

August 23, 2017

Ms. Andrea Lentine
President
Assurance
c/o Wellness Insurance Network
111 North Canal Street
Suite 550
Chicago, IL 60606

via email

Subject: Wellness Insurance Network Claim Liability

Dear Ms. Lentine:

Wakely Consulting Group was retained to estimate the outstanding claims liability as of June 30, 2017 for the Wellness Insurance Network's (WIN's) self-funded health plan. This report is intended for the use of WIN, the Assurance Agency and auditors as related to the reporting of the June 30, 2017 financial statements. Wakely should be consulted before this report is provided to anyone other than the intended recipients.

#### **Data Used in the Report**

The following data was received from the Assurance Agency:

- Benefit descriptions for Dental, Medical Plan A, and Medical Plan B
- 2017 Stop Loss contract
- Detail data for three claimants crossing the stop loss threshold of \$100,000
- Monthly enrollment details for Medical
- Monthly enrollment details for Dental
- Lag report representing medical and prescription drug claims incurred March 2013 June 2017 and paid July 2015 – June 2017
- Lag report representing dental claims incurred March 2013 June 2017 and paid July 2015 June 2017
- Unaudited financial report for the period ending June 30, 2017

We reviewed the data for reasonableness but did not perform an audit of the data. We are not certifying to the accuracy of these data. All our results are dependent on these data. Our results may change should the data be determined to be incorrect or inaccurate. This is consistent with Actuarial Standard of Practice No. 23 (ASOP No. 23), as published by the Actuarial Standards Board of the American Academy of Actuaries. The detailed claim lag triangles we received are displayed in Appendix A.

#### **Summary of Results**

Our estimate of the outstanding claim liability for the WIN's self-funded health plan as of June 30, 2017 is \$126,782. This estimate includes a margin of 20%. Margins are required by actuarial standards. In addition, an additional 3% (an industry standard) could be added as an estimate of the expenses of paying the 'runout' claims, called a 'loss adjustment expense'.



For HMOs or insurance companies, an estimate of these expenses is required by statutes. If the arrangement with the administrator is to pay such claims without additional expenses, the loss adjustment expense figure need not be included.

#### **METHODOLOGY**

The accompanying Exhibits show the results of our calculations. For medical (including prescription drugs) and dental we used a completion factor method to determine the outstanding claim liability, also called a 'development method'. In certain instances where the development method produced volatile results, a blend of the results from the development method and a projection method was used. This method is consistent with ASOP No. 5, "Incurred Health and Disability Claims" as published by the Actuarial Standards Board of the American Academy of Actuaries.

We ignored the effect of the time value of money as immaterial, given the relatively short claim lag durations and the current environment of low interest rates.

#### **EXHIBIT A**

Exhibit A displays the calculated claim liability for June 30, 2017 and monthly per member costs. This exhibit displays the various components of the total liability. The exhibit and calculations are adjusted for recoveries from the stop-loss contract. We received information on stop loss claims and applied the recovery amounts based on the incurred month.

#### **EXHIBIT B**

Exhibit B shows the details of the calculations of the incurred claims for each month and the associated monthly member costs. Claims paid through June 30, 2017 are divided by a completion factor appropriate for the month. The completion factors are calculated as described in the METHODOLOGY section of this report.

#### **REVIEW OF PRIOR CALCULATIONS**

Actuarial standards, as well as good practice, call for a review of prior calculations as more information becomes available. Using data through June 30, 2017, we estimate the June 30, 2016 claim liability estimate is approximately \$154,033 or 23.9% higher than the original estimate. We note several high claims were paid after June 30, 2016 that were not considered in the liability estimate. The claim lags in Appendix A show claim amounts highlighted in yellow that represent amounts significantly higher than anticipated in the June 30, 2016 estimate. We assume WIN received stop loss reimbursements for some of these amounts have netted stop loss amounts from the restatement estimate.



#### **COMMENTS**

Claim liabilities are estimates of claims which have been incurred but not yet paid. They are calculated by using trends and relationships observed in the past and applying them to the future. Wide fluctuations can occur in the difference between the "estimates" and "actual" claim liability, even if the methodology for calculating the liability is actuarially sound. Some of those reasons include:

- 1) The average period between the time a claim is incurred and the date it is paid in the future may not be the same as in the past.
- 2) Large claims may not be present in the same magnitude (higher or lower) for the future relative to the past.
- 3) A new plan has little experience on which to base claim liability estimates, so the calculations may be more volatile. Similarly, a change in administrators can cause problems with little experience on which to base claim liability estimates.

