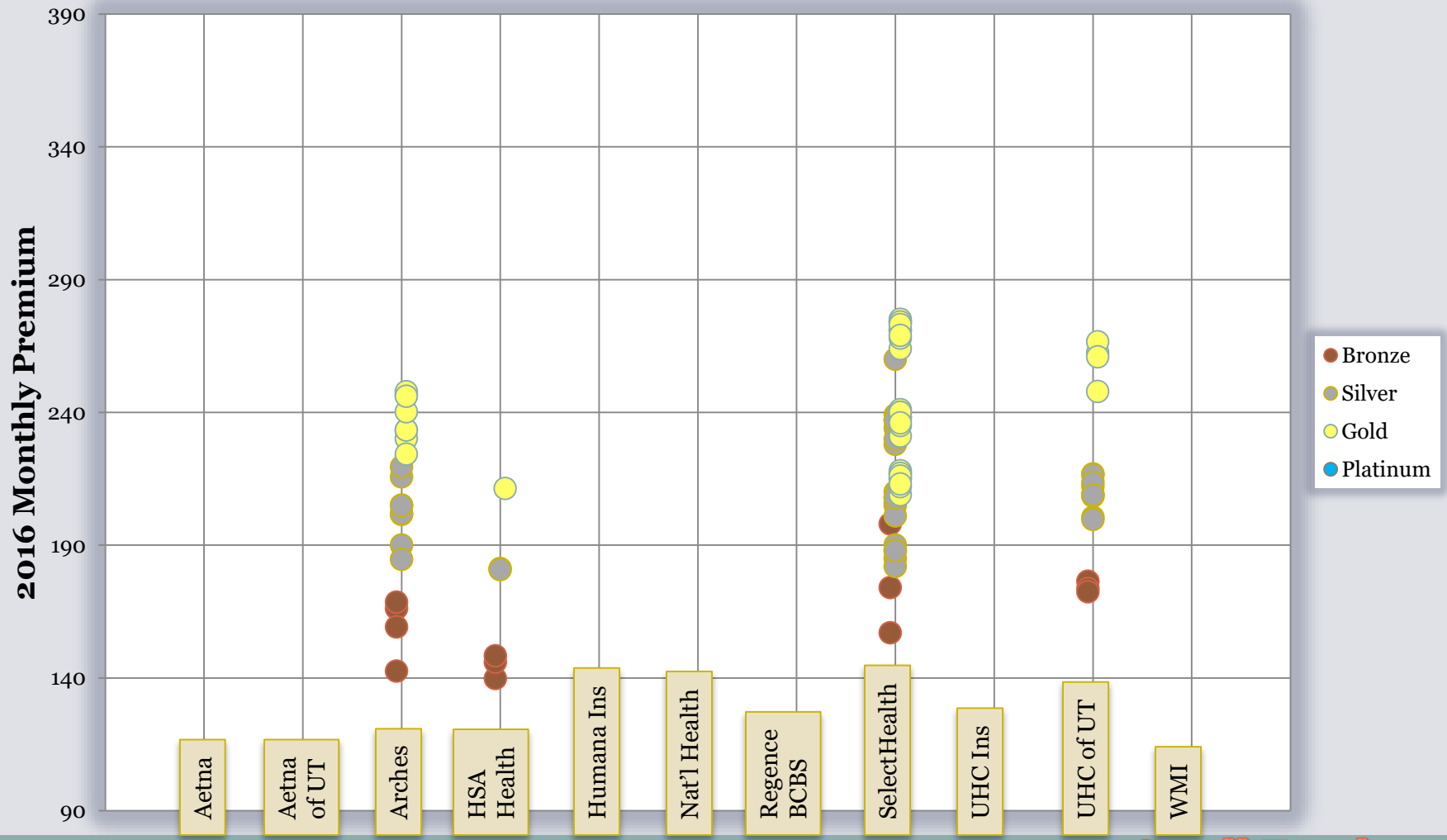


# Rates: Small Employer - On/Off Exchange - Salt Lake County - Age 21 Non-tobacco Rates



Small Employer

# Rates: Small Employer - On Exchange - Salt Lake County - Age 21 Non-tobacco Rates



Small Employer

# Rates: Small Employer – Average Increase by Rating Area by Issuer



- These are not weighted by enrollment
- This shows the straight average increase of plans that were offered in both 2015 and 2016 and maintained the same Plan ID number

