

**New Mexico
Public Schools Insurance Authority**



**Board of Directors Meeting
November 3, 2022**



New Mexico Public Schools Insurance Authority

Board of Directors Meeting

Board of Directors

Al Park, President, Governor Appointee
Chris Parrino, Vice President, NM Association of School Business Officials
Trish Ruiz, Secretary, Educational Entities at Large
Denise Balderas, Governor Appointee
Tim Crone, American Federation of Teachers NM
Travis Dempsey, NM Superintendents Association
Pauline Jaramillo, NM School Boards Association
Bethany Jarrell, National Education Association - New Mexico
K.T. Manis, Public Education Commission
David Martinez, Jr., National Education Association - New Mexico
Sammy J. Quintana, Governor Appointee

In-Person & Virtual

In-Person:

Poms & Associates
201 3rd Street, Suite 1400
Albuquerque, New Mexico 87102

Virtual:

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Thursday, November 03, 2022

9:00 a.m.

Agenda

Draft

- | | |
|---------------------------------------------------------------|-------------|
| 1. Call to Order | A. Park |
| 2. Roll Call | K. Jones |
| 3. Introduction of Guests | P. Sandoval |
| 4. Citizens to Address the Board (Five-Minute Limit) | A. Park |
| 5. Approval of Agenda (Action Item) | A. Park |

- 6. Approval of October 6, 2022 Minutes **(Action Item)** A. Park
- 7. Administrative Matters
 - A. Request to Initiate RFP for General Counsel Services **(Action Item)** P. Sandoval
 - B. Staff Update P. Sandoval
 - C. Legislative Update P. Sandoval
 - D. MAPS Travel Reimbursement Update P. Sandoval
 - E. COVID-19 Update M. Quintana
- 8. Financial Matters
 - A. Financial Reports - July 2022 **(Action Item)** M. Quintana
 - B. Approval of Kubiak Melton & Associates Amendment for Single Audit **(Action Item)** P. Sandoval
 - C. Request to Initiate RFP for Facility Maintenance Services **(Action Item)** P. Sandoval
 - D. Approval of Special Appropriation Requests **(Action Item)** P. Sandoval
- 9. Risk Matters
 - A. Request to Initiate RFP for Capital Asset Valuation Services **(Action Item)** P. Sandoval
 - B. TPA Reports
 - 1. Property & Liability Monthly Claims Report S. Vanetsky
 - 2. Property & Liability Large Losses S. Vanetsky
 - 3. Workers' Compensation Monthly Claims Report J. Mayo
 - 4. Workers' Compensation Large Losses J. Mayo
 - C. Loss Prevention Update L. Vigil
- 10. Benefits Matters
 - A. Blue Cross Blue Shield Annual Report L. Guevara
 - B. Davis Vision Annual Report S. Garcia
 - C. Clinic Feasibility Analysis N. Patani
 - D. Wellness and Well-Being Update C. Archuleta
- 11. General Discussion A. Park
- 12. Next Meeting Date and Location: Thursday, December 8, 2022 **(Action Item)** A. Park
Location: Poms & Associates, 201 3rd Street, Suite 1400 and a virtual option
- 13. Adjournment **(Action Item)** A. Park

NEW MEXICO PUBLIC SCHOOLS INSURANCE AUTHORITY
BOARD OF DIRECTORS MEETING MINUTES

In-Person: Poms & Associates
201 3rd Street, Suite 1400
Albuquerque, NM 87102

Virtual: <https://meet.goto.com/192738677>
Dial in +1 (646) 749-3122
Access Code: 192-738-677

Thursday, October 06, 2022

DRAFT

1. **Call to Order**

Mr. Al Park, NMPSIA Board President, called the NMPSIA Board Meeting to order at 9:00 a.m. on Thursday, October 6, 2022.

2. **Roll Call**

Ms. Kaylei Jones called roll.

Board Members Present:

Al Park, President	In-Person
Trish Ruiz, Secretary	In-Person
Denise Balderas	Virtual
Travis Dempsey	Virtual
Pauline Jaramillo	In-Person
Bethany Jarrell	In-Person
K.T. Manis	In-Person
David Martinez, Jr.	Virtual
Sammy Quintana	In-Person

Board Members Absent:

Tim Crone
Chris Parrino

NMPSIA Staff Members Present:

Patrick Sandoval, Executive Director	In-Person
Martha Quintana, Deputy Director	In-Person
Cyndi Archuleta, Benefits/Wellness Manager	In-Person
Kaylei Jones, Benefits/Wellness Program Coordinator	In-Person
Claudette Roybal, Risk Program Coordinator	Virtual
Dion Romero, Accountant/Auditor	Virtual
Natasha Ortiz, Financial Specialist	Virtual

Audience Present:

Lisa Guevara	BCBSNM	Virtual
Joe Lopez	CBA	In-Person
Steve Vanetsky	CCMSI	Virtual
Jerry Mayo	CCMSI	Virtual
Courtney Barela	CCMSI	Virtual
Louise Carpenter	CCMSI	Virtual
David Chavez	CES	Virtual
Daniel Warner	Cigna	In-Person
Sam Garcia	Davis Vision	In-Person
Rich Bolstad	Delta Dental	Virtual
Kathy Payanes	Erisa Administrative Services	In-Person
Amy Bonal	Erisa Administrative Services	Virtual
CS Hwa	Erisa Administrative Services	Virtual
Mike Barrios	Erisa Administrative Services	Virtual
Martin Esquivel	Esquivel & Howington	In-Person
David Poms	Poms & Associates	In-Person
Rika Martinez	Poms & Associates	Virtual
Grant Banash	Poms & Associates	Virtual
Kevin McDonald	Poms & Associates	In-Person
Tamie Pargas	Poms & Associates	In-Person
Dan Foley	Poms & Associates	In-Person
Larry Vigil	Poms & Associates	In-Person
Susan Garcia	Poms & Associates	In-Person
Steve Valdez	Presbyterian Health Plan	In-Person
Sharon Griffin	Presbyterian Health Plan	Virtual
Melissa Krumholz	Segal	Virtual
Scott McEachern	Segal	Virtual
Amy Merrick	Segal	Virtual
Jennifer Oswald	The Standard	In-Person
Debby Holt	United Concordia	In-Person
Terry Holtz	United Concordia	In-Person
Stephanie Anthony	United Concordia	In-Person
Ryan Schmid	Vera Whole Health	Virtual

3. Introduction of Guests

Mr. Patrick Sandoval, Executive Director NMPSIA, introduced Amy Merrick, Melissa Krumholz, and Scott McEachern with Segal, Daniel Warner with Cigna, Steve Valdez with Presbyterian, Jennifer Oswald with The Standard, Stephanie Anthony with United Concordia Dental, Philip Frederick with Vera Whole Health and David Chavez with CES, Sam Garcia with Davis Vision and Joe Lopez with CBA. Mr. Sandoval also introduced new board member, Mr. Travis Dempsey representing the New Mexico Superintendents Association.

