

Overview Background and history m Factors leading to new benefits plan -Advantage Advantage develops Summary of Advantage Outcomes The future of Advantage

State Employee Group Insurance **Program (SEGIP) summary**

- Covers members of all 3 branches of state government, retirees, and family members, as well as quasi-state agencies
- Covers approximately 48,000 employees statewide over 120,000 covered lives ■ Calendar 04 state share of costs - \$365 million
- Self-insured
- Department of Employee Relations (DOER) administers
- Three third party health plan administrators (claim payment, provider networks)

State Employee Group Insurance Program (SEGIP) summary (cont.)

- Approximately 90% of employees represented by bargaining units Coalition bargaining format for health benefits
- Single purchaser single benefit plan, single design
 - B Consistency, uniformity as purchaser Bargaining outcome affects benefits for all SEGIP members
- Legislative scrutiny Self-insured, but must comply with all benefit mandates, consumer protections, etc.

Late 1990's – gathering storm clouds on the horizon

- Growing costs of nearly first dollar coverage
- Loss of competition
- Premium disparities among health plan offerings
- Loss of providers anticipated



Major issues – skyrocketing health care costs

- State's costs per employee for health insurance more than doubled in six years:
 - \$3,260 per employee per year
 - \$7,485 per employee per year
- Double-digit annual rates of increase (often 15% or more) had been the norm

Health care cost drivers

- Upward spikes in claims costs
 - Increase in hospital services
 - Higher use of specialists (Cardiology, Gastro, Derm)
- Demographics, aging population
 - Average age of employees: approx. 46 years old
 - Chronic conditions associated with aging
 - "80/20" rule

Health care cost drivers (cont.)

- Providers/Vendors
 - Consolidation
 Diminished role of managed care
- Technology
- Pharmacy increasing at 20%
- Consumer cost insulation

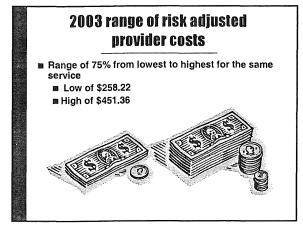
Focusing on costs

- Health plans made up of clinic groups
- Many clinic groups are themselves like small health plans
 - Some are highly integrated systems, provide all levels of care (whether owned or through contracts)
- Health plan price is an average of individual clinic group costs
 - Can't tell which clinics are more expensive
 - But use of expensive clinics drives up costs



- Become fully self-insured
- Determine risk adjusted costs of clinic groups





New concept – link out of pocket cost sharing levels to provider cost

- Out of pocket costs at point of service based on the cost of the primary care clinic used
 - Allows consumers to choose, but be accountable for choice
 - Greater use of lower cost clinics saves money, increases competition
- Provide incentives to use less costly providers
 - Differentiate by copays, deductibles, coinsurance
 - Reinforces message every time provider used
 - Potential for more lasting reform

New plan – Advantage

- B Four provider "cost levels"
 - Based on true costs and as negotiated in collective bargaining for access
 - Differentiated by copay, deductible, coinsurance levels
- Three health plan administrators retained
- Same premium rates and contributions regardless of administrator or cost level chosen



