

Revenue Modeling Discussion

January 25, 2021 Finance and Operations Committee



3 Year Revenue Modeling - Hypothetical

	Plan Year		
	2021	2022	2023
Current Issuer Fee Revenue Model:			
Average Monthly Effectuated Enrollments	150,000	150,000	150,000
Average Monthly Premium per Member	\$470.00	\$470.00	\$470.00
Total Estimated Premiums - Annual	846,000,000	846,000,000	846,000,000
C4HCO Fee %	3.5%	3.5%	3.5%
Projected Issuer Fee Revenue	29,610,000	29,610,000	29,610,000
PMPM issuer Fee Model:			
Expense Forecast:			
Operating Expenses	34,000,000	32,300,000	30,685,000
Capital Expenditures:			
Planned/Approved Projects	8,000,000	3,000,000	3,000,000
Replacement Reserve Contribution	3,000,000	3,000,000	3,000,000
Total Funding Needs	45,000,000	38,300,000	36,685,000
Funding Sources:			
Donations	5,000,000	5,000,000	5,000,000
Medicaid Reimbursements	3,000,000	2,500,000	2,000,000
Use of Replacement Reserve	6,000,000	1,000,000	500,000
Prior Year Revenue (Surplus)/Deficit		(500,000)	500,000
Issuer Fee Revenue Needed	31,000,000	29,300,000	29,685,000
PMPM Issuer Fee	17.22	16.28	16.49
Capital Expenditure Reserve Rollforward:			
Beginning Balance	6,000,000	3,000,000	5,000,000
Use of Reserves	(6,000,000)	(1,000,000)	(500,000)
Reserve Contribution	3,000,000	3,000,000	3,000,000
Ending Balance	3,000,000	5,000,000	7,500,000