4. **Citizens to Address the Board (Five-Minute Limit)**

There are no citizens to address the Board.

5. **Approval of Agenda (Action Item)**

Mr. Sandoval requested to amend the agenda to remove item 8.A Financial Reports - July 2022, move item 9.B. Employee Benefits Fund Actuarial Analysis June 30, 2022 to item 9.A., and move item 9.C. Cigna Annual Report to 9.B.

A motion was made to approve the agenda as amended.

MOTION: T. Ruiz

SECONDED: B. Jarrell

A roll call vote was taken.

Ms. Kaylei Jones called roll.

Al Park, President	Yes
Chris Parrino, Vice President	Absent
Trish Ruiz, Secretary	Yes
Denise Baldares	Yes
Tim Crone	Absent
Travis Dempsey	Yes
Pauline Jaramillo	Yes
Bethany Jarrell	Yes
K.T. Manis	Yes
David Martinez, Jr.	Yes
Sammy Quintana	Yes

Vote carried unanimously.

6. **Approval of September 8, 2022 Minutes (Action Item)**

A motion was made to approve the September 8, 2022 Minutes as presented.

MOTION: T. Ruiz

SECONDED: B. Jarrell

A roll call vote was taken.

Ms. Kaylei Jones called roll.

Al Park, President	Yes
Chris Parrino, Vice President	Absent
Trish Ruiz, Secretary	Yes
Denise Baldares	Yes

Tim Crone	Absent
Travis Dempsey	Yes
Pauline Jaramillo	Abstained
Bethany Jarrell	Yes
K.T. Manis	Yes
David Martinez, Jr.	Yes
Sammy Quintana	Yes

Vote carried unanimously.

7. Administrative Matters

7. A. Out-of-State Travel Request to Attend 2022 National Comp Conference October 19-21, 2022 – Las Vegas, NV (Action Item)

Mr. Sandoval provided details on the National Comp Conference. Budget allows for three members to attend. The conference will be held in Las Vegas on October 19-21. Registration fees are \$1,600 per person which includes conference sessions network notes and all general sessions. The flights are \$350-\$550. Board members that attended the conference last year attested to the conference being a great opportunity for networking and overall very beneficial.

A motion was made to approve the Out-of-State Travel Request to Attend 2022 National Comp Conference October 19-21,2022 - Las Vegas, NV for three board members to attend the 2022 National Comp Conference.

MOTION: T. Ruiz

SECONDED: S. Quintana

A roll call vote was taken.

Ms. Kaylei Jones called roll.

Al Park, President	Yes
Chris Parrino, Vice President	Absent
Trish Ruiz, Secretary	Yes
Denise Baldares	Yes
Tim Crone	Absent
Travis Dempsey	Yes
Pauline Jaramillo	Yes
Bethany Jarrell	Yes
K.T. Manis	Yes
David Martinez, Jr.	Yes
Sammy Quintana	Yes

Vote carried unanimously.

7. **B. Staff Update**

Mr. Sandoval reported interviews for the Chief Procurement Officer Management Analyst position were held on October 20th and an offer was made and accepted by Mr. Andrew Romero who will begin employment with NMPSIA starting on October 15th. Staff is currently waiting to conduct interviews for the Benefits Analyst position and Financial/HR Manager. Ms. Cyndi Archuleta was hired for the Benefits/Wellness Manager position and started NMPSIA employment on October 1, 2022. Ms. Archuleta was with GSD for 14 years and shared that she has great ideas to take NMPSIA to the next level.

7. **C. Legislative Update**

Mr. Sandoval attended the Legislative Health and Human Services committee meeting on September 6, 2022, with Mr. Neil Keiffer, Retiree Health Care Authority, and Mr. Randall Cherry State of New Mexico. The IBAC was asked to present on how they purchase health care services.

Staff met with Representatives Lara, Sariñana, and Ellison on September 12 to discuss monthly premiums, changing the NMPSIA tier schedules and shifting more of the cost share to the employer than the member, to make premiums more affordable for the employee.

On September 28th staff met with Joseph Simon from the LFC to discuss the NMPSIA tier schedules and possible scenarios requested by Representatives from the September 12th meeting.

Staff also met with Ms. Marianna Padilla from the governor's office and Mr. Gregory Frostad with PED on September 28. These meetings were held to discuss NMPSIA's employee benefit plans, contribution schedules and the possibility of changing the NMPSIA tier schedules. Mr. Sandoval reported there will be a big emphasis on changing the tier schedules this session.

7. **D. RFP Update**

Mr. Sandoval reported on three current RFPs (Bundle Payment Arrangement for Surgical Services due Oct 6, Benefits Consulting and Actuarial Services due October 11, and IBAC Group Basic Life and AD&D, Group Voluntary Life and AD&D, and Group Long Term Disability due November 15). Staff is requesting two members from the board to serve on each committee.

After Board discussion, it was determined that Mr. Mannis and Ms. Jarell will serve on the Benefits Consulting and Actuarial Services RFP, Ms. Jaramillo and Ms. Ruiz will serve on the IBAC Group Basic Life and AD&D, Group Voluntary Life and AD&D, and Group Long Term Disability, and Mr. Martinez Jr. and Ms. Balderas will serve on the Bundle Payment Arrangement for Surgical Services RFP.

7. **E. COVID-19 Update**

Health Order is set to end on January 11, 2023, and the National Health Order is set to end on February 8, 2023. NMPSIA has been advised to start notifying members that accommodations will begin expiring as well as to discuss if NMPSIA should decide to continue covering COVID costs. Staff is seeking guidance from Segal to come to a decision before those accommodations expire.

7. **F. IBAC Update**

Ms. Quintana reported that the IBAC met on September 14th. A presentation was provided by Vida Health that offers prediabetes, stress, and hypertension management via virtual access. Express Scripts presented on how they operate as well as services they offer. The IBAC is currently working on the Life and LTD RFP and discussed contracting a benefits consultant for the Medical, Dental, and Vision RFP to help avoid time delays for these procurements.

8. **Financial Matters**

8. **A. Financial Reports - July 2022 (Action Item)**

This item was removed from the agenda.

8. **B. Budget Adjustment Request - Category Transfer (Action Item)**

Mr. Sandoval presented on the Budget Adjustment Request. Staff is requesting a Category Transfer in the amount of \$8,000 from Personal Services to Contractual Services to cover the cost of a Single Audit. This audit is necessary due to the \$15,000,000 appropriation NMPSIA received from the Legislator via the ARPA funds.

A motion was made to approve the Budget Adjustment Request-Category Transfer.

MOTION: T. Ruiz

SECONDED: P. Jaramillo

A roll call vote was taken.

Ms. Kaylei Jones called roll.