Variances from estimated amounts are not uncommon. However, just because there are potential wide swings, this does not mean the calculation of these liabilities should be taken casually. They are important for determining financial solvency and for setting rate levels. The statement about wide fluctuations is being made to alert the reader the calculation is not a perfect science.

#### PLAN SURPLUS

As last year, we are commenting on an industry standard or 'proper' amount of surplus for a plan. There are several benchmarks or calculations for this amount, including the Risk-Based Capital formulas from the National Association of Insurance Commissioners.

For a plan the size of WIN's most of these calculations would point toward a surplus amount of about 15-20% of expected annual claims, or a slightly lower percentage of annual premiums.

Our calculations show estimated incurred claims net stop loss reimbursements of about \$3.23 million for the year ending June 30, 2017, so the resulting surplus amount would be about \$646,000.



Using the asset figure indicated in the <u>unaudited</u> financial statement that Wakely received, a surplus amount of about \$3.1 million was indicated, as follows:

Assets	\$3,572,000
Accounts Payable (described earlier)	\$373,000
Claim Liability	\$127,000
Plan Surplus	\$3,072,000

The comments and table immediately above should be taken as general information and should not be considered financial, accounting, or auditing advice. While the plan surplus seems more than adequate based on the unaudited financial statement, WIN should be cautious if considering lowering rates to a loss position, as this practice may make it difficult to restore profitability after the surplus is drawn down to less safe levels.

#### **ACTUARIAL STANDARDS OF PRACTICE**

This report is subject to ASOP No. 5 and ASOP No. 23, as described earlier, and also ASOP No. 41, "Actuarial Communications". The narrative and exhibits of this report comply with ASOP No. 41, but the most important consideration is that we have supplied what you need in an understandable manner.

Please let us know if you need additional information concerning the outstanding claim liability calculation or have questions or comments on the information contained in this report. We appreciate your choosing Wakely Consulting Group to provide these figures for you.

Sincerely,

Alison L. Pool, A.S.A., M.A.A.A. Senior Consulting Actuary

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727.507.9858, ext. 7469

cc: Scott Remmenga, Assurance Agency

WIN CL Final Report 6-30-17.docx



### Claim Liability Report for Wellness Insurance Network

Exhibit A, p1

Unpaid Claim Liabilities as of : June 30, 2017 Based on Claims Paid Through: June 30, 2017

Claims Incurred Through 6/30/2017 Paid After Medial Claims yet to be Paid After 6/30/2017 Rx Claims yet to be Paid After 6/30/2017 Liability as of 6/30/2017 Suggested Additional Margin (20.0%)

Subtotal

Expenses of Claim Settlement (3.0%)

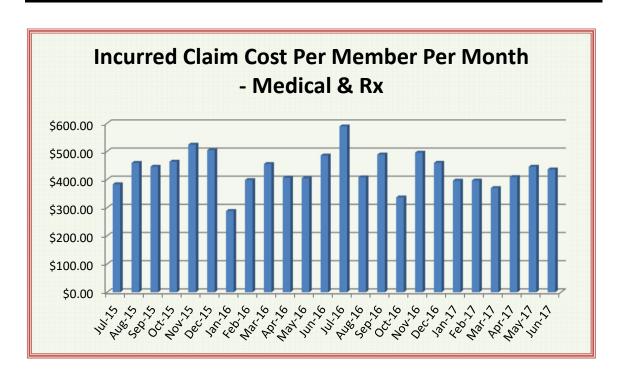
**Grand Total** 

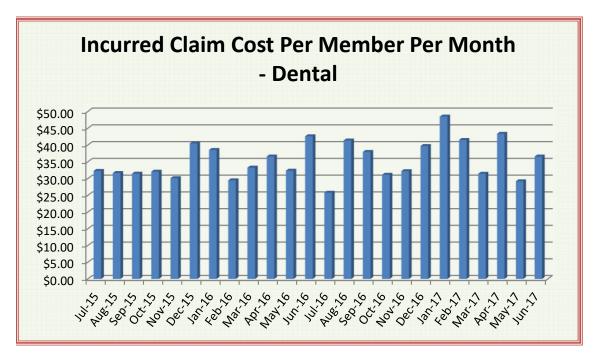
Med	dical and Rx		Dental		Total
\$	-	\$	-	\$	-
\$	97,399	\$	8,253	\$	105,652
	Included		NA		Included
\$	97,399	\$	8,253	\$	105,652
\$	19,480	\$	1,651	\$	21,130
\$ \$	116,879 3,506	\$ \$	9,904 297	\$ \$	126,782 3,803
\$	120,385	\$	10,201	\$	130,586

