



New Mexico Health Insurance Alliance

Alliance Overview Legislative Workgroup

October 16, 2012

www.nmhia.com

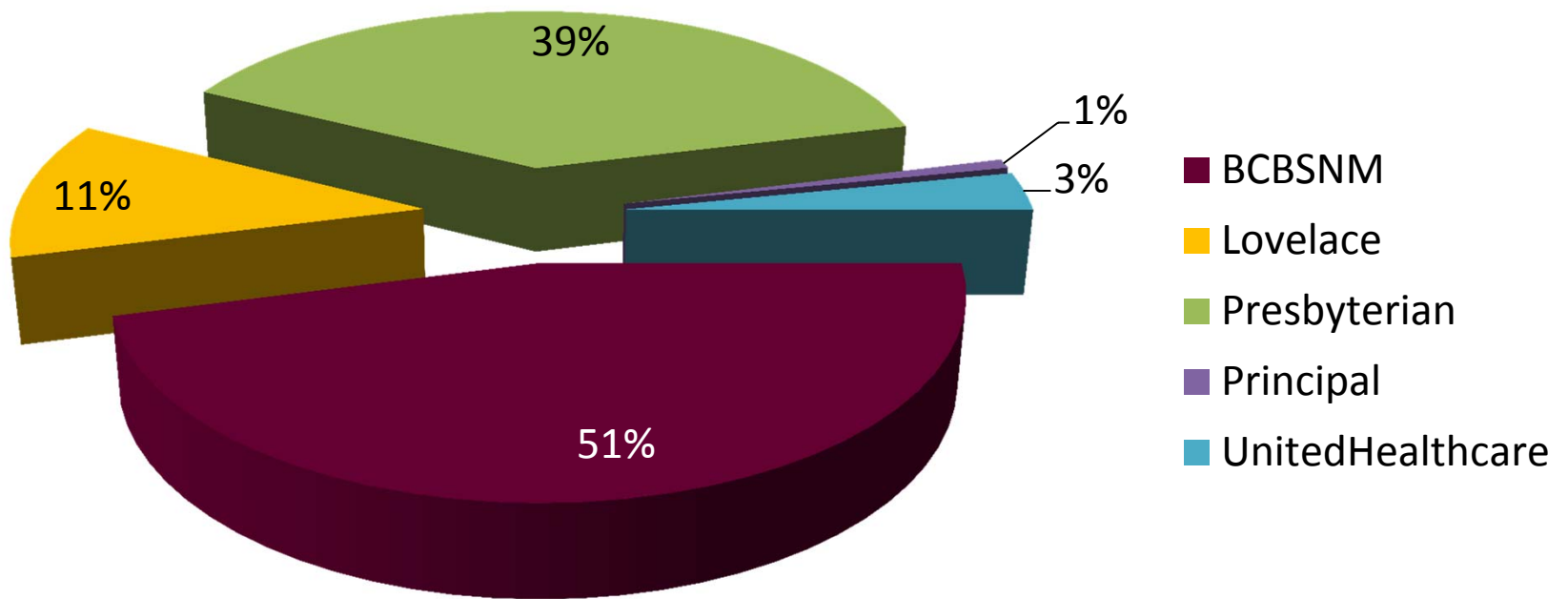
Who We Are

The New Mexico Health Insurance Alliance (NMHIA) provides small business and certain individuals access to health coverage not available in the commercial marketplace. NMHIA is carrier funded, partnering with New Mexico Brokers to place clients.

- Created in 1994 as a non-profit third party administrator
- Governed by a Board of Directors
 - Nine Governor Appointees
 - 4 small employers, 1 nonprofit, 4 small business employees
 - Five elected carrier directors
- Funded by Employer/Employee & individual premiums & and carrier assessments

Total Earned Premium

**2011 Earned Premium
\$18.7 Million**



2012 – Budgeted Earned Premium \$19.5 M

Total Covered Lives September 2012

Carriers	HMO	PPO	Hybrid HMO	HDHP	Total 2012
BCBSNM	611	1068			1679
Lovelace	377	87	67	39	570
Presbyterian	1049	152	565		1766
Principal		0			0
UHC		237			237
Total	2037	1544	632	39	4252
Primary Insured					2626
Dependents					1626
Total					4252

Year over Year Enrollment and YTD				
Year	Small Group	Individual	Total	% increase (decrease)
2006	3,670	2,161	5,831	30%
2007	3,245	2,375	5,620	-4%
2008	2,777	2,191	4,968	-12%
2009	2,205	1,854	4,059	-18%
2010	2,220	1,567	3,787	-7%
2011	2,221	1,563	3,784	0%
2012*	2,679	1,573	4,252	12%

* YTD September 2012



Enrollment Results September 2012 (Rolling Twelve Months)