Al Park, President	Yes
Chris Parrino, Vice President	Absent
Trish Ruiz, Secretary	Yes
Denise Baldares	Yes
Tim Crone	Absent
Travis Dempsey	Yes
Pauline Jaramillo	Yes
Bethany Jarrell	Yes
K.T. Manis	Yes
David Martinez, Jr.	Yes

Sammy Quintana Yes

Vote carried unanimously.

8. C. FY2022 Audit Update

Mr. Sandoval informed the committee that an FY 2022 audit entrance conference was held on September 9, 2022. In attendance were representation from Kubiak Melton & Associates and Board President Park, Ms. Quintana, and Mr. Sandoval attended on behalf of NMPSIA.

Mr. Sandoval also explained due to the \$15 million dollar appropriation NMPSIA received from the legislature via the American Rescue Plan Act (ARPA) funds NMPSIA will need a Single Audit. A single audit is required due to receiving ARPA funds that are in excess of \$750,000. The single audit will be reported to the Office of the State Auditor and the Federal Government.

Mr. Sandoval informed the committee that the contract would have to be amended for the additional cost. Prior to amending the contract, a Budget Adjustment Request would be submitted to have sufficient budget.

9. Benefits Matters

9. A. Express Scripts, Inc. Pharmacy Benefits Audit (Action Item)

Ms. Amy Merrick, Segal, reported on the Express Scripts, Inc. Pharmacy Benefits Audit for the period July 1, 2018 through June 30, 2020. Segal found a total of slightly more than \$4.5 million in discrepancies. Ms. Merrick attributed some discrepancies to contract language changes. Segal is recommending that NMPSIA follow up with ESI for reimbursement. Mr. Sandoval included that staff is meeting with ESI and Mr. Esquivel to attempt an internal resolution. Mr. Sandoval noted similar situations have occurred in Risk and with the help of Mr. Esquivel, NMPISA has seen favorable outcomes. Mr. Esquivel commented that he has met with Segal and Mr. Sandoval and wishes to review the email correspondence and contract to attempt to reach an agreement with ESI before pursuing further action.

A motion was made to approve the Express Scripts, Inc. Pharmacy Benefits Audit as presented.

MOTION: T. Ruiz

SECONDED: K.T. Manis

A roll call vote was taken.

Ms. Kaylei Jones called roll.

Al Park, President	Yes
Chris Parrino, Vice President	Absent
Trish Ruiz, Secretary	Yes
Denise Baldares	Yes
Tim Crone	Absent
Travis Dempsey	Yes

Pauline Jaramillo	Yes
Bethany Jarrell	Yes
K.T. Manis	Yes
David Martinez, Jr.	Yes
Sammy Quintana	Yes

Vote carried unanimously.

9. B. Employee Benefits Fund Actuarial Analysis June 30, 2022 (Action Item)

Ms. Melissa Krumholz, Segal, presented the Employee Benefits Fund Actuarial Analysis for June 30, 2022. Segal completed the evaluation of Health Reserves for NMPSIA's self-funded program. Ms. Krumholz provided an explanation of remaining IBNR reserves, total liability and known runout as of June 30, 2022. The IBNR decreased by \$390,648 for a total of \$22,533,576. A follow-up study was performed to determine adequacy of reserve estimates that were attributed to the increase in COVID claims as well as a few large claims pending payout.

A motion was made to approve the Employee Benefits Fund Actuarial Analysis as presented.

MOTION: T. Ruiz

SECONDED: B. Jarrell

A roll call vote was taken.

Ms. Kaylei Jones called roll.

Al Park, President	Yes
Chris Parrino, Vice President	Absent
Trish Ruiz, Secretary	Yes
Denise Baldares	Yes
Tim Crone	Absent
Travis Dempsey	Yes
Pauline Jaramillo	Yes
Bethany Jarrell	Yes
K.T. Manis	Yes
David Martinez, Jr.	Yes
Sammy Quintana	Yes

Vote carried unanimously.

9. C. Cigna Annual Report

Mr. Daniel Warner, Cigna, presented their Annual Report. For the period, 7/1/2021 to 6/30/2022, NMPSIA had an average of 127 employees and 238 members. To date there are 382 members. Mr. Warner detailed plan spend, claim summaries, COVID-19 demographics and spend, and engagement. Mr. Park inquired on the second high cost claimant as being unusually costly. Mr. Warner offered to provide further detail of the claim. Mr. Warner described the correlation between medical and behavioral health and health outcomes. He provided an overview of preventative care initiatives noting annual visits and wellness visits among NMPSIA membership are below the norm. Mr. Warner reported that NMPSIA members utilize the virtual care benefits in note-worthy numbers. Mr. Park asked for details on how Cigna plans to increase membership. Cigna is implementing direct marketing campaigns and public advertising but noted the challenge with people who are comfortable with their current carriers.

9. D. Presbyterian Annual Report

Mr. Steve Valdez, Presbyterian, presented their Annual Report. Presbyterian currently has 20,363 NMPSIA members. Mr. Valdez listed the top five counties for Presbyterian membership: Bernalillo County, Santa Fe County, Sandoval County, San Juan County, and Dona Ana County. He reported a 14.4% increase in claims from FY21 to FY22. Mr. Park asked if this data was a good representation being that the comparison year was in the middle of COVID. Mr. Valdez validated that remark. There were 19,185 claims for \$50,000 and under, 184 claims for \$50,001- \$100,000, 84 claims for \$100,001- \$250,000, 19 claims for \$250,001- \$500,000, and 4 claims over

9. E. Standard Annual Report

Ms. Jennifer Oswald, The Standard, presented the annual report for 7/2021 to 6/2022. For Life coverages, a total premium of \$6,169,000 was collected and incurred \$8,841,371 in claims which brought the incurred loss ratio to 143%. For the period July 2017 to June 2022 the average claim amount was \$44,274 and there were 123 Accelerated Benefit Claims. Ms. Oswald reported the Long-Term Disability (LTD) plan is running more favorably than the Life plan and The Standard does not have any concerns with this program. LTD had a loss ratio of 60%. The Standard has met all performance guarantees for Life and LTD with the exception of Financial Accuracy. The Standard paid the \$5,000 penalty due to NMPSIA.

9. F. United Concordia Dental Annual Report

Ms. Stephanie Anthony, Ms. Debby Holt, and Ms. Terry Holts attended as representatives for United Concordia Dental (UCD). Ms. Holts shared that UCD has made improvements to its member and provider portals, implemented a live chat feature, and simplified the Explanation of Benefits (EOBs). Ms. Holts emphasized the importance of providing a holistic approach to member health. UCD currently has over 3,000 providers in the state and recruited 48 new providers. Ms. Anthony reported a 13.2% decrease in membership in the last year.