	Rating Area						
Issuer	1	2	3	4	5	6	All
UHC of Utah	-6.3%	-0.9%	-2.8%	-6.7%	-0.5%	-5.8%	-3.8%
UHC Ins	-6.0%	-0.2%	-2.0%	-6.0%	-0.2%	-5.4%	-3.4%
Regence BCBS of Utah	-0.5%	-0.5%	-0.5%	-0.5%	-0.5%	-0.5%	-0.5%
Humana Ins Co	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%
SelectHealth	8.8%	10.1%	10.7%	10.7%	11.9%	9.3%	10.3%
Arches	10.7%	10.8%	10.6%	10.5%	10.8%	10.8%	10.7%
WMI	12.4%	12.4%	12.4%	12.4%	12.4%	12.4%	12.4%
All Issuers	1.2%	3.6%	2.8%	1.1%	4.1%	1.4%	2.3%

# Rates: Individual vs Small Employer



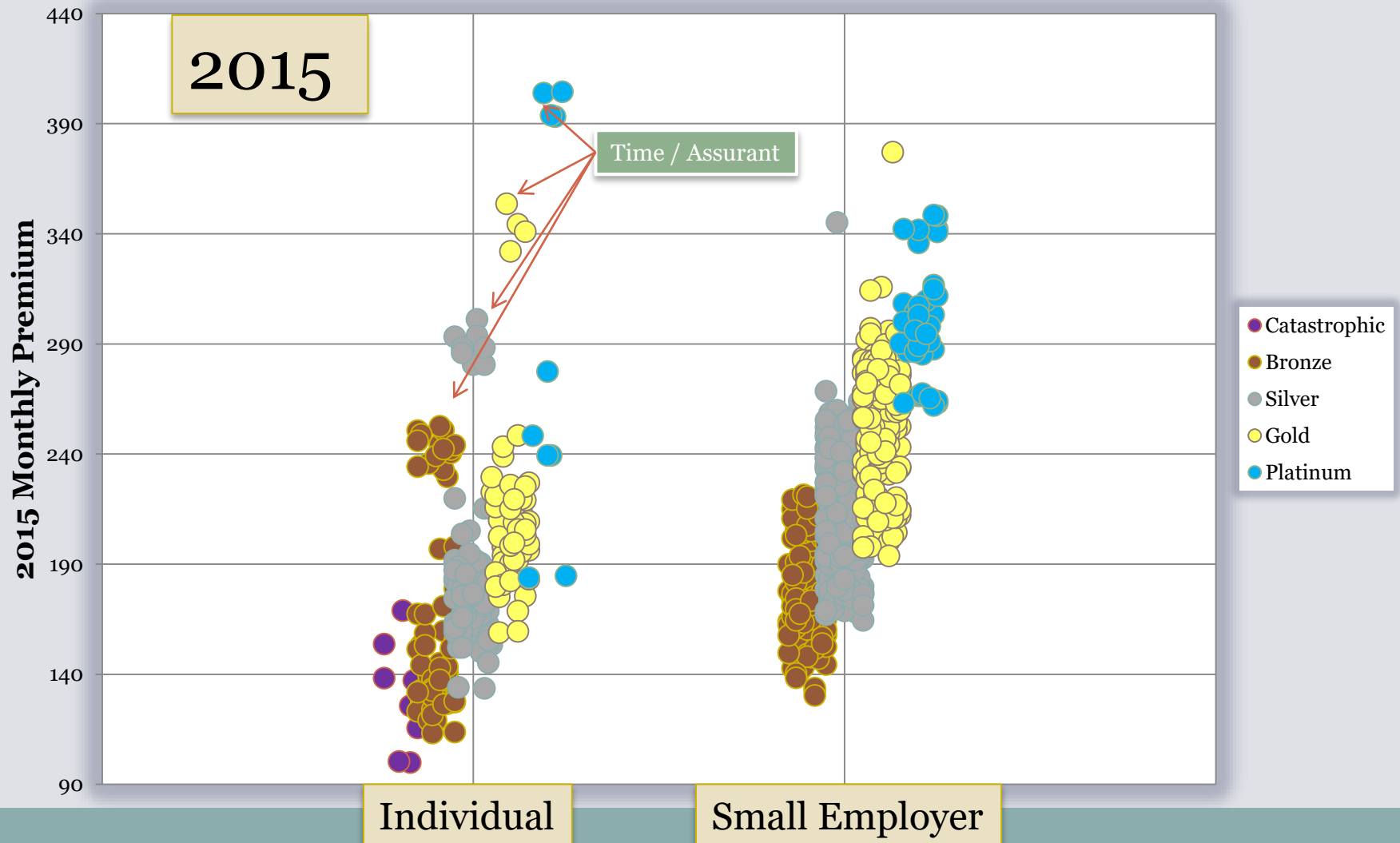
- 2 of the three R's disappear in 2017 pricing
  - ◉ Reinsurance and Risk Corridors
    - This should result in higher individual premiums
- There are logical reasons why the small employer rates should be lower than the individual rates
  - You have to be kind of healthy to work
  - Employers contribute to premium costs so that more of the good risks will sign up
  - Wellness programs
  - Outside of open enrollment, employers have to meet participation rate requirements
- ...but right now, the individual rates are lower than small employer rates