Month	Membership (Medical and Rx)	and Rx Claims	Medical Incurred per Member	Membership (Dental)	Estimated Incurred Dental Claims	Dental Incurred per Member
Jul-15	564	\$216,227	\$383.38	456	\$14,717	\$32.27
Aug-15	563	\$258,479	\$459.11	456	\$14,434	\$31.65
Sep-15	564	\$251,451	\$445.83	452	\$14,235	\$31.49
Oct-15	562	\$260,459	\$463.45	453	\$14,524	\$32.06
Nov-15	565	\$296,191	\$524.23	456	\$13,742	\$30.14
Dec-15	566	\$285,601	\$504.60	456	\$18,464	\$40.49
Jan-16	575	\$165,819	\$288.38	471	\$18,149	\$38.53
Feb-16	571	\$227,444	\$398.33	469	\$13,826	\$29.48
Mar-16	577	\$262,746	\$455.37	476	\$15,834	\$33.26
Apr-16	575	\$233,786	\$406.58	476	\$17,414	\$36.58
May-16	575	\$232,806	\$404.88	481	\$15,571	\$32.37
Jun-16	578	\$280,603	\$485.47	478	\$20,368	\$42.61
Jul-16	582	\$342,895	\$589.17	477	\$12,306	\$25.80
Aug-16	575	\$234,475	\$407.78	472	\$19,529	\$41.38
Sep-16		\$282,579	\$488.89	474	\$17,989	\$37.95
Oct-16		\$192,235	\$336.66	479	\$14,919	\$31.15
Nov-16	572	\$283,623	\$495.84	481	\$15,502	\$32.23
Dec-16	579	\$266,050	\$459.50	483	\$19,188	
Jan-17		\$233,807	\$396.28	505	\$24,483	
Feb-17		\$230,414	\$396.58	498	\$20,680	
Mar-17		\$214,821	\$369.74	496	\$15,601	\$31.45
Apr-17		\$234,368		485	\$21,023	
May-17		\$254,993	\$445.79	488	\$14,254	
Jun-17		\$248,599	\$436.14	485	\$17,737	
12 Month Average	577	\$251,572	\$436.00	485	\$17,768	\$36.62