Overall customer satisfaction scored 93%. UCD met and exceeded all Performance Guarantees. Ms. Ruiz requested that an in-network provider be recruited to the Hobbs area. Ms. Anthony clarified that the chart shown is specific to the newly added providers and that there are several providers in Hobbs, NM. Likewise, Mr. Quintana asked about how UCD assists the Spanish-speaking population. Ms. Anthony acknowledged UCD offers all pamphlets and flyers in Spanish as well as Spanish-speaking customer service representatives.

9. **G. Vera Whole Health Presentation**

Mr. David Chavez, CES, began the presentation with information on the utilization of Vera Whole Health by CES. Mr. Ryan Schmid, founder of Vera Whole Health, spoke on the Primary Care Models as well as their Care Delivery and Health Navigation Models. Vera provides virtual and in-person primary care, health coaches, care management, diabetes education and pharmacists. Mr. Schmid admits the member participation drives the success of the model however they have historically seen 90% provider engagement and 60% overall engagement. Mr. Quintana asked what experience Vera has with working with educational entities and their experience with a state as large as New Mexico considering its small population. Mr. Schmid attested to partnering with a number of educational entities and trusts such as Anchorage School District and the Unified Flagstaff School District with great success. He reiterated that Vera Whole Health would work with NMPSIA to strategically place care centers throughout the state.

10. **Risk Matters**

10. **A. TPA Reports**

1. Property & Liability Monthly Claims Report

Mr. Steve Vanetsky, CCMSI, reported on the Property & Liability Monthly Claims Report for the month of July 2022. There were 402 open claims, 18 new claims, and 29 claims were closed. Reserves were at \$57,758,624.59 and payments were \$37,264,769.72 for a total of \$95,023,394.31. The increase in reserves was due to the Lovington hail loss claim.

2. Property & Liability Large Losses

Mr. Vanetsky reported large losses for July. Las Cruces Public Schools - a football player lost his life. Central Consolidated Schools, two impaired students were assaulted by an instructor. Taos Municipal Schools - a cross-country student was attacked by an assailant. Roswell Independent Schools - a bus rolled over with student injuries. CCMSI has reported to excess carriers.

3. Workers' Compensation Monthly Claims Report

Mr. Jerry Mayo, CCMSI, provided the Workers' Compensation Monthly Claims Report for Districts as of July 31, 2022. During the month of July, there were 884 open claims, 58 new claims, 14 claims were reopened, and 133 claims were closed. Reserves were at \$13,413,439.70 and payments were \$47,258,537.68 for a total of \$60,671,977.38.

Mr. Mayo reported on the Workers' Compensation Monthly Claims Report for Charter Schools as of July 31, 2022. During the month of July, there were 44 open claims, 6 new claims, 1 re-opened claim, and 10 claims were closed. Reserves were at \$795,741.44 and payments were \$1,966,276.84 for a total of \$2,762,018.28.

4. Workers' Compensation Large Losses

Mr. Mayo reported there were no losses that met or exceeded \$50,000 for July.

10. B. Loss Prevention Update

Mr. Larry Vigil, Poms & Associates, reported on the activities conducted in the last month. CES regional meetings discussing the loss prevention program, New Mexico School Board Association Regional Meetings, and the NMASBO Fall Conference. Upcoming events include NMASBO Boot Camp, CES Facility Manager's Workshop, and the New Mexico School Board Association Annual Convention.

For the August Abatement report, there were 361 total recommendations and 327 were corrected resulting in a 93.7% abatement for non-capital recommendations. Inspectors identified five playgrounds at Las Cruces Public Schools that were elevated to the critical hazard level due to the equipment being too high for the surface level material. Arrangements have been made to remove the specified equipment.

11. General Discussion

Mr. Park noted his appreciation seeing more people in person attending the monthly meetings and felt the hybrid option will continue to be available for those who may still have concerns.

12. Next Meeting Date and Location: Thursday, November 3, 2022 (Action Item) Location: Poms & Associates, 201 3rd Street, Suite 1400 and a virtual option

The next meeting date will be on Thursday, November 3, 2022 at 9:00 a.m. located at Poms & Associates to be offered in-person and virtually.

A motion was made to approve the next meeting date and location as presented.

MOTION: P. Jaramillo

SECONDED: T. Ruiz

A roll call vote was taken.

Ms. Kaylei Jones called roll.

Al Park, President	Yes
Chris Parrino, Vice President	Absent
Trish Ruiz, Secretary	Yes
Denise Baldares	Yes

Tim Crone	Absent
Travis Dempsey	Yes
Pauline Jaramillo	Yes
Bethany Jarrell	Yes
K.T. Manis	Yes
David Martinez, Jr.	Yes
Sammy Quintana	Yes

Vote carried unanimously.

13. Adjournment (Action Item)

A motion was made to Adjourn the meeting at 11:15 a.m.

MOTION: T. Ruiz

SECONDED: S. Quintana

A roll call vote was taken.

Ms. Kaylei Jones called roll.

Al Park, President	Yes
Chris Parrino, Vice President	Absent
Trish Ruiz, Secretary	Yes
Denise Baldares	Yes
Tim Crone	Absent
Travis Dempsey	Yes
Pauline Jaramillo	Yes
Bethany Jarrell	Yes
K.T. Manis	Yes
David Martinez, Jr.	Yes
Sammy Quintana	Yes

Vote carried unanimously.

APPROVED:

Mr. Alfred Park, President

Date

Public Schools Insurance Authority



Board Meeting

Fiscal Year 2023

July 2023 Financial Reports

November 3, 2022

NM Public Schools Insurance Authority
Statement of Revenues and Expenditures - Employee Benefits Fund
From 7/1/2022 Through 7/31/2022

	Prior Year Current Period Actual	Current Period Actual	Current Period % Change	Prior Year Actual	Current Year Actual	Current Year % Change
Revenue						
Premiums (Health Insurance Assessments)	26,690,974.99	27,155,927.43	1.74	26,690,974.99	27,155,927.43	1.74
Interest Income (Wells Fargo, LGIP)	4,184.63	43,216.38	932.74	4,184.63	43,216.38	932.74
Investment Income (SIC)	169,167.54	1,376,020.73	713.41	169,167.54	1,376,020.73	713.41
Total Revenue	26,864,327.16	28,575,164.54	6.37	26,864,327.16	28,575,164.54	6.37
Expenditures						
Medical Claims Expense	22,130,312.43	17,627,460.49	(20.35)	22,130,312.43	17,627,460.49	(20.35)
Prescription Claims Expense	6,173,777.13	5,523,565.39	(10.53)	6,173,777.13	5,523,565.39	(10.53)
Dental Claims Expense	1,257,482.88	1,332,983.25	6.00	1,257,482.88	1,332,983.25	6.00
Premiums (Life, Vision)	1,050,442.62	1,110,585.62	5.73	1,050,442.62	1,110,585.62	5.73
Claims Administration Fees (Medical, Dental, Rx)	1,570,999.37	1,095,238.72	(30.28)	1,570,999.37	1,095,238.72	(30.28)
Contractual Services (Erisa, Segal, Legal, Etc)	304,009.20	303,072.26	(0.31)	304,009.20	303,072.26	(0.31)
Transfer to Program Support	59,174.00	63,337.00	7.04	59,174.00	63,337.00	7.04
Total Expenditures	32,546,197.63	27,056,242.73	(16.87)	32,546,197.63	27,056,242.73	(16.87)
Net Revenue & Expenditures	(5,681,870.47)	1,518,921.81	(126.73)	(5,681,870.47)	1,518,921.81	(126.73)