Advantage for 2004, 2005						
2004-2005 Benefit Provision	Cost Level 1 - You Par	Cost Level 2 - You Par	Cost Level 3 - You Fav	CestLevel4 - YouP		
A. Preventive Care Services • Routine motical assuma, cancer accessing • Child health preventive services, route e immunication • Prevale and post/notal care and examp • Add immunications • Routeneyes and before Browneyes and before • Source even and before guarno	Nothing	Numg	Nothing	Nelling		
B. Annual First Dellar Deductible tang efamili	\$3060	2004: \$60/160 2005: \$100/200	\$280.580	\$5001000		
C. Office visits for Wressfeijury • Outpatient visits in a physicion's office • Outpatient visits in a physicion's office • Outpatient mertal health and chemical dependency	\$ 15 copay per vasi arts.al deductible applets	EU cocay per veri errital coductible applies	SZO Copay per veri arturi deducitite appăes	30% consurance ennual deductible apple		
D. Outpatient Physical, Occupational or Speech Therapy	\$15 copsy per visit STUD deductible appies	\$20 copay per visit ennual deductible epistes	\$20 copay per vist annual deductible applies	30% consurance annual deductions apple		
E EmargancyArgent Care (na ervea area) • Urgert care facility • Emargency care income din a traspial emargency room	\$15 сарау \$50 сарау втові фальсійн воріна	\$20 copay \$50 copay anział deductible spytes	SID čepny SID cepny sviusi deductible oppiers	-30% cointrancé annual deductible applie		
F. Inpatient Hospital Copay	\$50 copay arrual deductible opples	\$150 copey arrual deductible applies	S400 copey avrial deduction applies	30% consurance annusi deductible apple		
G. Outpatt ant Surgary Copay	\$25 сорау втизі фіфиційн арріан	\$75 copay annual deduct bis appiles	\$150 copay avrual deductible applies	30% comurante annual deductible apple		
H. Hespice and Skilled Nursing Facility	Norma	Nothing	Nothing	Notions		
L. Proathetics, Durable Nedical Equipment Diabetic Supplies	20% сопилался	20% consurance	20% consurance	30% consurance annual deductible sopie		
J. Lab (noticing all ergy shots), Pathology, and X-my (not included as part of preventive care and not subject to office vari or locity copyments)	O's consurance arrual deductible applies	0% consumerce arrual deductible applies	10% consurance annual deducible applies	30% consumine e annual deductible apple		

Ability to change health plans and clinics in Advantage

- Can change health plans at annual open enrollment
- Can change clinics within a cost level, within a health plan, monthly
- Can move between cost levels, within a health plan, twice a year (in addition to annual open enrollment)



Enrollee Movement Tier December 2003 January 2004 Change 17.358 1 18,575 7.01% 2 77,470 79,729 2.92% 3 18,801 16,882 -10.21% 4 7,784 5,976 -23.23%

Outcomes of Advantage

- Advantage reduced annual health care premiums
 - \$33 million—FY02 03 biennium
 - Projected \$23.9 million—FY04 05 biennium



Outcomes of Advantage (cont.)

- Greater employee cost sharing at the point of service
- Providers negotiated lower reimbursement to be available at lower cost levels
 Significant savings to state and employees
- Continued access to all providers that were previously available
- Increased cost information, cost awareness



contribution	s for CY 2004,	2005
	1 - 14 - 14 - 14 - 14 - 14 - 14 - 14 -	
Employee Contribution	2004	2005
Single	\$0.00	\$0.00
Family	\$93.20	\$107.32
Employer Contribution		
Single	\$320.20	\$368.68
Family	\$528.20	\$608.16
Total Rate		
Single	\$320.20	\$368.68
Family	\$941.60	\$1084.16

Health Risk Management

- Integrated behavioral/medical case management care delivery
- Variety of health improvement programs available to members by health plan, at no or low cost
 - 10,000 Steps
 - ∎ Do⊳ Campaign
- Other initiatives
- Flu Shot Campaign

Health Risk Management (cont.)

Implemented 2004

- Cardiac
- 🛢 Asthma
- Diabetes
- End Stage Renal Disease
- Chronic Obstructive Pulmonary Disease
- 14 Rare, Complex, Chronic Conditions
- Prenatal Health

Health Risk Management (cont.)

