Sount Country Heatha Aliance




|  |  |  | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Line | Direct plus lidirect Ton-Chim Expenses | IIC Toat | ${ }_{\text {Nan M }}^{\substack{\text { Non MV } \\ \text { producs }}}$ | Total MN products | mercial | M Mdiciare | Medierre Cat |  | ${ }_{\text {Dediare }}^{\text {D Part }}$ | SHo | sibc Ma only |  | MAP | ${ }^{\text {IISC+ }}$ | ${ }^{\text {NCarat }}$ | Nenal | ${ }^{\text {other }}$ | $\underbrace{\text { ore }}_{\substack{\text { Admin Serices } \\ \text { Only }}}$ |
| 17 | Emploge benefitexpenes | ${ }^{6,898,547}$ |  | ${ }^{6,889,547}$ |  |  |  |  |  | ${ }_{\text {L }}^{1,404,42}$ | 688,189 | ${ }^{277,952}$ | ${ }^{3,27,3,39}$ | ${ }^{364,465}$ | ${ }^{332,190}$ |  |  |  |
| 18 | Salese cpeneses | 23,321 |  | ${ }^{233,321}$ |  |  |  |  |  |  | 1,9815 |  | ${ }^{144,583}$ | 10,131 | ${ }^{11,184}$ |  |  |  |
| 19 | Geneal businssosofice expene | ${ }_{2,221,24}$ |  | ${ }^{2,221,24}$ |  |  |  |  |  | ${ }^{414,74}$ | 21.206 | ${ }_{8,8,86}$ | 1,285,001 | ${ }^{114,3 / 5}$ | 111.192 |  |  |  |
| ${ }^{20}$ | Satep prenim maxs and assesme |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 21 | Consulting and profesional fes | 2,650,682 |  | 2,650,682 |  |  |  |  |  | 597,510 | 241,80 | 201,237 | $1,345,201$ | 128,099 | ${ }^{116,755}$ |  |  |  |
| 22 | Outasurced esericss | ${ }^{911,309}$ |  | ${ }^{981,39}$ |  |  |  |  |  | 94.276 | ${ }_{51,397}$ | 33,351 | ${ }_{66,3,34}$ | 27,361 | 58,610 |  |  |  |
| ${ }^{23}$ | Ohtere cpeneses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ${ }^{24}$ |  | ${ }^{12,9212,283}$ |  | ${ }^{12,92,2,283}$ |  |  |  |  |  | ${ }^{2,550,134}$ | ${ }_{\text {1,2, } 14,187}$ | ${ }_{6}^{605,222}$ | ${ }_{7}^{7,268,488}$ | ${ }^{64,371}$ | ${ }^{629,931}$ |  |  |  |
| 25 26 26 |  |  |  | $\underset{\substack{6,619,36 \\ 27.611361}}{\text { 2, }}$ |  |  |  |  |  | ${ }_{\text {S }}^{56,51,2,46}$ | ${ }_{\text {L }}^{46,5824}$ |  |  |  |  |  |  |  |
| 27 | Incurred Cliams (Sup Report th, Line 18 +Line 22) | ${ }_{\text {24, } 1994,500}$ |  | ${ }^{241,494,500}$ |  |  |  |  |  | 50,04, 231 | ${ }^{24,4,4,9,93}$ | ${ }^{11,22,8,84}$ | ${ }^{13,0,09,611}$ | ${ }_{1,3,39,702}$ | ${ }^{13,48,109}$ |  |  |  |
| 28 | Net Inestment Ginin(Loss) Allocated) | ${ }^{1,03 ; 486}$ |  | ${ }^{1,035,486}$ |  |  |  |  |  | ${ }^{36,709}$ | ${ }_{40,736}$ |  |  | 276,041 |  |  |  |  |
| 29 | Agregate Write ins tor other freme or (Expense) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ${ }^{30}$ | Federala and Frotign Inceme Taxes steurred |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 31 |  | ${ }^{17,62,718}$ |  | 17,20,718 |  |  |  |  |  | 3,652,988 | 2.005,044 | (755,974) | 11,15,618 | 2,70,948 | (1,98,560) |  |  |  |

Please use the space below to explain any discrepancies between what is reported in Supplement Report \#1 and Sı
ıpplement Report \#1a

## DRAFT

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.