NM Public Schools Insurance Authority
Statement of Revenues and Expenditures - Risk Fund
From 7/1/2022 Through 7/31/2022

	Prior Year Current Period Actual	Current Period Actual	Current Period % Change	Prior Year Actual	Current Year Actual	Current Year % Change
Revenue						
Premiums (Risk Insurance Assessments)	7,246,955.00	7,737,314.00	6.77	7,246,955.00	7,737,314.00	6.77
Interest Income (Wells Fargo, LGIP)	5,618.19	24,014.22	327.44	5,618.19	24,014.22	327.44
Investment Income (SIC)	72,423.49	1,071,890.73	1,380.03	72,423.49	1,071,890.73	1,380.03
Total Revenue	7,324,996.68	8,833,218.95	20.59	7,324,996.68	8,833,218.95	20.59
Expenditures						
Property - Liability Claims Expense						
Property Claims	189,632.61	99,631.94	(47.46)	189,632.61	99,631.94	(47.46)
Liability Claims	8,855,276.17	4,645,700.97	(47.54)	8,855,276.17	4,645,700.97	(47.54)
P-L Provisions for Losses	(5,865,830.62)	1,951,708.36	(133.27)	(5,865,830.62)	1,951,708.36	(133.27)
P-L Excess Recoveries	(177,688.44)	(7,346,788.27)	4,034.65	(177,688.44)	(7,346,788.27)	4,034.65
Total Property - Liability Claims Expense	3,001,389.72	(649,747.00)	(121.65)	3,001,389.72	(649,747.00)	(121.65)
Workers' Compensation Claims Expense	474,642.53	359,319.13	(24.30)	474,642.53	359,319.13	(24.30)
Property Excess Coverage Premium	2,374,968.00	2,586,548.00	8.91	2,374,968.00	2,586,548.00	8.91
Liability Excess Coverage Premium	1,622,913.00	1,771,250.00	9.14	1,622,913.00	1,771,250.00	9.14
Workers' Compensation Excess Coverage Premium	38,890.00	39,909.00	2.62	38,890.00	39,909.00	2.62
Student Catastrophic Insurance Premium	18,097.47	18,248.62	0.84	18,097.47	18,248.62	0.84
Equipment Breakdown Insurance Premium	31,292.60	34,200.62	9.29	31,292.60	34,200.62	9.29
Property - Liability Claims Administration Fees	91,147.15	94,305.37	3.46	91,147.15	94,305.37	3.46
Workers' Compensation Claims Administration Fees	100,680.78	104,172.69	3.47	100,680.78	104,172.69	3.47
Contractual Services (Erisa, Poms, CCMSI, Legal, Etc)	1,241,591.79	1,253,919.41	0.99	1,241,591.79	1,253,919.41	0.99
Transfer to Program Support	59,162.00	63,360.00	7.10	59,162.00	63,360.00	7.10
Total Expenditures	9,054,775.04	5,675,485.84	(37.32)	9,054,775.04	5,675,485.84	(37.32)
Net Revenue & Expenditures	(1,729,778.36)	3,157,733.11	(282.55)	(1,729,778.36)	3,157,733.11	(282.55)

NM Public Schools Insurance Authority
Statement of Revenues and Expenditures - Program Support Fund
From 7/1/2022 Through 7/31/2022

	Prior Year Current Period Actual	Current Period Actual	Current Period % Change	Prior Year Actual	Current Year Actual	Current Year % Change
Revenue						
Transfers from Other Funds (Benefits, Risk)	118,336.00	126,697.00	7.07	118,336.00	126,697.00	7.07
Miscellaneous Income	0.00	26.50	100.00	0.00	26.50	100.00
Total Revenue	118,336.00	126,723.50	7.09	118,336.00	126,723.50	7.09
Expenditures						
Contractual Services (Professional, Audit, Legal, Etc)	63.50	63.50	0.00	63.50	63.50	0.00
Other Expenses (Travel, Maint., Supplies, Utilities, Etc.)	420.29	1,750.35	316.46	420.29	1,750.35	316.46
Per Svc/Ben (Salaries, Fringe Benefits)	92,008.10	68,031.71	(26.06)	92,008.10	68,031.71	(26.06)
Total Expenditures	92,491.89	69,845.56	(24.48)	92,491.89	69,845.56	(24.48)
Net Revenue & Expenditures	25,844.11	56,877.94	120.08	25,844.11	56,877.94	120.08

NM Public Schools Insurance Authority

Balance Sheet

As of 7/31/2022

	<u>Program Support</u>	<u>Employee Benefits</u>	<u>Risk</u>	<u>Total</u>
ASSETS				
Cash (Wells Fargo/State Treasurer)	712,952.85	1,010,923.24	14,307,549.71	16,031,425.80
Short-term Investments (LGIP)	0.00	58,606,133.42	37,041,677.55	95,647,810.97
Long-term Investments (SIC)	0.00	23,882,024.72	18,527,849.18	42,409,873.90
Receivables (LGIP Int., W/C Excess Carrier)	0.00	104,242.80	29,363,053.13	29,467,295.93
Prepaid Premiums (Risk Excess Coverage)	0.00	0.00	48,951,386.00	48,951,386.00
Other Assets (Deposits, Furniture, Fxtures, Equip., Etc)	249,846.47	3,667,123.44	39,256,000.00	43,172,969.91
Total ASSETS	962,799.32	87,270,447.62	187,447,515.57	275,680,762.51
LIABILITIES				
Accounts Payable (Admin Fees)	676.31	1,969,424.24	827,557.50	2,797,658.05
Case Reserves (P/L, W/C)	0.00	0.00	36,093,650.38	36,093,650.38
IBNR (Incurred But Not Reported)	0.00	22,924,224.00	49,181,129.00	72,105,353.00
Claims Payable (Medical, Dental, P/L, W/C)	0.00	8,662,861.21	657,314.53	9,320,175.74
Deferred Revenue (Self-Pays, P/L, W/C Premiums)	0.00	117,070.89	85,109,970.00	85,227,040.89
Other (Payroll Taxes, Benefits, Compensated Absences Payable)	74,975.09	39,025,110.86	0.00	39,100,085.95
Total LIABILITIES	75,651.40	72,698,691.20	171,869,621.41	244,643,964.01
FUND EQUITY				
Beginning Fund Equity	830,269.98	13,052,834.61	12,420,161.05	26,303,265.64
Net Revenue & Expenditures (Year-to-Date)	56,877.94	1,518,921.81	3,157,733.11	4,733,532.86
Total FUND EQUITY	887,147.92	14,571,756.42	15,577,894.16	31,036,798.50