Implemented 2005

- B Acid Reflux Disorders B Low Back Pain
- Atrial Fibrillation
- Depression
- 🖩 Fibromyalgia
- Hepatitis C
- Inflamatory Bowel Disease
- Irritable Bowel Syndrome
- Osteoarthritis
- Osteoporosis
- Ulcer
- Urinary
- Incontinence

) Minnesota Advantage Health Plan 2004/2005

r				
2004-2005 Benefit Provision	Cost Level 1 – You Pay	Cost Level 2 – You Pay	Cost Level 3 – You Pay	Cost Level 4 – You Pay
 A. Preventive Care Services Routine medical exams, cancer screening Child health preventive services, routine immunizations Prenatal and postnatal care and exams Adult immunizations Routine eye and hearing exams 	Nothing	Nothing	Nothing	Nothing
B. Annual First Dollar Deductible (single/family)	\$30/60	2004 : \$80/160 2005 : \$100/200	\$280/560	\$500/1000
 C. Office visits for Illness/Injury Outpatient visits in a physician's office Chiropractic services Outpatient mental health and chemical dependency 	\$15 copay per visit annual deductible applies	\$20 copay per visit annual deductible applies	\$20 copay per visit annual deductible applies	30% coinsurance annual deductible applies
D. Outpatient Physical, Occupational or Speech Therapy	\$15 copay per visit annual deductible applies	\$20-copay per visit annual deductible applies	\$20 copay per visit annual deductible applies	30% coinsurance annual deductible applies
 E. Emergency/Urgent Care (in service area) Urgent care facility Emergency care received in a hospital emergency room 	\$15 copay \$50 copay annual deductible applies	\$20 copay \$50 copay annual deductible applies	\$20 copay \$50 copay annual deductible applies	30% coinsurance annual deductible applies
F. Inpatient Hospital Copay	\$50 copay annual deductible applies	\$150 copay annual deductible applies	\$400 copay annual deductible applies	30% coinsurance annual deductible applies
utpatient Surgery Copay	\$25 copay annual deductible applies	\$75 copay annual deductible applies	\$150 copay annual deductible applies	30% coinsurance annual deductible applies
H. Hospice and Skilled Nursing Facility	Nothing	Nothing	Nothing	Nothing
I. Prosthetics, Durable Medical Equipment Diabetic Supplies	20% coinsurance	20% coinsurance	20% coinsurance	30% coinsurance annual deductible applies
J. Lab (including allergy shots), Pathology, and X-ray (not included as part of preventive care and not subject to office visit or facility copayments)	0% coinsurance annual deductible applies	0% coinsurance annual deductible applies	10% coinsurance annual deductible applies	30% coinsurance annual deductible applies
 K. Other expenses not covered in A – J above, including but not limited to: Ambulance Home Health Care Outpatient Hospital Services (non-surgical) Radiation/chemotherapy Dialysis Day treatment for mental health and chemical dependency Enhanced radiology services (including CT scans, MRIs) Other diagnostic or treatment related outpatient services 	0% coinsurance annual deductible applies	0% coinsurance annual deductible applies	10% coinsurance annual deductible applies	30% coinsurance annual deductible applies
L. Prescription Drugs 34-day supply including insulin; 3-cycle supply -foral contraceptives. For brand name drugs, n a generic is available, you pay the copay the cost difference.	\$15 formulary \$30 nonformulary	\$15 formulary \$30 nonformulary	\$15 formulary \$30 nonformulary	\$15 formulary \$30 nonformulary
M. Maximum Out-of-Pocket Expense for Prescription Drugs (excludes PKU, Infertility, growth hormones) (single/family)	2004: \$600/1200 2005 : \$650/1300			
N. Maximum Out-of-Pocket Expense (excluding prescription drugs) (single/family)	2004: \$800/1600 2005 : \$1000/2000	2004: \$800/1600 2005: \$1000/2000	2004: \$800/1600 2005: \$1000/2000	2004 : \$800/1600 2005 : \$1000/2000

Emergency care or urgent care at a hospital emergency room or urgent care center out of the plan's service area or out of network: the plan covers 80% of the first \$2000 of eligible charges, then 100% per calendar year.

Out-of-Network coverage for members whose permanent residence is outside the State of Minnesota and outside the service areas of the health plans participating in Advantage (this category includes employees temporarily residing outside Minnesota on temporary assignment or paid leave [including sabbatical leaves] and all dependent children, including college students, and spouses living out of area). The members pay a \$350 single or \$700 family deductible and 30% coinsurance to the out-of-pocket maximums described in sections M and N above.