### Wellness Insurance Network Monthly Claim Cost per Member





## Wellness Insurance Network Estimated Ultimate Claims - Medical & Rx Valuation Date June 30, 2017

	NET STOPLOSS	valuation Dat	•	ss-2 Average	<del></del>	
Incurred	Paid Through	Completion	Adj. Comp		Unpaid	Cumulative
Month	06/30/2017	Factor	Factor	Ultimate	Claims	Unpaid Claims
Jul-13	\$160,688	1.000	1.000	\$160,688	\$0	\$0
Aug-13	\$298,663	1.000	1.000	\$298,663	\$0	\$0
Sep-13	\$353,355	1.000	1.000	\$353,355	\$0	\$0
Oct-13	\$200,009	1.000	1.000	\$200,009	\$0	\$0
Nov-13	\$160,504	1.000	1.000	\$160,504	\$0	
Dec-13	\$162,380	1.000	1.000	\$162,380	\$0	\$0
Jan-14	\$165,235	1.000	1.000	\$165,235	\$0	\$0
Feb-14	\$159,233	1.000	1.000	\$159,233	\$0	\$0
Mar-14	\$181,583	1.000	1.000	\$181,583	\$0	\$0
Apr-14	\$139,289	1.000	1.000	\$139,289	\$0	\$0
May-14	\$157,535	1.000	1.000		\$0	\$0
Jun-14	\$220,783	1.000	1.000		\$0	\$0
Jul-14	\$171,823	1.000	1.000		\$0	\$0
Aug-14	\$233,878	1.000	1.000	\$233,878	\$0	\$0
Sep-14	\$264,884	1.000	1.000		\$0	\$0
Oct-14	\$251,787	1.000	1.000	\$251,787	\$0	\$0
Nov-14	\$165,338	1.000	1.000	\$165,338	\$0	\$0
Dec-14	\$211,146	1.000	1.000		\$0	\$0
Jan-15	\$142,303	1.000	1.000	\$142,303	\$0	\$0
Feb-15	\$174,146	1.000	1.000	\$174,146	\$0	\$0
Mar-15	\$124,522	1.000	1.000	\$124,522	\$0	\$0
Apr-15	\$131,294	1.000	1.000	\$131,294	\$0	\$0
May-15	\$155,135	1.000	1.000		\$0	\$0
Jun-15	\$158,865	1.000	1.000		\$0	\$0
Jul-15	\$216,227	1.000	1.000	\$216,227	\$0	\$0
Aug-15	\$258,479	1.000	1.000	\$258,479	\$0	\$0
Sep-15	\$251,451	1.000	1.000	\$251,451	\$0	\$0
Oct-15	\$260,459	1.000	1.000	\$260,459	\$0	\$0
Nov-15	\$296,191	1.000	1.000	\$296,191	\$0	\$0
Dec-15	\$285,601	1.000	1.000	\$285,601	\$0	\$0
Jan-16	\$165,819	1.000	1.000	\$165,819	\$0	\$0
Feb-16	\$227,444	1.000	1.000		\$0	\$0
Mar-16	\$262,746	1.000	1.000		\$0	\$0
Apr-16	\$233,786	1.000	1.000	\$233,786	\$0	\$0
Мау-16	\$232,806	1.000	1.000			
Jun-16	\$280,603	1.000	1.000		\$0	\$0
Jul-16	\$342,895	1.000	1.000		\$0	\$0
Aug-16	\$234,428	1.000	1.000		\$47	\$47
Sep-16	\$282,466	1.000	1.000		\$113	
Oct-16	\$192,062	0.999	0.999		\$173	
Nov-16	\$283,368	0.999	0.999	\$283,623	\$255	\$588
Dec-16	\$265,731	0.999	0.999	\$266,050	\$319	\$907
Jan-17	\$233,409	0.998	0.998	\$233,807	\$397	\$1,305
Feb-17	\$229,008	0.994	0.994	\$230,414	\$1,406	\$2,710
Mar-17	\$212,114	0.987	0.987	\$214,821	\$2,707	\$5,417
Apr-17	\$228,641	0.987	0.987		\$5,707 \$5,727	\$11,145
	\$240,699	0.936	0.944		\$14,294	\$25,439
May-17						
Jun-17	\$176,639	0.644	0.711	\$248,599	\$71,960	\$97,399

