

Preliminary Premium Withhold Revenue Projections

DRAFT for March 14 2018 Board Meeting

(projected additional and lapsed members based on effectuated enrollment)

Enrollment Year	Beginning Members	Additional Members	Lapsed Members	Lapse Rate	Ending Members	Member Months	Average Premium	Withhold Percent	Withhold Revenue
EY 2017 Jan-Jun17 Jul-Dec17	66,700	30,137	(9,220)	0.8%	87,617		570.52 572.48 568.56	3.50% 3.50% 3.50%	22,131,990 11,605,543 10,526,447
EY 2018 Jan-Jun18 Jul-Dec18	87,617	13,113	(9,545)	0.8%	91,186	1,156,152 593,597 562,555	528.00 528.00 528.00	3.50% 3.50% 3.50%	21,365,693 10,969,671 10,396,023
EY 2019 Jan-Jun19 Jul-Dec19	91,186	9,500	(9,540)	0.8%	91,145	1,152,699 590,393 562,306	528.00 528.00 528.00	3.50% 3.50% 3.50%	21,301,885 10,910,466 10,391,419
EY 2020 Jan-Jun20 Jul-Dec20	91,145	9,500	(8,636)	0.8%	92,009	1,152,234 590,154 562,081	528.00 528.00 528.00	3.50% 3.50% 3.50%	21,293,289 10,906,037 10,387,251

Translation to Fiscal Year	Member Months	Average Premium	Withhold Percent	Withhold Revenue
FY 2017 Jul-Dec16 Jan-Jun17	- - -	376.00 572.48	3.50% 3.50%	16,934,290 5,328,747 11,605,543
FY 2018 Jul-Dec17 Jan-Jun18	593,597 - 593,597	568.56 528.00	3.50% 3.50%	21,496,118 10,526,447 10,969,671
FY 2019 Jul-Dec18 Jan-Jun19	1,152,949 562,555 590,393	528.00 528.00	3.50% 3.50%	21,306,489 10,396,023 10,910,466
FY 2020 Jul-Dec19 Jan-Jun20	1,152,460 562,306 590,154	528.00 528.00	3.50% 3.50%	21,297,456 10,391,419 10,906,037