A standard set of benefits is offered in all SEGIP Advantage Plans. There are still some differences from plan to plan in the way that benefits are administered, and in the referral and diagnosis coding patterns of primary care clinics.

ST. PAUL PIONEER PRESS THURSDAY, JANUARY 6, 2005 98

Buying smart is the first step to better Minnesota health care

The health care reform debate has raged in our country for more than a decade. In that time, health care costs have grown dramatically, pricing more and more Americans out of the health care marketplace. For Minnesota, rising health care costs pose a daunting challenge to our qual-



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enge to our quality of life, This challenge is why Gov. Tim Pawlenty and a large group of private sector and public employers

joined together to form the Smart Buy Alliance. We cannot afford to sit back and wait for Congress or others to fix the system. We have to take action now. When peo-

ple hear the term "purchasing alliance,"

ing alliance," they likely think our goal is simply to buy things cheaper and save money. The goal of this initiative is not to cut a nickel of cost here and a dime of cost there. It is not about rationing health care. Neither does it have anything to do with government taking over your health care. The Pawlenty administration and alliance members will use the health care purchasing power of nearly 3.5 million Minnesotans to demand common sense change and a major movement towards the efficient, consumer-driven, quality-focused health care system we need.

We will aggressively use massive purchasing power to benefit Minnesota consumers by pursuing four principles:

1. Rewarding "best in class" health care providers. There is a misperception that the best quality care costs too much. The opposite is true. A misdiagnosed condition or medical error is always more costly in the long run. It makes a big difference where you go or whom you see to get the best results.

The alliance will be working to help patients identify and choose doctors, hospitals and clinics that have a proven track record for quality results. The Smart Buy Alliance will build on the experience of several of our members to develop and use programs to identify "best in class" health care providers and to encourage patients to use them.

2. Use of modern information technology. The U.S. Health and Human Services Department has estimated that we could cut 10 percent of the cost in health care by updating the medical information technology. Insurance cards should enable hospitals and clinics to instantly gain access to a person's insurance coverage and eligibility.

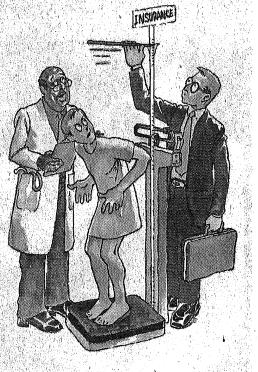
Prescriptions should be entered electronically to reduce errors. And the use of electronic medical records that are secure, owned by the patient and instantly transferable among doctors, clinics and hospitals needs to be

expanded. For Minnesota, better technology could save our health care system more than \$2.5 billion a year. The alliance will focus on these issues to get results.

3. Empowering consumers with easy access to information. If consumers are going to be able to make wise health care choices, they need easy-to-understand information on provider performance. The alliance will seek more and better information for consumers and health care purchasers. These include programs like the Minnesota Community Measurement Project that reports on how well doctors are doing to provide proven tests and treatments.

Another effort of interest is the Leapfrog Group that rates hospitals on patient safety measures and efforts to reduce medical errors. This type of information is being collected and made available to all Minnesotans through a Web site, www.minnesotahealthinfo.com.

4. Adopting uniform measures of quality and results. The process of buying health care coverage for a group of people is an exceptionally difficult task. To make comparing plans easier, the alliance will buy health care by using a common "purchase order" that spells out the type of infor-



JIM ATHERTON, KNIGHT RIDDER TRIBUNE

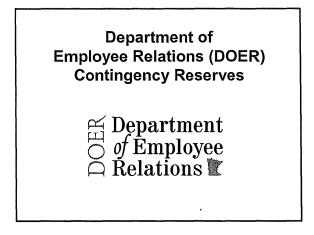
mation being sought about health plans' outcomes and performance in a number of key areas.