# Wellness Insurance Network Estimated Ultimate Claims -Dental Only Valuation Date June 30, 2017

		valuation L		ess-2 Avera	ge	
Incurred	Paid Through	Completion	Adj. Comp	Expected	Unpaid	Cumulative
Month	06/30/2017	Factor	Factor	Ultimate	Claims	Unpaid Claims
Jul-13	\$12,467	1.000	1.000	\$12,467	\$0	\$0
Aug-13	\$19,197	1.000	1.000	\$19,197	\$0	\$0
Sep-13	\$16,274	1.000	1.000	\$16,274	\$0	\$0
Oct-13	\$14,382	1.000	1.000	\$14,382	\$0	\$0
Nov-13	\$14,068	1.000	1.000	\$14,068	\$0	\$0
Dec-13	\$17,081	1.000	1.000	\$17,081	\$0	\$0
Jan-14	\$21,151	1.000	1.000	\$21,151	\$0	\$0
Feb-14	\$14,622	1.000	1.000	\$14,622	\$0	\$0
Mar-14	\$18,644	1.000	1.000	\$18,644	\$0	\$0
Apr-14	\$18,720	1.000	1.000	\$18,720	\$0	\$0
May-14	\$12,908	1.000	1.000	\$12,908	\$0	\$0
Jun-14	\$18,714	1.000	1.000	\$18,714	\$0	\$0
Jul-14	\$15,284	1.000	1.000	\$15,284	\$0	\$0
Aug-14	\$14,737	1.000	1.000	\$14,737	\$0	\$0
Sep-14	\$14,545	1.000	1.000	\$14,545	\$0	\$0
Oct-14	\$14,186	1.000	1.000	\$14,186	\$0	\$0
Nov-14	\$13,424	1.000	1.000	\$13,424	\$0	\$0
Dec-14	\$18,167	1.000	1.000	\$18,167	\$0	\$0
Jan-15	\$18,332	1.000	1.000	\$18,332	\$0	\$0
Feb-15	\$12,639	1.000	1.000	\$12,639	\$0	\$0
Mar-15	\$8,902	1.000	1.000	\$8,902	\$0	\$0
Apr-15	\$14,318	1.000	1.000	\$14,318	\$0	\$0
May-15	\$11,678	1.000	1.000	\$11,678	\$0	\$0
Jun-15	\$13,675	1.000	1.000	\$13,675	\$0	\$0
Jul-15	\$14,717	1.000	1.000	\$14,717	\$0	\$0
Aug-15	\$14,434	1.000	1.000	\$14,434	\$0	\$0
Sep-15	\$14,235	1.000	1.000	\$14,235	\$0	\$0
Oct-15	\$14,524	1.000	1.000	\$14,524	\$0	\$0
Nov-15	\$13,742	1.000	1.000	\$13,742	\$0	\$0
Dec-15	\$18,464	1.000	1.000	\$18,464	\$0	\$0
Jan-16	\$18,149	1.000	1.000	\$18,149	\$0	\$0
Feb-16	\$13,826	1.000	1.000	\$13,826	\$0	\$0
Mar-16	\$15,834	1.000	1.000	\$15,834	\$0	\$0
Apr-16	\$17,414	1.000	1.000	\$17,414	\$0	\$0
May-16	\$15,571	1.000	1.000	\$15,571	\$0	\$0
Jun-16	\$20,368	1.000	1.000	\$20,368	\$0	\$0
Jul-16	\$12,306	1.000	1.000	\$12,306	\$0	\$0
Aug-16	\$19,529	1.000	1.000	\$19,529	\$0	\$0
Sep-16	\$17,989	1.000	1.000	\$17,989	\$0 \$0	\$0
Oct-16	\$14,919	1.000	1.000	\$14,919	\$0 \$0	\$0 \$0
Nov-16	\$15,487	0.999	0.999	\$15,502	φ0 \$16	\$16
Dec-16	\$19,168	0.999	0.999	\$19,188	\$10 \$19	\$35
Jan-17	\$24,400	0.999	0.999	\$24,483	\$83	язэ \$118
Feb-17	\$20,610	0.997	0.997	\$20,680	\$70	\$188
Mar-17	\$15,504	0.994	0.994	\$15,601	\$97	\$285
Apr-17	\$20,884	0.990	0.993	\$21,023	\$139	\$424
May-17	\$13,492	0.975	0.947	\$14,254	\$762	\$1,186
Jun-17	\$10,670	0.712	0.602	\$17,737	\$7,067	\$8,253

