

SeniorCare Waiver Application Attachment A Budget Neutrality

Table 3A: SeniorCare

| | Actuals/Estimates for Trend Previously Reported to CMS | | | | | |
|------------------------------------|--|---------------------|---------------------|---------------------|---------------------|---------------------|
| | Actuals | | | | | Projected |
| | SFY03 ¹ | SFY04 | SFY05 | SFY06 | SFY07 | SFY08 |
| Member Months | 550,358 | 806,585 | 843,508 | 883,616 | 884,626 | 785,584 |
| Member Months Change | | 46.6% | 4.6% | 4.8% | 0.1% | -11.2% |
| Members ² | 45,863 | 67,215 | 70,292 | 73,635 | 73,719 | 65,465 |
| Cost per Member per Month (PMPM) | \$59.79 | \$77.53 | \$88.49 | \$91.95 | \$83.79 | \$78.41 |
| Cost PMPM Change | | 29.7% | 14.1% | 3.9% | -8.9% | -6.4% |
| Gross Expenditures | \$77,620,456 | \$135,832,078 | \$154,569,397 | \$165,983,179 | \$163,466,833 | \$145,962,940 |
| Gross Expenditures with Initiative | \$77,620,456 | \$135,832,078 | \$154,569,397 | \$165,983,179 | \$163,466,833 | \$145,962,940 |
| Gross Expenditures Change | | 75.0% | 13.8% | 7.4% | -1.5% | -10.7% |
| Spenddown, Deductible & Copays | \$30,752,744 | \$45,754,808 | \$46,942,625 | \$40,984,453 | \$39,926,279 | \$34,802,485 |
| Deductible & Copays Change | | 48.8% | 2.6% | -12.7% | -2.6% | -12.8% |
| Drug Manufacturer Rebates | \$13,961,625 | \$27,540,314 | \$32,986,362 | \$43,749,554 | \$49,416,222 | \$49,559,346 |
| Rebate Change | | | 19.77% | 32.63% | 0.00% | 0.29% |
| Net Annual Expenditures | \$32,906,087 | \$62,536,956 | \$74,640,410 | \$81,249,172 | \$74,124,332 | \$61,601,109 |
| Net Annual Expenditure Change | | | 19.35% | 8.85% | -8.77% | -16.89% |

¹ SFY 2003 is lower than other years because the SeniorCare program was not in place for the full fiscal year.

² Members estimated by dividing Member Months by 12.

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| Actuals/ Estimates for Trend Previously Reported to CMS | | | |
|---|---------------------|---------------------|---------------------|
| Actuals | | | |
| | CY09 | CY10 | CY11 |
| Member Months | 727,327 | 739,824 | 719,030 |
| Member Months Change | -7.42% | 1.7% | -2.8% |
| Members | 60,611 | 61,652 | 59,919 |
| Cost per Member per Month (PMPM) | \$ 179.94 | \$ 168.22 | \$ 157.92 |
| Cost PMPM Change | -3.2% | -6.5% | -6.1% |
| Gross Expenditures | \$130,873,828 | \$124,453,554 | \$113,548,836 |
| Gross Expenditures with Initiative | \$130,873,828 | \$124,453,554 | \$113,548,836 |
| Spenddown, Deductible & Copays | \$24,107,858 | \$22,426,684 | \$20,474,563 |
| Deductible & Copays Change | -31% | -7.0% | -8.7% |
| Drug Manufacturer Rebates | \$53,218,657 | \$55,570,501 | \$49,969,867 |
| Rebate Change | 7.4% | 4.4% | -10.1% |
| Net Annual Expenditures | \$53,547,313 | \$46,456,369 | \$43,104,406 |
| Net Annual Expenditure Change | -13.07% | -13.24% | -7.22% |

| Actuals/Estimates for Trend Previously Submitted to CMS | | | | |
|---|------------------------|------------------------|------------------------|---------------------|
| SeniorCare | CY12 | CY13 | CY14 | Estimated CY15 |
| Member Months | 650,607 | 618,474 | 599,986 | 593,986 |
| Member Months Change | -7.8% | -4.9% | -3.0% | -1.0% |
| Members | 54,217 | 51,540 | 49,999 | 49,499 |
| Cost per Member per Month | \$ 154.24 | \$ 153.92 | \$ 172.02 | \$ 189.22 |
| Cost per Member per Month Change | -4.1% | -0.2% | 11.8% | 10.0% |
| Gross Expenditures | \$100,347,375 | \$95,196,755 | \$103,211,058 | \$112,396,842 |
| Gross Expenditures with Initiative | \$100,347,375 | \$95,196,755 | \$103,211,058 | \$112,396,842 |
| Deductible & Copays | \$15,682,274 | \$14,467,865 | \$13,759,765 | \$13,622,167 |
| Deductible & Copays Change | -16.9% | -7.7% | -4.9% | -1.0% |
| TPL | 9,472,378 | 9,424,880 | 10,300,807 | 10,403,815 |
| | -2.4% | -0.5% | 9.3% | 1.0% |
| State Paid Amount | \$ 75,524,498 | \$ 71,604,922 | 78,752,846 | \$ 88,370,860 |
| State Paid Amount Change | 3.0% | 3.0% | 3.0% | 12.2% |
| Rebates | \$48,007,630 | \$44,948,791 | \$51,315,266 | \$57,582,353 |
| Rebates as percent of state paid amount | 64% | 63% | 65% | 65% |
| Rebates Change | -4.9% | -6.4% | 14.2% | 12.2% |
| Net Expenditures | \$27,516,868.60 | \$26,656,130.76 | \$27,437,579.87 | \$30,788,507 |