STATE OF NEW MEXICO
NM Public School Insurance Authority
AUDIT CONTRACT AMENDMENT

NM Public School Insurance Authority, hereinafter referred to as the "Agency," and

Kubiak, Melton & Associates, LLC, hereinafter referred to as the "Contractor," agree:

1. RECITALS.

Agency and Contractor are parties to that certain Audit Contract dated **05/10/2022** (the "Contract"), which they wish to amend pursuant to this Audit Contract Amendment (the "Amendment")

2. AMENDMENTS.

The parties wish to amend the Contract, as follows:

- A. Section **Section 1 was amended to add** is deleted in its entirety and the following is substituted in its place:

Single Audit added

- B. Sections 3A and 3C are deleted in their entirety and the following is substituted in their place:

- A. The total amount payable by the Agency to the Contractor under this Contract shall not exceed **\$52,043.00**, including applicable gross receipts tax.

- C. Total Compensation will consist of the following:

SERVICES	AMOUNTS
(1) Financial statement audit	<u>\$35,650.00</u>
(2) Federal single audit	<u>\$9,890.00</u>
(3) Financial statement preparation	<u>\$2,760.00</u>
(4) Other nonaudit services, such as depreciation schedule updates	<u>\$0.00</u>
(5) Other (i.e., foundations or other component units, specifically identified) 2 Component Units	<u>\$0.00</u>

Gross Receipts Tax = \$3,743.00

Total Compensation = \$52,043.00 including applicable gross receipts tax

3. MISCELLANEOUS.

All provisions of the Contract not expressly amended in this Amendment remain unchanged.

SIGNATURE PAGE

This Amendment is effective as of the date of the signature of the Office of the State Auditor.

AGENCY

CONTRACTOR

NM Public School Insurance Authority.

Kubiak, Melton & Associates, LLC

DocuSigned by:

Alfred A. Park, NMPSIA Board President

DocuSigned by:

Daniel O. Trujillo

7A3C4B245D134497
SIGNATURE:

FA84C08B724C5E
SIGNATURE:

PRINTED NAME: Alfred A. Park, NMPSIA Board President Daniel O. Trujillo

TITLE: Board President Member - Director of Audit

DATE: 10/31/2022 10/31/2022



NMPSIA BOARD REPORT SUMMARY - LIABILITY AND PROPERTY
08-31-2022

ALL YEARS TOTAL OPEN CLAIMS FOR LIABILITY AS OF AUGUST 31, 2022							ALL YEARS TOTAL OPEN CLAIMS FOR PROPERTY AS OF AUGUST 31, 2022						GRAND TOTALS	
SCHOOL DISTRICT	NUMBER OF OPEN CLAIMS	NUMBER OF NEW CLAIMS	NUMBER OF CLOSED CLAIMS	RESERVE	PAYMENT	TOTAL	NUMBER OF OPEN CLAIMS	NUMBER OF NEW CLAIMS	NUMBER OF CLOSED CLAIMS	RESERVE	PAYMENT	TOTAL	TOTAL OPEN CLAIMS	GRAND TOTAL
SUBTOTAL - DISTRICTS	316	47	37	\$21,001,784.50	\$11,940,349.12	\$32,942,133.62	70	17	19	\$37,686,449.05	\$18,337,846.17	\$56,024,295.22	386	\$88,966,428.84
SUBTOTAL - CHARTER SCHOOLS	26	4	4	\$33,732.90	\$9,325,965.26	\$9,359,698.16	5	4	0	\$7,294.06	\$12,733.88	\$20,027.94	31	\$9,379,726.10
GRAND TOTAL	342	51	41	\$21,035,517.40	\$21,266,314.38	\$42,301,831.78	75	21	19	\$37,693,743.11	\$18,350,580.05	\$56,044,323.16	417	\$98,346,154.94

CHANGE FROM PRIOR MONTH SCHOOL DISTRICT	CURRENT CHANGES LIABILITY CLAIMS FROM PRIOR MONTH						CURRENT CHANGES PROPERTY CLAIMS FROM PRIOR MONTH						CURRENT CHANGES	
	OPEN CLAIMS	NEW CLAIMS	CLOSED CLAIMS	RESERVE	PAYMENT	TOTAL	OPEN CLAIMS	NEW CLAIMS	CLOSED CLAIMS	RESERVE	PAYMENT	TOTAL	OPEN CLAIMS	GRAND TOTAL
SUBTOTAL - DISTRICTS	13	33	17	(\$1,642,661.07)	(\$486,263.21)	(\$2,128,924.28)	(2)	15	16	\$2,952,651.41	\$519,502.15	\$3,472,153.56	11	\$1,343,229.28
SUBTOTAL - CHARTER SCHOOLS	0	2	(2)	(\$344,648.48)	\$2,306,151.89	\$1,961,503.41	4	4	0	\$5,294.06	\$12,733.88	\$18,027.94	4	\$1,979,531.35
GRAND TOTAL	13	35	15	(\$1,987,309.55)	\$1,819,888.68	(\$167,420.87)	2	19	16	\$2,957,945.47	\$532,236.03	\$3,490,181.50	15	\$3,322,760.63