Medical only																									Paid Mo	onth
incurred month	7/31/2013	8/31/2013	9/30/2013	10/31/2013	11/30/2013	12/31/2013	1/31/2014	2/28/2014	3/31/2014	4/30/2014	5/31/2014	6/30/2014	7/31/2014	8/31/2014	9/30/2014	10/31/2014	11/30/2014	12/31/2014	1/31/2015	2/28/2015	3/31/2015	/30/2015	5/31/2015	6/30/2015		
7/31/2013	89,939	64,644	5,489	-658	424	129	598			101	390												-47			
8/31/2013		98,904	177,402	17,705	1,502	3,892	1,239		149	184		15	102										-413		-103	
9/30/2013			112,631	234,059	5,635	482	241	63	686	267	137		100								-867				-78	
10/31/2013				93,720	91,754	11,369	379	1,240	334	1,250						16		44								
11/30/2013					85,776	53,407	18,756	2,055	92	355						63										
12/31/2013					,	119,907	39,253	798	354	148	2,051												-130			
1/31/2014							178	155,106	7,896	402	160	130	316	913					131	5						
2/28/2014								79,589	76,529	1,922	297	292	165	203	24			72	140							
3/31/2014								.,	75,939	84,818	17,854	3,108	36	173		21		122		-211	0		-345			
4/30/2014									,	87,948	47,877	1,074	448	628	654	25	125	318			-					161
5/31/2014										0.70.0	105,830	48,126	3,257	20				217		19		36				
6/30/2014											103,030	149,805	51,404	10,195	188	532	140	-128		72		353	7,547	-385		
7/31/2014												143,003	113,802	55,687	1,321	604	72	-310	502	141		3	7,547	303		
8/31/2014													113,002	103,582	83,273	42,752	1.748	1,927	237	343		16				
9/30/2014														103,362	186,810	73,954	2,528	1,093	-136	533	150	10	-104	56		
10/31/2014															100,010	139,620	71,638	35,548	3,255	1,304	89		54	278		
11/30/2014																133,020	102,900	68,632	-8,772	1,297	682	477	147	270		
12/31/2014																	102,900	105,353	83,405	2,100	11,804	606	1,255	-630		
1/31/2015																		105,555	108,870	25,479	4,523	2,842	1,233	-630 85		25
2/28/2015																			100,070	77,383	72,551	20,229	534	300	1,329	23
3/31/2015																				77,303	80,759	37,130	2,145	2,479	209	193
4/30/2015																					80,733	86,869	38,199	3,861	509	198
5/31/2015																						80,803	92,774	58,514	1,757	107
6/30/2015																							32,774	90,053	60,435	2,557
7/31/2015																								30,033	149,285	60,385
8/31/2015																									149,265	171,807
9/30/2015																										171,007
10/31/2015																										
11/30/2015																										
12/31/2015																										
1/31/2016																										
2/29/2016																										
3/31/2016																										
4/30/2016																										
5/31/2016																										
6/30/2016																										
7/31/2016 8/31/2016																										
9/30/2016																										
10/31/2016 11/30/2016																										
12/31/2016																										
1/31/2017																										
2/28/2017																										
3/31/2017																										
4/30/2017																										
5/31/2017																										
6/30/2017																										
Totals	89,939	163,548	295,522	344,827	185,090	189,186	60,644	238,851	161,979	177,393	174,499	202,549	169,629	171,401	272,271	257,588	179,151	212,887	187,632	108,463	169,693	148,561	141,615	154,610	213,342	235,433
10003	00,000	100,040	233,322	344,327	200,000	103,100	00,044	230,031	101,575	1,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1,7,733	202,543	100,020	1,1,101	,1	237,300	4,0,431	222,007	10,,032	100,403	100,000	1-0,501	1-1,013	134,010	223,342	200,40.

