

Premium Withhold Revenue Projections

for March 2020 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 2019	90,462	13,484	(10,074)	0.8%	93,871	1,182,459	458.00	3.50%	19,074,000
Jan-Jun19						461.00	3.50%	9,846,000	
Jul-Dec19						578,177	456.00	3.50%	9,228,000
EY 2020	93,871	8,724	(8,725)	0.7%	93,871	1,178,091	452.90	3.50%	18,678,000
Jan-Jun20						603,321	455.90	3.50%	9,627,000
Jul-Dec20						574,770	449.90	3.50%	9,051,000
EY 2021	93,871	8,655	(8,655)	0.7%	93,871	1,178,024	452.90	3.50%	18,677,000
Jan-Jun21						603,252	455.90	3.50%	9,626,000
Jul-Dec21						574,772	449.90	3.50%	9,051,000
EY 2022	93,871	8,725	(8,725)	0.8%	93,871	1,077,907	529.89	3.50%	19,994,000
Jan-Jun22						552,015	532.89	3.50%	10,296,000
Jul-Dec22						525,892	526.89	3.50%	9,698,000

Translation to Fiscal Year	Member Months	Average Premium	Withhold Percent	Withhold Revenue
FY 2020	1,181,498			18,855,000
Jul-Dec19	578,177	456.00	3.50%	9,228,000
Jan-Jun20	603,321	455.90	3.50%	9,627,000
FY 2021	1,178,023			18,677,000
Jul-Dec20	574,770	449.90	3.50%	9,051,000
Jan-Jun21	603,252	455.90	3.50%	9,626,000
FY 2022	1,126,787			19,347,000
Jul-Dec21	574,772	449.90	3.50%	9,051,000
Jan-Jun22	552,015	532.89	3.50%	10,296,000