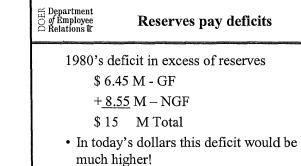
Consumers will benefit from a tool that gathers information from health plans on hundreds of benchmarks so employers and employees can use the information to choose health care that best suit their needs.

Cost and quality are the driving forces behind this transformational effort. Health expenditures have doubled in the last five years and a 2003 report by the Midwest Business Group on Health estimates that more that 30 percent of health care is wasted on misuse, overuse or underuse of services. The Smart Buy Alliance agenda will help ensure that more health care value is received for every health care dollar spent.

The state is the largest purchaser of health care in Minnesota. Combining that purchasing power with the private sector makes the Smart Buy Alliance an important tool, Change won't happen overnight, but it is happening – for the better.

Ludeman is Minnesota commissioner of employee relations and chairs the Governor's Health Cabinet. Pare is chief executive officer of the Buyers Health Care Action Group.





Department of Employee Relations Purpose of the reserve 1. Covers the cost of claims when revenues fall short 2. Helps hold premiums low and level by moderating premium fluctuations

H Department O of Employee O Relations K

Reserves control premiums

Without reserves premiums would

- Rise significantly to cover highest projected claim level
- Fluctuate 5% 10% annually

H Department O of Employee O Relations V

Reserves pay deficits

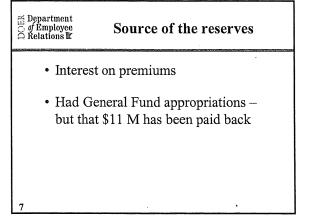
- Premiums are based on a forecast
- 10 Year Experience
 - 7 out of 10 years costs exceeded revenues
 - Reserves were used to cover the losses

H Department O of Employee A Relations V

Effect of the reserve

- Eliminates the need for premiums to cover unexpected catastrophic claims
- Moderates the yearly highs and lows
- Prevents agencies from large unexpected premium payments

1



Department of Employee Cu

10

Current reserve level

4

\$62 M end of FY04 (15.6%)
- 23 M transfer in June 05
+ 2 M projected interest income
\$41 M end of FY05 (9.2%)

Department of Employee Relations & HMO's 8.3% - 25% (at that time) Other similarly situated state - 16.7% - 33% Actuaries - 25% -29% of SEGIP's annual expenses

• SEGIP's history of expenses versus revenues

Hoppartment of Employee Relations II Setting the reserve level

Findings

- 12.5% to 16% of annual costs held in reserve
 - If program costs are \$445 M
 - Then \$55.6 M \$74.3 M in reserve

Department of Employee Relations (DOER) Budget Presentation for FY06 – 07

H Department

Department of Employee Con A Relations **R**

Core functions of DOER

Eliminates need for duplication of services in state agencies

- State benefit administrators
- Labor relation services
- Executive branch human resource management

A Relations & State's benefit administrators

- Provide employee insurance benefits
- Workers' compensation insurance
- Award winning!

\$

Department O of Employee A Relations &

Labor Relations

- Negotiate and administer labor contracts and plans
- Guide agency management in relations with labor unions and employees
- Set statewide policy for labor relations and contract interpretation

Department of Employee Relations &

- Set personnel policies and procedures for state agencies
- Provide the HR information infrastructure
- Administer state hiring and classification systems

Heeting budget challenges

Through the creation of new

- Technological innovations
- Administrative efficiencies

E Department of Employee Relations &

Technological innovations

Using technology to improve productivity

- Online pay equity report
- State Employee Express (SEE)
- Onboarding

Transformation of EAP

Better use of resources

- Improved delivery of services to Greater Minnesota
- EAP staff provide targeted services

H Department of Employee Relations	Governor's Recomendations
GE base	and change items:

GF base and change items: \$12.376 million - <u>1.153</u> million = 9.3% \$**11.223 million**