fedical only	0/20/2045	n ine inner i	4 /20 /204=	12/24/204-	a los lonas	2/20/2045	n in a land o	120/2045	124 12045	c /20 /204 C	7/24/2045	0 (24 (2046	0/20/2047	40/24/20:-	44 (20 (20 : -	42/24/2017	4 (24 (20)	2 /20 /20: =	2/24/20:-	4/20/25:-	F (24 (20 : =	5 (20 (2047	
	9/30/2015 1	0/31/2015 1	1/30/2015	12/31/2015	1/31/2016	2/29/2016	3/31/2016	1/30/2016	/31/2016	6/30/2016	7/31/2016	8/31/2016	9/30/2016	10/31/2016	11/30/2016	12/31/2016	1/31/2017	2/28/2017	3/31/2017	4/30/2017	5/31/2017	6/30/2017	Total
7/31/2013																						-322	1
8/31/2013		-1,915																					2
9/30/2013																							3
10/31/2013																							2
11/30/2013																							1
12/31/2013																							1
1/31/2014																							1
2/28/2014																							1
3/31/2014	68																						1
4/30/2014	00					31																	1
5/31/2014																							. 1
						31																	
6/30/2014						1,061																	2
7/31/2014																							1
8/31/2014																							2
9/30/2014																							2
10/31/2014																							2
11/30/2014									-411	386													1
12/31/2014	7		962			-55				534										5,80	4		2
1/31/2015	58	334		298				-149						-63									1
2/28/2015	256	884			194	29										458							1
3/31/2015	256	1,046			58	122				166						-42							1
4/30/2015	230	415	23		50	57		1,168		-5						-42							1
5/31/2015	020		23		22	3,		977		20				-129						-51			. 1
	839	221		83	22	453								-129						-51	U		
6/30/2015	2,366	132		2,142	478	152		338		213													1
7/31/2015	3,329	3,264	-544	425	248	-475	302			235					-228	2							2
8/31/2015	80,502	2,849	2,987	275	105	4	42	-73		27	-47												2
9/30/2015	151,672	90,431	7,197	775	885	95	312	102	-97	36	34	7											2
10/31/2015		170,096	77,741	8,280	311	2,775	-68	621	152	264	14		180			30							2
11/30/2015			142,759	146,651	3,374	645	127	953		113		1,282	288										2
12/31/2015				146,359	123,386	13,339	1,240	1,000	385	170	-278												2
1/31/2016					106,758	53,806	2,902	1,645	480	119	27		82										1
2/29/2016						135,827	78,559	10,274	1,894	473	237	157		104	12		-93	1					2
3/31/2016						,	116,330	126,363	17,096	1,655	967	254		-155			-	128		10	7		2
4/30/2016							110,550	135,338	91,362	4,195	1,071	533	330			,	432			21			2
5/31/2016								133,336	157,733	63,525	9,222	-1	618				432	179					2
6/30/2016									137,733	168.571							48						
										168,571	297,333	138,391	-6,957						108				6
7/31/2016											241,599	161,417	29,116				325			21			4
8/31/2016												190,378	54,107				523		49				2
9/30/2016													194,460				1,275					96	3
10/31/2016														155,996			1,811						2
11/30/2016															180,598	78,534	49,156	3,212	935	-19	3 128	59	3
12/31/2016																214,900	56,069	3,143	2,908	3 2,46	7 23	183	2
1/31/2017																	162,750						2
2/28/2017																	,,	153,988					2
3/31/2017																		133,300	154,479				2
4/30/2017																			134,473	149,88			2
5/31/2017																				149,00			
6/30/2017																					172,528		2
0/30/2017																						193,842	1
Totals	239,354	267,757	231,126	305,289	235,819	207,444	199,747	278,557	268,593	240,698	550,181	492,419	272,226	253,662	240,215	313,706	272,291	230,093	238,309	245,62	7 279,092	299,600	11,0

#### Wellness Insurance Network

Dental only

| Flat Mornth | 7/31/2013 | 8/31/2013 | 9/30/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1/31/2013 | 1

ı			0/31/2013	3/30/2013		11/30/2013	2/31/2013		2/20/2014	3/32/2014	4/30/2014	3/31/1014	750/2014	751/1014	731/2014	130/1014	0/31/2014 1.	750/1014	., 51/1014	752/2015	120,2023 3	32/2023 -1	30/1013	/31/2013	7,30/2013	31/2013	131/2013
	7/31/2013	8,789	2,871	322	146	240		100																			
	8/31/2013		14,753	4,127		29									288												
	9/30/2013			11,489	3,952						137	361				336											
	10/31/2013				8,908	3,721	1,212	252	288																		
	11/30/2013				0,500	10,434	2,834	232	200				800														
	12/31/2013					10,454		4 700	1,012			400	800						184								
							10,818	4,738	1,012		96	133				100			184								
	1/31/2014							14,535	5,563	188	601	68	196														
	2/28/2014								10,597	3,391	438					196											
	3/31/2014									11,129		994	145	309									98				
	4/30/2014										14,830	3,778		40			72										
	5/31/2014											8,384	4,111	238			104							71			
	6/30/2014												13,508	4,352	734	18									102		
	7/31/2014													11,456	1,951	1,722				156							
	8/31/2014													,	10,476	4,045	216										
	9/30/2014														10,470	9,572	4,803		198	-138		110					
	10/31/2014															3,312	10,540	2.017	210	520		110					
	10/31/2014																10,540	2,917	210	520			4 220		112		
	11/30/2014																	5,813	5,265				1,228		142		
	12/31/2014																		11,622	4,950	1,219				146		
	1/31/2015																			12,854	5,102	266	110				
	2/28/2015																				8,103	4,472		63			
	3/31/2015																					7,353	1,486	63			
	4/30/2015																						8,096	6,098	125		
	5/31/2015																							6,788	4,489	261	63
	6/30/2015																								9,790	3,873	12
	7/31/2015																								-,	12,768	1,949
	8/31/2015																									,	9,577
	9/30/2015																										3,311
	10/31/2015																										
	11/30/2015																										
	12/31/2015																										
	1/31/2016																										
	2/29/2016																										
	3/31/2016																										
	4/30/2016																										
	5/31/2016																										
	6/30/2016																										
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	12/31/2016																										
	1/31/2017																										
	2/28/2017																										
	3/31/2017																										
	4/30/2017																										
	5/31/2017																										
	6/30/2017																										
,	,,,,,																										
	Totals	8,789	17,624	15,937	13,007	14,424	14,864	19,625	17,461	14,707	22,072	13,717	18,760	16,395	13,448	15,989	15,734	8,730	17,479	18,342	14,423	12,202	11,019	13,084	14,794	16,902	11,601
	Totals	8,789	17,624	13,937	15,007	14,424	14,804	19,025	17,461	14,/0/	22,072	15,/1/	10,/60	10,395	15,448	13,989	13,/34	0,/30	17,479	10,342	14,423	12,202	11,019	15,084	14,/94	10,302	11,001