Total Covered Lives -Sep 2012										
Carriers	HMO	PPO	Hybrid HMO	HDHP	Total 2012	HMO	PPO	Hybrid HMO	Total 2011	Increase/ (Decrease)
BCBSNM	611	1068			1679	767	851		1618	4%
Lovelace	377	87	67	39	570	398			398	43%
Presbyterian	1049	152	565		1766	1164	39	450	1653	7%
Principal		0			0		19		19	-100%
UHC		237			237		125		125	90%
Total	2037	1544	632	39	4252	2329	1034	450	3813	12%
Primary Insured					2626				2436	8%
Dependents					1626				1377	18%
Total					4252				3813	12%

Total Assessments

(Reinsurance Recoveries + Adm Assessment)

<i>Year</i>	<i>Earned Premiums</i>	<i>Incurred Claims</i>	<i>Loss Ratio</i>	<i>Reinsurance Recoveries</i>	<i>Attachment Point</i>	<i>Total Assessment</i>
1995	\$ 3,232,722	\$ 3,286,705	102%	\$ 604,718	100%	\$ 476,317
1996	\$ 5,148,414	\$ 5,937,317	115%	\$ 1,139,117	100%	\$ 802,521
1997	\$ 5,836,581	\$ 7,814,537	134%	\$ 2,896,887	100%	\$ 2,472,902
1998	\$ 5,733,891	\$ 6,477,478	113%	\$ 1,654,030	85%	\$ 1,173,442
1999	\$ 7,925,810	\$ 9,746,975	123%	\$ 3,175,757	85%	\$ 2,965,990
2000	\$ 13,675,392	\$ 18,049,484	132%	\$ 6,315,297	85%	\$ 5,217,061
2001	\$ 16,934,497	\$ 20,738,123	122%	\$ 8,163,272	75%	\$ 6,630,864
2002	\$ 15,857,286	\$ 17,586,034	111%	\$ 5,746,568	75%	\$ 4,211,163
2003	\$ 16,102,961	\$ 18,377,541	114%	\$ 6,301,712	75%	\$ 4,665,865
2004	\$ 15,951,339	\$ 20,137,514	126%	\$ 8,225,761	75%	\$ 6,596,754
2005	\$ 16,320,563	\$ 20,509,742	126%	\$ 8,315,562	75%	\$ 6,810,926
2006	\$ 19,229,968	\$ 25,306,984	132%	\$ 10,997,518	75%	\$ 9,295,246
2007	\$ 23,174,920	\$ 30,298,053	131%	\$ 12,858,894	75%	\$ 10,574,964
2008	\$ 22,444,266	\$ 28,020,187	125%	\$ 11,365,785	75%	\$ 9,132,270
2009	\$ 20,056,262	\$ 21,756,731	108%	\$ 6,722,024	75%	\$ 4,911,121
2010	\$ 19,276,533	\$ 21,390,304	111%	\$ 9,874,513	75%	\$ 7,606,146
2011	\$ 18,654,616	\$ 24,578,783	132%	\$ 13,990,962	75%	\$ 11,296,061

NMHIA Business Relationships

Small Business Partners

18 Chambers of Commerce
Community Support Organizations

Insurance Brokers

Independent Insurance Agents of New Mexico, Rio Grande Group Health Underwriters, New Mexico Group Health Underwriters, Northern New Mexico Association of Health Underwriters, Broker Insurance Agencies, & Individual Brokers

Other Business Partners

NM Department of Insurance
New Mexico Medical Ins Pool
State Coverage Initiative / Insure NM!

Carriers/Partners



**Blue Cross and Blue Shield
of New Mexico**

A Division of Health Care Service Corporation, a Mutual Legal Reserve Company,
an Independent Licensee of the Blue Cross and Blue Shield Association.



