

Preliminary Premium Withhold Revenue Projections

March 8, 2017 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 2016	47,417	25,000	(5,717)	0.6%	66,700		377.00	3.50%	11,015,861
Jan-Jun16						378.00	3.50%	5,687,114	
Jul-Dec16						409,925	376.00	3.50%	5,328,747
EY 2017	66,700	29,000	(8,276)	0.7%	87,424	1,084,718	540.00	3.50%	20,501,175
Jan-Jun17						546,749	540.00	3.50%	10,333,549
Jul-Dec17						537,970	540.00	3.50%	10,167,626
EY 2018	87,424	10,000	(6,200)	0.7%	91,224	1,125,283	567.00	3.50%	22,331,248
Jan-Jun18						567,809	567.00	3.50%	11,268,169
Jul-Dec18						557,474	567.00	3.50%	11,063,079
EY 2019	91,224	10,000	(6,442)	0.7%	94,781	1,169,657	595.35	3.50%	24,372,434
Jan-Jun19						590,441	595.35	3.50%	12,303,168
Jul-Dec19						579,216	595.35	3.50%	12,069,266

Translation to Fiscal Year	Member Months	Average Premium	Withhold Percent	Withhold Revenue
FY 2017	956,673			15,662,296
Jul-Dec16	409,925	376.00	3.50%	5,328,747
Jan-Jun17	546,749	540.00	3.50%	10,333,549
FY 2018	1,105,779			21,435,795
Jul-Dec17	537,970	540.00	3.50%	10,167,626
Jan-Jun18	567,809	567.00	3.50%	11,268,169
FY 2019	1,147,915			23,366,247
Jul-Dec18	557,474	567.00	3.50%	11,063,079
Jan-Jun19	590,441	595.35	3.50%	12,303,168