I want to welcome everyone to the “MA Health Connector Seal of Approval (SoA) Conference Call”. Thank you for your interest in today’s call.

I’m Debbie Raymond from the Massachusetts Health Care Training Forum Team and I will be facilitating today’s call. Our presenter today is Suzi Jervinis from the MA Health Connector.

We have a very large number of callers on the line and want to hear from as many of you possible during the Q&A session after the presentation. We ask that you please limit questions to one per phone line.

Just some quick housekeeping

1) This session is being recorded.

2) The recording will be posted on the MTF website.

3) Please DO NOT disclose any personal information or protected health information if you participate in the question and answer portion of this call.

4) To optimize your listening experience, “all phone lines have been placed on Mute.” Please do not put your phone on hold at any time during this call. Your hold music will ruin the call for others. When it is time for questions and answers, I will explain how to chime in and get into the queue for questions.

(Speaker: Suzi Jervinis)

Good morning to everybody on the line. I really think this is going to be kind of quick. I don’t want to take up too much of your time, but we know that this was important to bring you this information that we’ve finally finalized with our Seal of Approval. I think back in July we were able to give you some details around our conditional Seal of Approval, but it was only last Thursday when it was brought in front of our Board where it really got finalized. The carriers who will be holding our Connector Care Plans, our Dental Plans and our Qualified Health Plans on our website for October 1 for January 2014 have been finalized. With that said I will move right on.
Slide 2

I’m on Slide 2. We’re really happy to say that what we had started in ’06 with the Commonwealth Program we were able to maintain a lot of the integrity of that program and bringing that forward to our ConnectorCare program starting again in 2014. We have an overall product shelf we’ll go over with a transparent shopping experience and a host of new products including the dental. We will have the highest level of carrier participation ever with ten medical carriers and five dental carriers. This is a big success for us. 2014 market average premium rates, which affect the Health Connector, as well as the broader market, have maintained an extraordinarily low increase of 1.9% -- another big achievement that we’re pretty proud of.

Slide 3

So as you can see we’ve been working on this Seal of Approval about seven months now. Starting back in February so this is a lot of work from a lot of different people. We’re just happy that we’re finally able to finalize and have these carriers awarded Seal of Approval so we are open for enrollment on October 1.

Slide 4

Going into our ConnectorCare Plan, like I said, this really has been designed to replicate the successful Commonwealth Care program, including the benefits, premiums and cost-sharing, as we know it today. I know we’ve talk about the cost-sharing deductions through the ACA, the Federal cost-sharing deductions, which go up to 250% of the Federal Poverty Level (FPL). What Massachusetts has done is really just increase that to 300% of the Federal Poverty Level giving all those folks within the ConnectorCare program the same benefits so they will see the same cost-sharing across the board so there’s no really difference between the 250 and the 300%. After final review the issuers of the ConnectorCare Plan are as follows at the bottom of that page as you’ll see. So we have Boston Medical Center HealthNet Plan, CeltiCare, Fallon Community Health Plan, Health New England, Neighborhood Health Plan, Network Health and Minuteman Health.

Slide 5

And if you flip the page it shows by region, which carriers will be in each. We’re excited to bring more plans to more area codes. Back in Commonwealth Care we had 196 zip codes that would have a choice of five carriers. Today with ConnectorCare it’s extend to 521 zip codes that will have a choice of five different carriers. Again, this is a really big win I think for this population.

Slide 7

Moving on to Slide 7. The chart on the left is what we have today for Commonwealth Care premiums and on the right is what you’ll see for 2014. As we’ve been saying and what got approved is that if an individual chooses the lowest cost plan in their area they will see the same cost-sharing as they do today. So looking across that first row you’ll see that they’re all the same. Again, we’re very happy to bring that to you. As you look down you will see some increases, but you’ll also see some decreases on across the rows.
Slide 8

For overall results because of the competitive selection process for ConnectorCare plans we are able to serve this lower income membership with high quality affordable health plans and our members and going to be able to receive comparable experience with the same robust access to care and there are more plan choices available including all plans currently in Commonwealth Care, MassHealth and the new entrant, which is Minuteman. These premiums, networks and plan choices will be available to a broader population than ever before including individuals served by Commonwealth programs, certain higher education students – again college students will be able to take advantage of this and individuals with access to unaffordable employer-sponsored insurance. The selected Issuers offer competitive rates that will ease the burden on the Commonwealth of maintaining affordable coverage for those currently in Commonwealth Care. We’re happy to bring that to you today.