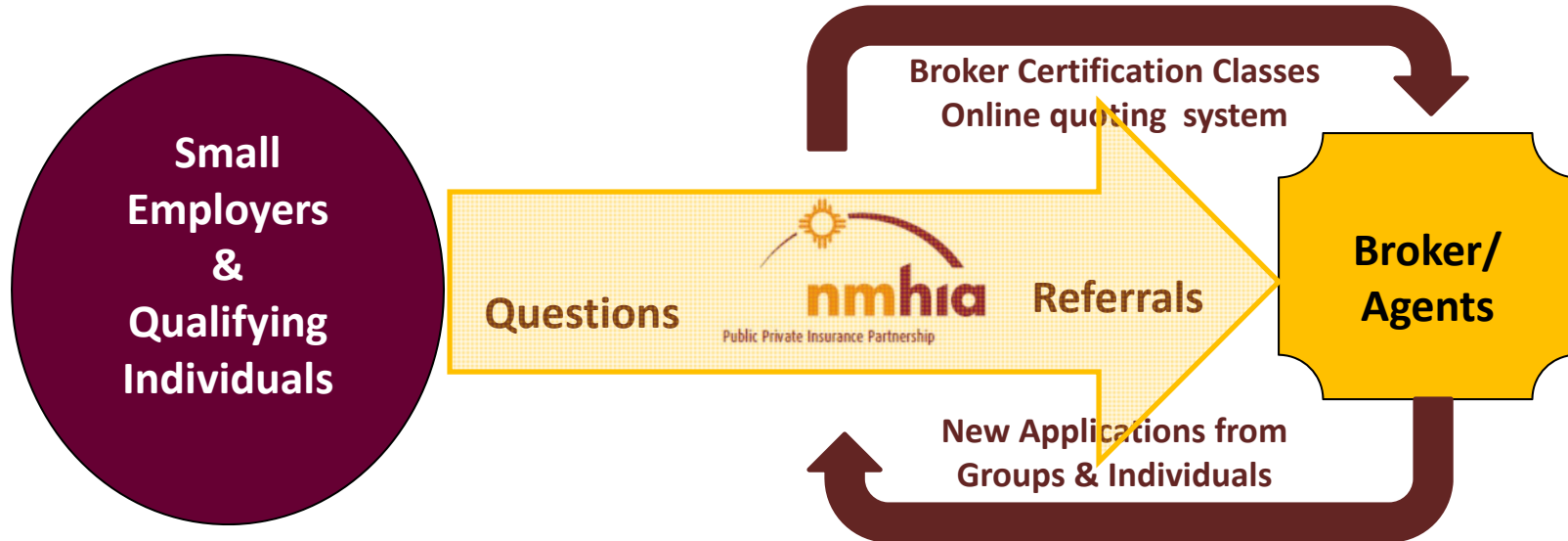
PRESBYTERIAN
Health Plan

Lovelace



> 300 Insurance Carriers doing business in NM

General Awareness/Marketing



- **Print;** ads & editorials
 - **Radio;** ads & interviews
 - **TV**
 - **Web**
 - **Seminars**
 - **Broker Communications**
- Certification/ Carrier Broker Events

- **Face2Face Meetings**
 - Broker meetings
 - Broker Council
 - Chambers of Commerce
 - Trade Assns
 - Small Bus Dev Centers
 - Community Organizations
- **Website management**

Third Party Administrative Services 2012

What we Do

Application, enrollment changes, monthly premium invoicing, collection & Renewals

Eligibility, carrier remittance payments, & reinsurance assessments

Small Employers & Qualifying Individuals

Broker/ Agents

General Awareness/ Marketing



Annual Renewals

Member Qualification & Enrollment

Premium Billing & Collections

Carrier Eligibility, Remittance & Assessments

Aetna*
BCBCNM
CIGNA*
Guardian*
Lovelace
Principal*
Presbyterian
United of Omaha*
UnitedHealthcare

* NMHIA Renewals only



Financial Reporting



Looking Ahead

Exchange vs. Alliance/DOI Responsibilities

Exchange Public Private Insurance Exchange 2014	Alliance/DOI Public Private Insurance Partnership 2014
Information exchange to guide citizens to coverage and opportunities for subsidies when applicable	Alliance provides access to small business and qualified individuals who cannot qualify in the commercial market
Certify Qualified Health Plans according to legislative criteria (carrier set pricing) Offer multi-carrier programs (bronze, silver, gold, platinum, and catastrophic)	DOI will be responsible for the Certification of Qualified Health Plans and applicable rate review Alliance offers multiple Preferred Provider Organizations (PPO) carrier programs with 3 different PPO plan designs and Health Maintenance Organizations (HMO), Hybrid HMOs, and High Deductible Health Plans on a state wide basis
Qualify/enroll small employers and individuals for participation in the Exchange with access to Medicaid and Exchange benefit programs	Alliance qualifies and enrolls small business and qualified individuals to participate in the Alliance
Process annual renewals	Alliance processes annual renewals
Consult with relevant stakeholders, consumers, insurance brokers, small business advocates, Medicaid officials and administrators	Alliance consults with relevant stakeholders, consumers, insurance brokers, chambers of commerce, community and small business advocates
Determine eligibility according to income	Alliance determine eligibility according to plan of operations

Contact Information

*Improving New Mexicans' quality of life by providing
access to quality health insurance products*

CONTACT INFORMATION

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An Insure NM Partner!

Computer System

The administrative database for the New Mexico Health Insurance Alliance, NMADMN, is a comprehensive customized records management/reporting system.

The supporting database technology is Microsoft SQL Server 2005 and the user interface is developed in Sybase PowerBuilder.