

	3-12-2015 presentation				7-20-2015 presentation				Comparison 3 Year total Inc/(Dec)
	FY 2015 Current	FY 2016 Current	FY 2017 Planning	3 Year Total	FY 2015 Est. Actual	FY 2016 Proposed	FY 2017 Planning	3 Year Total	
<b>MNsure Budget</b> (in thousands)									
<b>RESOURCES</b>									
Balance Forward from previous year	537	40	117	537	592	218	150	592	55
Premium Withhold Revenue	4,794	9,605	14,386	28,785	4,471	8,682	13,122	26,275	(2,510)
Enrollment Year 2014 @ 1.5%	1,368	0	0	1,368	1,300	0	0	1,300	(68)
Enrollment Year 2015 @ 3.5%	3,425	3,818	0	7,243	3,171	3,471	0	6,642	(601)
Enrollment Year 2016 @ 3.5%	0	5,787	6,166	11,953	0	5,211	5,545	10,757	(1,196)
Enrollment Year 2017 @ 3.5%	0	0	8,220	8,220	0	0	7,576	7,576	(644)
CCIO Establishment Grants	60,674	28,272	0	88,946	47,774	31,546	8,436	87,756	(1,190)
Business Development	38,766	14,590	0	53,356	31,136	19,667	4,236	55,039	1,683
IT System Development	21,908	13,682	0	35,590	16,638	11,880	4,200	32,717	(2,873)
DHS Reimbursement	52,546	56,039	28,751	137,336	48,448	54,735	52,995	156,177	18,841
Business Operations	3,170	9,032	15,807	28,009	4,138	9,509	14,251	27,897	(112)
IT System Operations	1,943	10,105	12,944	24,991	9,109	15,105	22,944	47,158	22,167
IT System Development	47,434	36,902	0	84,336	35,201	30,122	15,800	81,122	(3,214)
Miscellaneous	0	0	0	0	16	0	0	16	16
<b>TOTAL RESOURCES</b>	<b>118,552</b>	<b>93,956</b>	<b>43,254</b>	<b>255,604</b>	<b>101,300</b>	<b>95,182</b>	<b>74,703</b>	<b>270,817</b>	<b>15,213</b>
<b>EXPENDITURES</b>									
Administration	8,158	7,022	7,022	22,202	8,080	6,886	6,944	21,910	(292)
Executive	1,430	1,140	1,140	3,710	1,104	1,059	1,081	3,244	(466)
Support Services	4,986	4,410	4,410	13,806	5,007	4,175	4,192	13,374	(432)
Legal & Compliance	1,742	1,472	1,472	4,686	1,969	1,652	1,671	5,292	606
Regulatory	1,705	450	450	2,605	893	225	225	1,343	(1,262)
Commerce	430	250	250	930	396	25	25	446	(484)
MDH	1,275	200	200	1,675	497	200	200	897	(778)
Communications	5,714	3,887	3,887	13,488	6,061	3,710	3,734	13,505	17
Communication & Marketing	5,714	3,887	3,887	13,488	6,061	3,710	3,734	13,505	17
Customer Service	29,778	21,005	17,115	67,898	24,309	25,884	17,903	68,095	198
Plan Mgmt & Reporting	630	630	630	1,890	546	908	930	2,384	494
Eligibility & Enrollment	1,320	1,320	1,470	4,110	1,307	1,523	1,537	4,367	257
PMO Office	5,220	720	720	6,660	5,147	4,490	2,092	11,729	5,069
SHOP Program	420	450	450	1,320	361	482	494	1,337	17
Navigator Program	2,020	1,120	1,120	4,260	1,291	858	869	3,018	(1,242)
Navigator QHP Enrollment Fee Grants	1,800	1,550	1,350	4,700	600	750	750	2,100	(2,600)
Navigator Community Outreach Grants	4,500	4,000	4,000	12,500	4,467	4,100	4,100	12,667	167
Call Center	10,270	5,740	5,740	21,750	9,764	7,843	5,595	23,202	1,452
Manual Operations	1,260	960	960	3,180	721	2,265	960	3,946	766
Assistor Resource Center	338	675	675	1,688	104	576	576	1,256	(432)
Unallocated	2,000	3,840	0	5,840	0	2,089	0	2,089	(3,751)
MNsure IT System	73,157	61,475	14,134	148,766	61,740	58,327	45,004	165,070	16,304
Operations	3,815	10,891	14,134	28,840	9,902	16,326	25,004	51,231	22,391
Development	69,342	50,584	0	119,926	51,838	42,001	20,000	113,839	(6,087)
<b>TOTAL EXPENDITURES</b>	<b>118,512</b>	<b>93,839</b>	<b>42,608</b>	<b>254,959</b>	<b>101,082</b>	<b>95,032</b>	<b>73,809</b>	<b>269,923</b>	<b>14,965</b>
<b>BALANCE</b>	<b>40</b>	<b>117</b>	<b>646</b>	<b>646</b>	<b>218</b>	<b>150</b>	<b>894</b>	<b>894</b>	<b>248</b>

## Premium Withhold Revenue -- FY 2016 Budget Setting Assumptions

*(based on effectuated enrollment)*

Enrollment Year	Beginning Members	Additional Members	Ending Members	Member Months	Average Premium	Withhold Percent	Withhold Revenue
<b>EY 2015</b>							<b>6,642,000</b>
Jan-Jun15							3,171,000
Jul-Dec15							3,471,000
<b>EY 2016</b>	<b>53,000</b>	<b>30,000</b>	<b>83,000</b>	<b>966,000</b>	+ <b>5% 318.15</b>	<b>3.50%</b>	<b>10,756,651</b>
Jan-Jun16				468,000	318.15	3.50%	5,211,297
Jul-Dec16				498,000	318.15	3.50%	5,545,354
<b>EY 2017</b>	<b>83,000</b>	<b>30,000</b>	<b>113,000</b>	<b>1,326,000</b>	+ <b>5% 334.06</b>	<b>3.50%</b>	<b>15,503,724</b>
Jan-Jun17				648,000	334.06	3.50%	7,576,481
Jul-Dec17				678,000	334.06	3.50%	7,927,244

*Assumption; net zero attrition by year-end (i.e. lapsed enrollment during year will be offset by special enrollment during year)*

Translation to Fiscal Year	Member Months	Average Premium	Withhold Percent	Withhold Revenue
<b>FY 2015</b>				<b>4,471,000</b>
Jul-Dec14				1,300,000
Jan-Jun15	288,000	303.00	3.50%	3,171,000
<b>FY 2016</b>	<b>786,000</b>			<b>8,682,297</b>
Jul-Dec15	318,000	303.00	3.50%	3,471,000
Jan-Jun16	468,000	318.15	3.50%	5,211,297
<b>FY 2017</b>	<b>1,146,000</b>			<b>13,121,835</b>
Jul-Dec16	498,000	318.15	3.50%	5,545,354
Jan-Jun17	648,000	334.06	3.50%	7,576,481