Slides 10

Moving on we’ll touch on our Qualified Health Plans. This is what we consider our Commonwealth Choice program today. We are on Slide 10. So, I think if you are familiar with what we have on our shelf today it will be of no surprise to you that 75% of our products that will be offered in 2014 will be our standardized plans. The portfolio has been reconfigured to better match what market trends suggest people and small employers actually want to buy. We did a lot of research in trying to find how we could best supplement our offerings and find out what people we really wanting and through some market research we were able to do that and put that into the request and the carriers really came forward with that. We have also retained all of the existing Commonwealth Care and Commonwealth Choice issuers again with that new entrant of Minuteman so they too will be on with our Qualified Health Plans. The division of Insurance has approved Minuteman’s application for licensure and after reviewing its organizational structure, provider contract and network, plan designs and rates, etc. So, they are completely approved by DOI. And the Health Connector also reviewed Minuteman’s first-time proposal against our Seal of Approval requirements as outlined in the 2014 Request for Responses (RFR). We are also offering a number of the new non-standardized plans as I mentioned earlier.

Slide 11

We flip over to Slide 11. This just kind of gives you a high level of what premiums on the Health Connector’s product shelf will look like. Make note these premiums reflect a 40 year old living in Central Massachusetts. There will be differences in Issuer pricing, and that’s attributable to some contract factors, medical management programs, coverage of non-essential health benefits and other services. Now, let’s keep in mind too that some individuals will be receiving premium tax credits, those specifically between 300 and 400% FPL so they will see a decrease in their premium. Some business will get a break on their premiums by shopping through the Health Connector including a 50% Federal Tax Credit and 15% for participating in the Wellness Track (that too would change the premium).

Slide 12-13

So, moving on we’ll touch upon our Qualified Dental Plan. So this really is new territory for the Health Connector and again, it’s an exciting endeavor that we will be offering dental coverage. That we will be
facilitating access to a variety of high-value dental plans through a transparent, apples-to-apples comparison shopping that we've come to love at the Health Connector for individuals and small businesses throughout Massachusetts. Since June, the Division of Insurance and the Health Connector have reviewed these proposals premium rates and underlying rating methodologies and rating factors, based on this review, the Health Connector awarded it Final Seal of Approval to 24 of the 31 Qualified Dental Plans, which received the Conditional Seal of Approval back in July.

**Slide 14**

Slide 14. These are our standardized plans for Qualified Dental Plans. You’ll see that there’s the Pediatric Essential Health Benefit going across you go the highest, lowest and mean – the average premiums for such plans and working down the family high and the family low. That first group is for small businesses, 1 to 50 employees. Down below is the non-group individuals and family premiums. So, non-group premiums for a child under the age of 19, family plan premiums are for a 30 year old individual and a family of two adults and two children all in Boston, that’s what these premiums are based on. And the small group premium are for a small group of 20 with an average with an age of 33, no prior coverage and 75% participation and 50% employer contribution. Just so you get an understanding of how those were based.

**Slide 15**

Moving on to Slide 15. Again, it shows the issuers participating in small group or non-group and small group both, how many standardized and non-standardized plans they will have and as you can see there is a total of 24 and 8 unique plan designs.

**Slides 16-17**

We’re getting towards the end so basically these are the carriers that have been awarded the 2014 shopping experience. Again these will be on our website come October 1st of this year for our open enrollment and these will be eligible for plans starting in January. So here they are all listed out for you and then in the back we have a couple of appendixes.

**Slides 18-19**

On page 18 and 19 this goes through our standardized plan parameters; what needs to be standardized, so the Annual Deductible, Out-of-Pocket, PCP visits and so forth.

*(Speaker: Debbie Raymond)*

I want to thank you for joining us today and thank Suzie for bringing this information to us. Suzie mentioned that we do have a call next Thursday the 26th on employer sponsored insurance so many of you have probably registered for that. Keep watching the MTF website for updates, information, downloads of the presentations that are brought to you so you can keep up to date on the information that’s coming out. Again, thank you all and have great day.