

Preliminary Premium Withhold Revenue Projections

for March 6 2019 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 2018	86,410	17,718	(11,258)	0.9%	92,870		531.50	3.50%	21,813,000
Jan-Jun18						534.00	3.50%	11,340,000	
Jul-Dec18						529.00	3.50%	10,473,000	
EY 2019	92,870	10,772	(10,634)	0.9%	93,008	1,164,089	453.00	3.50%	18,459,000
Jan-Jun19						596,893	456.00	3.50%	9,526,000
Jul-Dec19						567,195	450.00	3.50%	8,933,000
EY 2020	93,008	9,627	(9,627)	0.8%	93,008	1,152,096	588.00	3.50%	23,713,000
Jan-Jun20						591,119	591.00	3.50%	12,227,000
Jul-Dec20						560,976	585.00	3.50%	11,486,000
EY 2021	93,008	8,619	(8,619)	0.8%	93,008	1,129,840	626.00	3.50%	24,758,000
Jan-Jun21						579,999	629.00	3.50%	12,769,000
Jul-Dec21						549,841	623.00	3.50%	11,989,000

Translation to Fiscal Year	Member Months	Average Premium	Withhold Percent	Withhold Revenue
FY 2019				19,999,000
Jul-Dec18		529.00	3.50%	10,473,000
Jan-Jun19	596,893	456.00	3.50%	9,526,000
FY 2020	1,158,315			21,160,000
Jul-Dec19	567,195	450.00	3.50%	8,933,000
Jan-Jun20	591,119	591.00	3.50%	12,227,000
FY 2021	1,140,975			24,255,000
Jul-Dec20	560,976	585.00	3.50%	11,486,000
Jan-Jun21	579,999	629.00	3.50%	12,769,000