GF open: \$1.027 million

Non GF Statutory:\$1.38 billion

Total Rec: \$1.397 billion

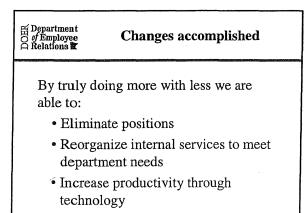
Department of Employee Relations **R**

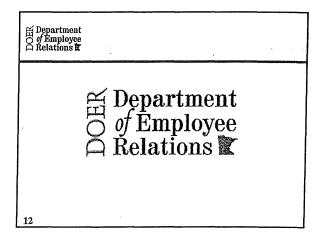
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Department of Employee Relations X

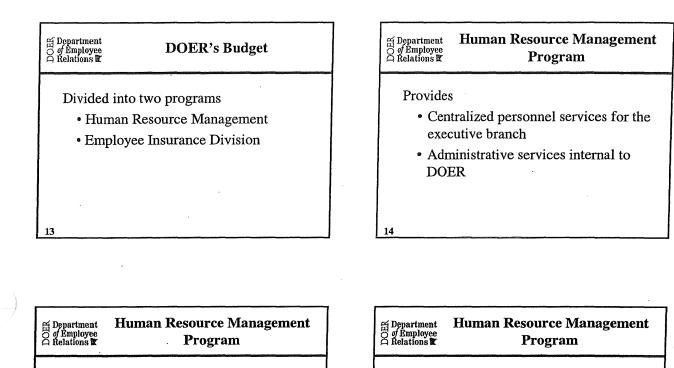
Budget change items

- Staff restructuring (\$774,000)
- Online affirmative action and pay equity (\$171,000)
- Health and safety information access RTK (\$126,000)
- Shared funding for technology (\$82,000)



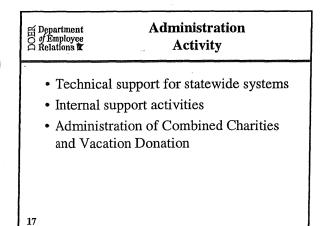


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- General fund appropriation of \$11.223 million
- Reduction of \$1.027 million
- Special revenue funds of \$2.179 million



Budget activities

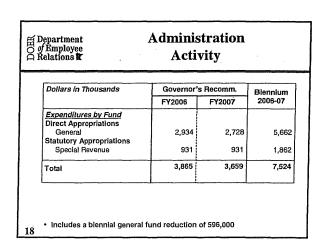
Analytics 61.5 FTE (FY06)

15

Administration

Labor Relations

Agency and Applicant ServicesHuman Resource Technology and



H Department O of Employee A Relations I	Labor Relations Activity	
 Negotiates agreement 	s and administers 8 labor ts	
• Oversees and administers 2 plans		
 Training a 	nd arbitration services	
 Administe 	ers the pay equity program	
• Reviews le	ocal compensation waivers	



Department Of Employee Of Relations &

9		20			
Department of Employee Relations & Activity	[;	語 Department Agenc の が Employee の Relations 社	y and Ap Acti	-	Services
• Sets personnel policies and procedures	Γ	Dollars in Thousands	Governor's	Recomm. FY2007	Biennium 2006-07
• Provides services to applicants for employment		Expenditures by Fund Direct Appropriations General Statutory Appropriations Special Revenue	1,288	1,331	2,619
• Supports state diversity, equal employment opportunity and affirmative action		Total	1,288	1,331	2,619

Hepartment of Employee Relations T

Total

22

Dollars in Thousand

Expenditures by Fund Direct Appropriations General Statutory Appropriations Special Revenue

Labor Relations

Activity

Governor's Recomm.