# Rates: Individual vs Small Employer



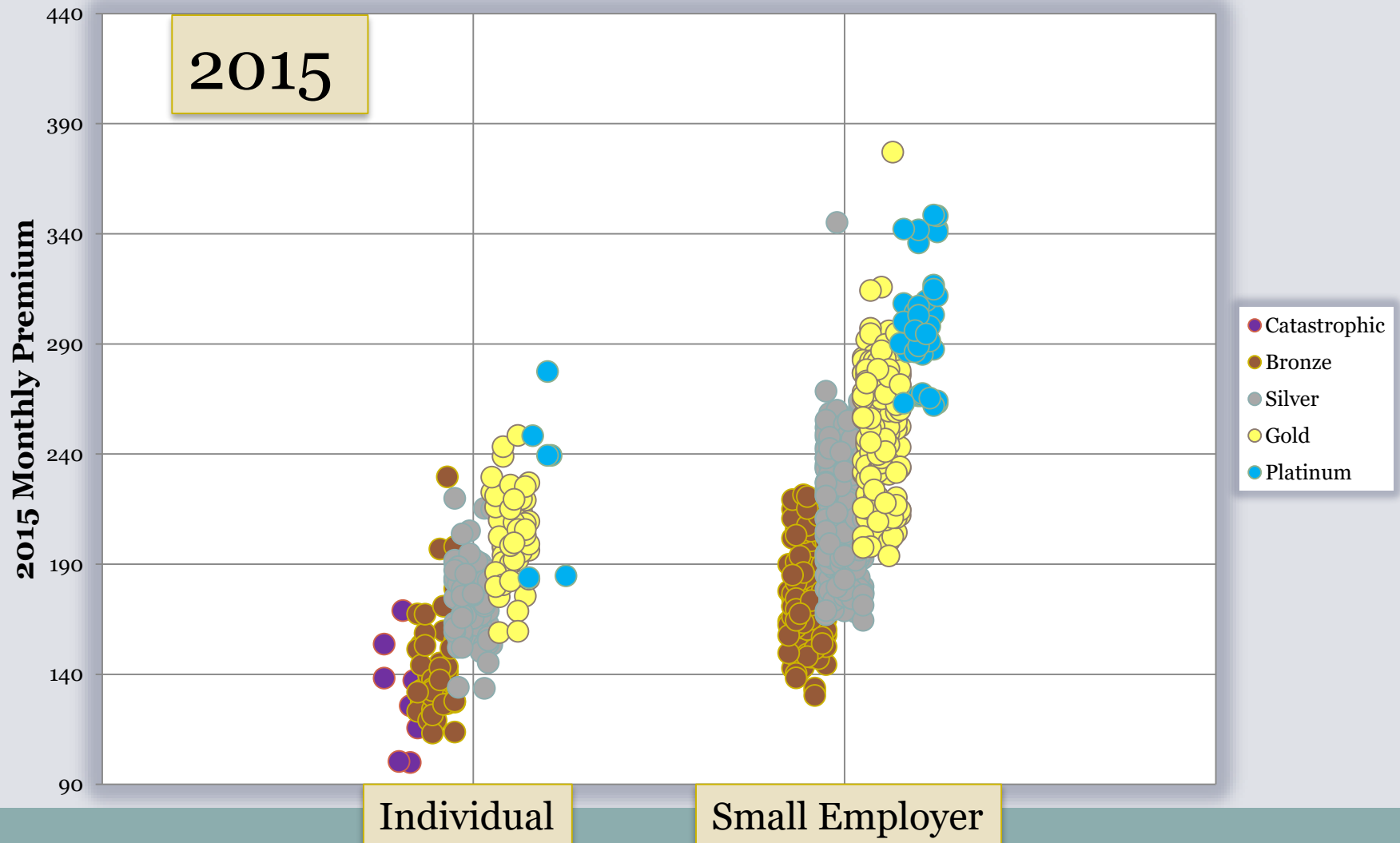
- By October 2017 all of the transitional policies (individual and small employer) should enter the ACA market
  - They're assumed to have better experience than the current market
  - Risk adjustment makes it unclear which direction this pushes rates
- Small employer experience looks reasonable
  - 85% 2014 loss ratio for overall market
- Individual experience looks horrible
  - 137% 2014 loss ratio for overall market (unadjusted for reins)