HISTORY Monthly Totals	MONTH TOTAL						MONTH TOTAL CHANGES FROM PRIOR MONTH TOTAL							
	Open Claims	New Claims	Closed Claims	RESERVE	PAYMENTS	TOTAL	Open Claims	New Claims	Closed Claims	RESERVE	PAYMENTS	TOTAL		
August - 2022	417	72	60	\$58,729,260.51	\$39,616,894.43	\$98,346,154.94	15	54	31	\$970,635.92	\$2,352,124.71	\$3,322,760.63		
July - 2022	402	18	29	\$57,758,624.59	\$37,264,769.72	\$95,023,394.31	(6)	(39)	(11)	\$20,243,939.17	\$4,938,782.62	\$25,182,721.79		
June - 2022	408	57	40	\$37,514,685.42	\$32,325,987.10	\$69,840,672.52	27	2	(33)	(\$813,665.77)	\$1,639,986.34	\$826,320.57		
May - 2022	381	55	73	\$38,328,351.19	\$30,686,000.76	\$69,014,351.95	(16)	11	40	(\$5,203,062.14)	\$3,030,181.71	(\$2,172,880.43)		
April - 2022	397	44	33	\$43,531,413.33	\$27,655,819.05	\$71,187,232.38	21	(25)	(7)	\$342,327.71	\$1,366,532.28	\$1,708,859.99		
March - 2022	376	69	40	\$43,189,085.62	\$26,289,286.77	\$69,478,372.39	34	22	6	\$1,481,802.34	\$1,290,433.83	\$2,772,236.17		
February - 2022	342	47	34	\$41,707,283.28	\$24,998,852.94	\$66,706,136.22	15	8	0	\$2,051,510.59	(\$272,536.59)	\$1,778,974.00		
January - 2022	327	39	34	\$39,655,772.69	\$25,271,389.53	\$64,927,162.22	7	4	(17)	(\$2,780,159.39)	(\$279,539.15)	(\$3,059,698.54)		
December - 2021	320	35	51	\$42,435,932.08	\$25,550,928.68	\$67,986,860.76	(14)	(12)	13	\$733,971.22	(\$846,129.80)	(\$112,158.58)		
November - 2021	334	47	38	\$41,701,960.86	\$26,397,058.48	\$68,099,019.34	16	13	(12)	\$428,298.90	(\$140,259.94)	\$288,038.96		
October - 2021	318	34	50	\$41,273,661.96	\$26,537,318.42	\$67,810,980.38	(11)	(17)	(1)	\$387,615.58	\$1,047,331.60	\$1,434,947.18		
September - 2021	329	51	51	\$40,886,046.38	\$25,489,986.82	\$66,376,033.20	1	(2)	7	(\$1,015,326.68)	(\$14,926,877.83)	(\$15,942,204.51)		
August - 2021	328	53	44	\$41,901,373.06	\$40,416,864.65	\$82,318,237.71	13	26	23	(\$6,602,301.51)	\$8,714,729.10	\$2,112,427.59		
July - 2021	315	27	21	\$48,503,674.57	\$31,702,135.55	\$80,205,810.12	10	(6)	(14)	(\$9,463,560.36)	\$917,883.95	(\$8,545,676.41)		
June - 2021	305	33	35	\$57,967,234.93	\$30,784,251.60	\$88,751,486.53	(1)	6	3	(\$7,958,945.25)	\$7,182,105.43	(\$776,839.82)		
May - 2021	306	27	32	\$65,926,180.18	\$23,602,146.17	\$89,528,326.35	(1)	(17)	(12)	(\$3,911,820.87)	\$2,197,081.64	(\$1,714,739.23)		
April - 2021	307	44	44	\$69,838,001.05	\$21,405,064.53	\$91,243,065.58	(4)	(11)	(20)	\$664,221.97	\$850,627.02	\$1,514,848.99		
March - 2021	311	55	64	\$69,173,779.08	\$20,554,437.51	\$89,728,216.59	5	23	29	\$1,736,847.96	(\$1,879,101.28)	(\$142,253.32)		
February - 2021	306	32	35	\$67,436,931.12	\$22,433,538.79	\$89,870,469.91	0	6	5	\$1,663,112.17	\$860,697.63	\$2,523,809.80		
January - 2021	306	26	30	\$65,773,818.95	\$21,572,841.16	\$87,346,660.11	3	3	(7)	\$3,370,469.11	\$580,052.17	\$3,950,521.28		
December - 2020	303	23	37	\$62,403,349.84	\$20,992,788.99	\$83,396,138.83	(10)	(8)	(6)	(\$581,271.80)	\$177,982.64	(\$403,289.16)		
November - 2020	313	31	43	\$62,984,621.64	\$20,814,806.35	\$83,799,427.99	(11)	(1)	(2)	(\$367,874.33)	(\$1,858,671.89)	(\$2,226,546.22)		
October - 2020	324	32	45	\$63,352,495.97	\$22,673,478.24	\$86,025,974.21	(8)	(11)	1	(\$1,061,841.28)	\$338,457.26	(\$723,384.02)		
September - 2020	332	43	44	\$64,414,337.25	\$22,335,020.98	\$86,749,358.23	5	(3)	(6)	\$4,366,893.14	(\$3,456,682.77)	\$910,210.37		
August - 2020	327	46	50	\$60,047,444.11	\$25,791,703.75	\$85,839,147.86	(2)	12	(13)	\$2,049,364.59	\$207,038.63	\$2,256,403.22		
July - 2020	329	34	63	\$57,998,079.52	\$25,584,665.12	\$83,582,744.64	(13)	6	10	\$623,995.55	(\$503,018.35)	\$120,977.20		



