

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	
Line	Direct plus Indirect Non-Claim Expenses	Total	Non MN	Total MN	Commercial	Medicare Advantage	Medicare Cost	Medicare Supplement	Medicare Part D	MSHO	SNBC MA Only	SNBC Integrated	PMAP	MSC+	MN Care	Dental
17	Employee benefit expenses	66,870,275	1,217,909	65,652,366	14,289,652	10,881,885	0	1,121,272	132,803	2,001,032	1,663,836	0	28,494,603	462,433	4,339,028	2,265,822
18	Sales expenses	22,277,092	679,139	21,597,953	14,349,418	1,787,455	0	658,254	5,799	32,376	26,921	0	461,040	7,482	70,205	4,199,003
19	General business/office expense	29,504,015	537,358	28,966,657	6,304,776	4,801,226	0	494,719	58,594	882,880	734,106	0	12,572,181	204,032	1,914,434	999,709
20	State premium taxes and assessments	39,105,069	77,273	39,027,796	9,047,533	690,421	0	70,402	8,426	2,000,385	2,530,634	0	19,824,884	847,371	2,799,965	1,207,775
21	Consulting and professional fees	8,251,922	150,292	8,101,630	1,763,371	1,342,846	0	138,367	16,388	246,931	205,321	0	3,516,290	57,065	535,444	279,607
22	Outsourced services	118,865	2,163	116,702	25,401	19,343	0	1,993	236	3,557	2,958	0	50,651	822	7,713	4,028
23	Other expenses	3,193,997	58,173	3,135,824	682,532	519,763	0	53,556	6,343	95,577	79,472	0	1,361,018	22,088	207,250	108,225
24	Total Non-Claim Expenses = Sum of Lines 17 to 23	169,321,235	2,722,307	166,598,928	46,462,683	20,042,939	0	2,538,563	228,589	5,262,738	5,243,248	0	66,280,667	1,601,293	9,874,039	9,064,169
25	Claims Adjustment Expenses	40,147,491	177,531	39,969,960	5,484,826	5,086,194	0	568,523	5,005	8,655,446	4,868,089	0	11,787,680	1,703,165	1,774,561	36,471
26	Revenues (Supp Report #1, Line 8)	2,949,550,321	17,511,925	2,932,038,396	566,422,610	438,211,044	0	17,237,797	7,047,802	247,938,597	163,379,548	0	1,204,785,059	50,873,446	165,767,702	70,374,791
27	Incurred Claims (Supp Report #1, Line 18 + Line 22)	2,594,664,302	16,411,293	2,578,253,009	528,515,044	416,549,411	0	12,029,503	6,343,411	210,556,481	148,306,298	0	1,010,144,106	41,506,269	148,206,066	56,096,420
28	Net Investment Gain/(Loss) (Allocated)	2,773,957	(37,243)	2,811,200	4,801,139	(93,622)	0	(36,624)	(90,389)	(745,155)	(85,501)	0	(395,285)	(312,054)	(231,309)	0
29	Aggregate Write Ins for Other Income or (Expenses)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
30	Federal and Foreign Income Taxes Incurred	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
31	Net Income = Lines 26+28+29-24-25-27-30	148,191,250	(1,836,449)	150,027,699	(9,238,804)	(3,561,122)	0	2,064,584	380,408	22,718,777	4,876,412	0	116,177,321	5,750,665	5,681,727	5,177,731

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These categorized administrative expenses should roll up into the general administrative expenses reported on line 21 on Minnesota Supplement Report #1, as well as the underwriting and investment exhibit part 3 – analysis of expenses, of the NAIC health blank. The categories are broken down as follows:

Employee benefit expenses: salaries, wages and benefits

Sales expenses: commissions, marketing and advertising; cost of sales-related materials, postage, telephone and printing materials

General business and office type expenses: rent; non-sales related postage, express and telephone; non-sales related printing and office supplies; taxes (excluding state premium taxes and assessments), licenses and fees; traveling expenses; insurance, except on real estate; collection and bank service charges; group service and administration fees; real estate expenses; real estate taxes; equipment; occupancy, depreciation and amortization; cost of depreciation of ECP equipment and software

State premium taxes and assessments

Consulting and professional fees: legal fees and expenses; certifications and accreditation fees; auditing, actuarial and other consulting fees; board, bureaus and association fees

Outsourced services: ECP; claims and other services

Other expenses: investment expenses not included elsewhere; aggregate write-ins for expenses; reimbursements by uninsured plans; reimbursements from fiscal intermediaries.

Indirect expenses must be allocated by dollars of premium income, or premium-equivalent for ASO business.

Investment gain must be allocated by the prior five years of net income.