# Rates: Individual vs Small Employer - On/Off Exchange - Salt Lake County - Age 21 Non-tobacco Rates

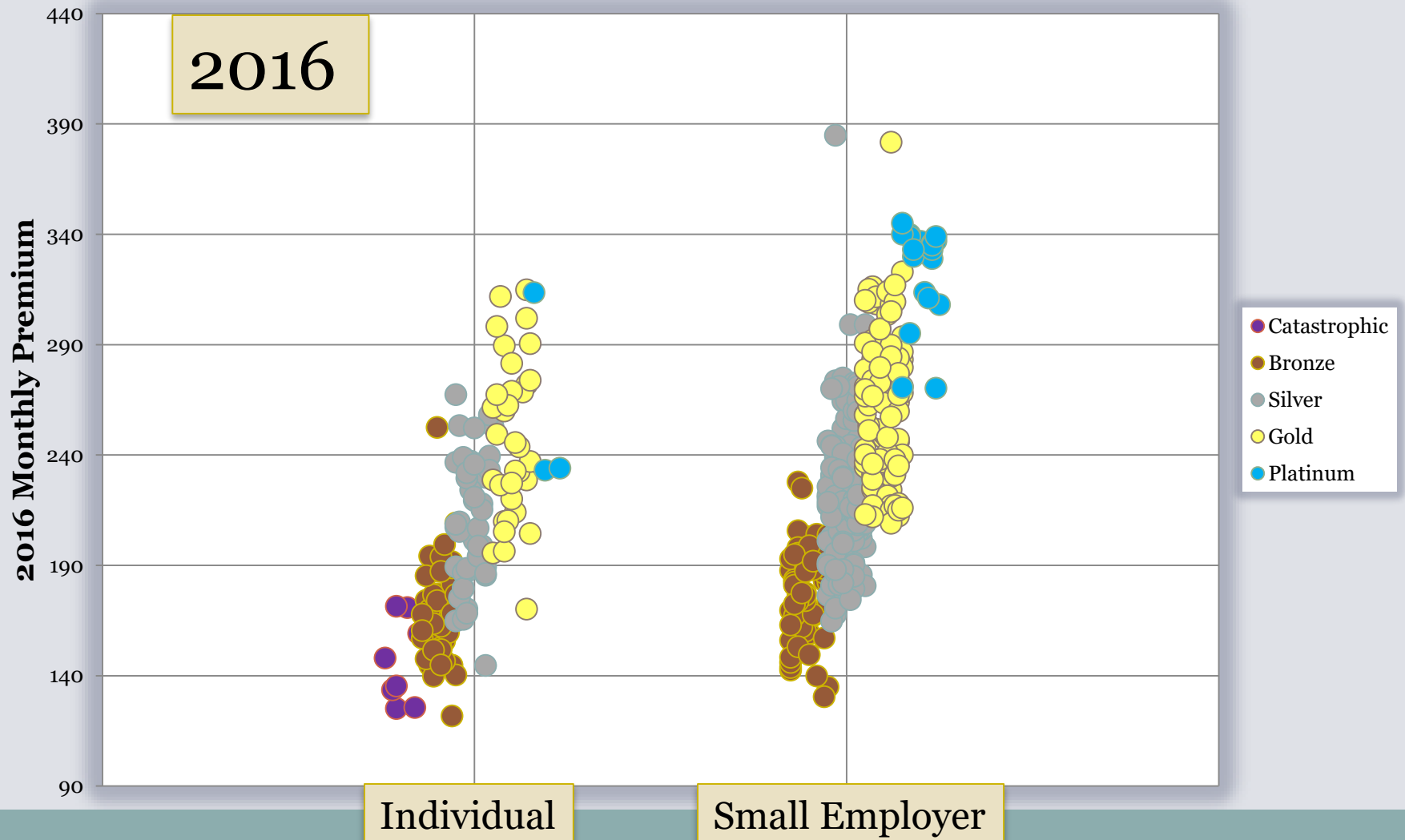




# Rates: Individual vs Small Employer - On/Off Exchange - Salt Lake County - Age 21 Non-tobacco Rates



# Rates: Individual vs Small Employer - On/Off Exchange - Salt Lake County - Age 21 Non-tobacco Rates



# Rates: Individual vs Small Employer



- Will we see large increases in the individual market for 2017?



# Possible Actions



- **Individual Rate Spiral**
  - If individual market rates increase too much, too quickly it could force out best risks → rates will have to increase → force out best risks → rates will have to increase...
  - Could merge the individual and small group market to stabilize the individual
- **Small Employer Stop Loss – 31A-43**
  - If a lot of small employers decide to self insure with stop loss could cause a similar rate spiral in small group
  - PACE act mollifies effect by rebooting the small employer definition back to 1-50
  - For a healthy small employer market, I recommend much higher specific and aggregate limits than in current law

# Are we getting our fair share?



- **Cross Subsidization – 3R's**
  - Some concern that we are subsidizing other states with the 3R's.
  - **R**isk adjustment is budget neutral at the market level, so no subsidization
  - **R**isk Corridors – for 2014 Utah paid in \$119K. Requested out \$109M. Paid out at 12.6% = 13.8M.
    - ✦ Other states are subsidizing us
    - ✦ If it were a state level program, and budget neutral we would only be able to pay 0.1% of requests, so 12.6% is a good deal
  - **R**einsurance – for 2014 Utah received about \$80M. We may never know how much was paid in for Utah
    - ✦ Multi state companies pay the fee globally, not by state



*koniec*