#### Wellness Insurance

Dental only

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	9/30/2015 10	0/31/2015 11	./30/2015 12	2/31/2015 1	/31/2016 2,	/29/2016 3,	/31/2016 4/	/30/2016 5,	/31/2016   6	/30/2016 7	/31/2016 8	3/31/2016 9	/30/2016 1	0/31/2016   1	.1/30/2016 1	2/31/2016	1/31/2017 2	2/28/2017 3	/31/2017 4	1/30/2017	5/31/2017 6,	/30/2017	Total
7/31/2013	•										•	·		•	·	•			•	•	•		12,467
8/31/2013																							19,197
9/30/2013																							16,274
10/31/2013																							14,382
11/30/2013																							14,068
12/31/2013																							17,081
1/31/2014																							21,151
2/28/2014																							14,622
																							18,644
3/31/2014																							
4/30/2014																							18,720
5/31/2014																							12,908
6/30/2014																							18,714
7/31/2014																							15,284
8/31/2014																							14,737
																							14,737
9/30/2014																							14,545
10/31/2014																							14,186
11/30/2014	975																						13,424
12/31/2014	55			175																			18,167
1/31/2015																							18,332
2/28/2015																							12,639
3/31/2015																							8,902
4/30/2015																							14,318
5/31/2015		77																					11,678
6/30/2015																							13,675
7/31/2015																							14,717
8/31/2015	4,629	228																					14,434
	10,788		1 022	-122																			14,235
9/30/2015	10,788	2,547	1,022																				
10/31/2015		10,068	2,695	942		819																	14,524
11/30/2015			7,477	5,859	259				147														13,742
12/31/2015				9,446	8,412	422		184															18,464
1/31/2016					8,568	4,687	2,639	1,469			787												18,149
2/29/2016					-,	6,625	6,860	315		25													13,826
3/31/2016						0,023	9,660	6,165	-151	23	160												15,834
							9,000																
4/30/2016								8,294	8,626		90		404										17,414
5/31/2016									9,295	3,827	90	684	316		1,359								15,571
6/30/2016										13,183	6,939	439				194	-471	84					20,368
7/31/2016											6,932	5,249	125										12,306
8/31/2016												10,863	7,419	98	1,149								19,529
9/30/2016												,	9,372	6,592	1,879						146		17,989
													3,312								140		
10/31/2016														10,437	4,358	-16				139			14,919
11/30/2016															10,320	4,995					172		15,487
12/31/2016																13,697	4,556	428	289	198			19,168
1/31/2017																	15,187	7,639	73		1,500		24,400
2/28/2017																	,101	11,016	8,224	228	1,121	21	20,610
3/31/2017																		11,010	13,142	2,035	327	21	15,504
																			13,142			250	
4/30/2017																				15,495	4,639	750	20,884
5/31/2017																					10,016	3,476	13,492
6/30/2017																						10,670	10,670
Totals	16,447	12,920	11,194	16,300	17,239	12,552	19,159	16,427	17,917	17,035	14,998	17,235	17,636	17,127	19,065	18,870	19,273	19,168	21,728	18,095	17,921	14,917	764,350
Totals	,	,	,	,	,	,	,	,	,	,	,	,	,	,	,	, 5	, 5	,	,	,	,	,	,