908

156

1,064

FY2006

FY2007

943

161

1,104

Biennium 2006-07

1,851

317

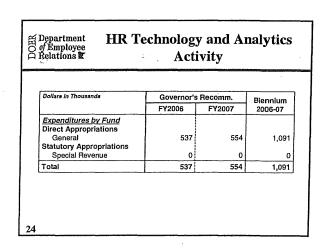
2,168

21

23

3-1

HR Technology and Analytics H Department of Employee A Relations X Activity • Identify and develop new and enhance existing HR technology • SEMA4 • Resumix Onboarding · Maintain and analyze workforce data



Includes a biennial general fund reduction of 431,000

Employee Insurance Division of Employee Relations & Program

- Administers employee insurance benefits for eligible state employees, retirees and dependents
- Administers a benefit program for local units of government
- 81.1 FTE (FY06)

25

Helations & Employee Insurance Division Program

Budget activities

- Employees Insurance Administration
- Public Employees Insurance Program (PEIP)
- Workers' Compensation
- Insurance Division Non-operating

Department
Of Employee
Relations &Employee Insurance Division
ProgramGF open appropriation of \$1.027 million

- Pays the premium to the Workers' Compensation Reinsurance Association (WCRA)
- Legislatively required
- Funding covers all three branches of state government

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Department of Employee Relations **K** Program

Statutory appropriations

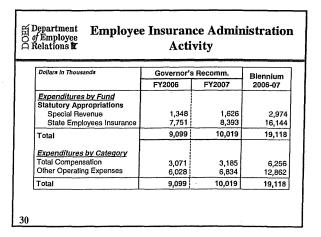
- State Employee Insurance \$1.3 B
- Miscellaneous Agency \$36.9 M
- Special Revenue \$49.4 M

28

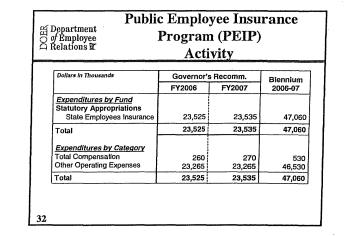
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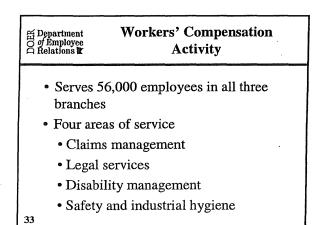
DOER

Department of Employee Relations T	Employee Insurance Administration Activity					
Admini	sters insurance benefits					
• 120	• 120, 000 covered lives					
• All	• All three branches of state					
government						
Benefits include						
• He	• Short and long term disability					
• De	ntal • Long Term Care					
• Lit	• Pre-tax benefits					
29						



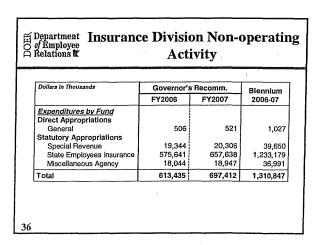
H Department	Public Employee Insurance
O of Employee	Program (PEIP)
Q Relations X	Activity
Manages b	enefits program for local units of
governm	ent
• Benefi	ts include health, dental and life
insurat	nce
 Serves 	123 public employers
• Covers	5 7,800 lives
21	





Morkers' Compensation of Employee Relations r Activity				
Dollars in Thousands	Governor's	Recomm.	Blennium	
	FY2006	FY2007	2006-07	
Expenditures by Fund Direct Appropriations General Statutory Appropriations Special Revenue	0 3,348	0 3.451	6.799	
Total	3,348	3,451	6,799	
Expenditures by Category Total Compensation Other Operating Expenses	2,360 988	2,449 992	4,819 1,980	
Total	3,348	3,451	6,799	

Department Insu of Employee Relations	rance Division Non-operating Activity
Pass through	dollars includes
 Premium employe WCRA provident of the second se	
	ivities with dollars carried over
35	



SENATE STATE GOVERNMENT BUDGET DIVISION

TESTIFIERS PLEASE SIGN

Date March 9,2005

NAME	ORGANIZATION	ADDRESS	PHONE
Riz Houlding	DOER	200 CO.B	296-6287
-ORNA Smith	DOBR	4	296-6287 246-5444
Cal Ludeman	POER	200 COB	6.3095
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