NMPSIA BOARD REPORT

ALL YEARS TOTAL														
OPEN CLAIMS FOR WORKERS' COMPENSATION AS OF AUGUST 31, 2022														
SCHOOL DISTRICT	OPEN		RE-OPENED		NEW		CLOSED		RESERVE		PAYMENT		TOTAL	
	Chg	Ct	Chg	Ct	Chg	Ct	Chg	Ct	Change	Current	Change	Current	Change	Current
HISTORY	+14	898	+7	21	+191	249	+123	256	+\$245,756	\$13,659,195.34	(\$176,954)	\$47,081,584.06	+\$68,802	\$ 60,740,779.40
AUGUST-2022	+14	898	+7	21	+191	249	+123	256	+\$245,756	\$13,659,195.34	(\$176,954)	\$47,081,584.06	+\$68,802	\$ 60,740,779.40
JULY-2022	(61)	884	(18)	14	(35)	58	(7)	133	(\$548,564)	\$13,413,439.70	(\$1,038,108)	\$47,258,537.68	(\$1,586,672)	\$ 60,671,977.38
SCHOOL DISTRICT	OPEN		RE-OPENED		NEW		CLOSED		RESERVE		PAYMENT		TOTAL	
	Chg	Ct	Chg	Ct	Chg	Ct	Chg	Ct	Change	Current	Change	Current	Change	Current
HISTORY	+14	898	+7	21	+191	249	+123	256	+\$245,756	\$13,659,195.34	(\$176,954)	\$47,081,584.06	+\$68,802	\$ 60,740,779.40
AUGUST-2022	+14	898	+7	21	+191	249	+123	256	+\$245,756	\$13,659,195.34	(\$176,954)	\$47,081,584.06	+\$68,802	\$ 60,740,779.40
JULY-2022	(61)	884	(18)	14	(35)	58	(7)	133	(\$548,564)	\$13,413,439.70	(\$1,038,108)	\$47,258,537.68	(\$1,586,672)	\$ 60,671,977.38
JUNE-2022	(15)	945	+10	32	(114)	93	(59)	140	(\$344,886)	\$13,962,003.26	+\$54,290	\$48,296,645.97	(\$290,596)	\$ 62,258,649.23
MAY-2022	+30	960	(1)	22	+29	207	+18	199	(\$24,133)	\$14,306,889.60	+\$353,763	\$48,242,355.49	+\$329,630	\$ 62,549,245.09
APRIL-2022	+20	930	+1	23	(47)	178	(24)	181	(\$354,710)	\$14,331,022.70	+\$398,883	\$47,888,592.21	+\$44,173	\$ 62,219,614.91
MARCH-2022	+42	910	+7	22	+59	225	+26	205	+\$27,833	\$14,685,732.34	(\$404,683)	\$47,489,709.58	(\$376,850)	\$ 62,175,441.92
FEBRUARY-2022	+1	868	+2	15	+65	166	+9	179	+\$168,625	\$14,657,898.88	(\$178,556)	\$47,894,392.95	(\$9,932)	\$ 62,552,291.83
JANUARY-2022	+0	867	+0	13	+0	101	+0	170	+\$204,865	\$14,489,274.20	(\$236,518)	\$48,072,949.17	(\$31,653)	\$ 62,562,223.37
DECEMBER-2021	(56)	867	(9)	13	(67)	101	(54)	170	(\$73,386)	\$14,284,409.04	(\$316,376)	\$48,309,467.44	(\$389,761)	\$ 62,593,876.48
NOVEMBER-2021	(34)	923	(17)	22	(34)	168	+35	224	(\$299,608)	\$14,357,794.86	(\$450,346)	\$48,625,842.94	(\$749,954)	\$ 62,983,637.80
OCTOBER-2021	+52	957	+23	39	(40)	202	(12)	189	+\$756,885	\$14,657,403.06	(\$111,683)	\$49,076,188.93	+\$645,202	\$ 63,733,591.99
SEPTEMBER-2021	+57	905	+2	16	+27	242	+10	201	+\$71,559	\$13,900,518.15	(\$403,273)	\$49,187,872.17	(\$331,714)	\$ 63,088,390.32
AUGUST-2021	+38	848	+1	14	+154	215	+91	191	(\$27,930)	\$13,828,959.45	(\$136,432)	\$49,591,145.27	(\$164,361)	\$ 63,420,104.72
JULY-2021	(26)	810	(5)	13	(20)	61	(10)	100	(\$179,232)	\$13,856,889.02	+\$301,019	\$49,727,577.14	+\$121,788	\$ 63,584,466.16
JUNE-2021	(11)	836	(3)	18	(67)	81	(26)	110	(\$8,065)	\$14,036,120.59	(\$289,351)	\$49,426,557.96	(\$297,416)	\$ 63,462,678.55
MAY-2021	+33	847	+13	21	(40)	148	(1)	136	(\$372,986)	\$14,044,185.65	(\$262,097)	\$49,715,908.54	(\$635,083)	\$ 63,760,094.19
APRIL-2021	+59	814	(4)	8	+63	188	+38	137	(\$26,222)	\$14,417,171.69	+\$34,571	\$49,978,005.34	+\$8,349	\$ 64,395,177.03
MARCH-2021	+38	755	+6	12	+29	125	(5)	99	+\$322,358	\$14,443,393.30	+\$53,478	\$49,943,434.55	+\$375,835	\$ 64,386,827.85
FEBRUARY-2021	(2)	717	(8)	6	+39	96	+19	104	(\$347,549)	\$14,121,035.63	(\$98,645)	\$49,889,956.94	(\$446,193)	\$ 64,010,992.57
JANUARY-2021	(14)	719	+5	14	+8	57	(28)	85	(\$21,541)	\$14,468,584.16	+\$284,394	\$49,988,601.75	+\$262,853	\$ 64,457,185.91
DECEMBER-2020	(55)	733	(2)	9	(19)	49	(5)	113	(\$140,827)	\$14,490,125.38	(\$815,625)	\$49,704,207.32	(\$956,451)	\$ 64,194,332.70
NOVEMBER-2020	(39)	788	(1)	11	(34)	68	+10	118	+\$256,577	\$14,630,952.20	(\$497,463)	\$50,519,831.99	(\$240,886)	\$ 65,150,784.19
OCTOBER-2020	+6	827	+4	12	(7)	102	+12	108	(\$179,532)	\$14,374,375.16	+\$29,412	\$51,017,294.97	(\$150,120)	\$ 65,391,670.13
SEPTEMBER-2020	+21	821	+2	8	+33	109	+6	96	(\$223,317)	\$14,553,906.93	+\$19,544	\$50,987,883.44	(\$203,773)	\$ 65,541,790.37
AUGUST-2020	(8)	800	(3)	6	+45	76	+20	90	+\$6,035	\$14,777,223.97	(\$203,860)	\$50,968,339.27	(\$197,825)	\$ 65,745,563.24
JULY-2020	(28)	808	+0	9	(9)	31	(31)	70	(\$192,135)	\$14,771,188.76	+\$115,265	\$51,172,199.03	(\$76,870)	\$ 65,943,387.79
JUNE-2020	(52)	836	(2)	9	(3)	40	+0	101	(\$65,519)	\$14,963,323.51	+\$171,712	\$51,056,933.96	+\$106,193	\$ 66,020,257.47
MAY-2020	(47)	888	(3)	11	+5	43	(48)	101	+\$80,413	\$15,028,842.93	(\$685,831)	\$50,885,221.68	(\$605,418)	\$ 65,914,064.61
APRIL-2020	(97)	935	(10)	14	(88)	38	(84)	149	(\$387,956)	\$14,948,429.98	(\$707,090)	\$51,571,052.40	(\$1,095,046)	\$ 66,519,482.38
MARCH-2020	(83)	1,032	(5)	24	(132)	126	+23	233	(\$465,833)	\$15,336,386.15	(\$111,414)	\$52,278,142.52	(\$577,247)	\$ 67,614,528.67
FEBRUARY-2020	+77	1,115	(7)	29	+27	258	(49)	210	+\$374,372	\$15,802,218.71	+\$274,161	\$52,389,556.80	+\$648,533	\$ 68,191,775.51
JANUARY-2020	+8	1,038	+14	36	+31	231	+7	259	+\$313,853	\$15,427,846.88	(\$838,082)	\$52,115,395.98	(\$524,229)	\$ 67,543,242.86



NMPSIA BOARD REPORT

ALL YEARS TOTAL														
OPEN CLAIMS FOR WORKERS' COMPENSATION AS OF August 31, 2022														
CHARTER SCHOOL HISTORY	OPEN		RE-OPENED		NEW		CLOSED		RESERVE		PAYMENT		TOTAL	
	Chg	Ct	Chg	Ct	Chg	Ct	Chg	Ct	Change	Current	Change	Current	Change	Current
AUGUST-2022	+1	45	(1)	0	+3	9	(2)	8	+\$13,656	\$ 809,397.01	(\$105,737)	\$ 1,860,539.91	(\$92,081)	\$2,669,936.92
JULY-2022	(3)	44	+0	1	+4	6	+3	10	+\$6,248	\$ 795,741.44	+\$9,746	\$ 1,966,276.84	+\$15,995	\$2,762,018.28
CHARTER SCHOOL HISTORY	OPEN		RE-OPENED		NEW		CLOSED		RESERVE		PAYMENT		TOTAL	
	Chg	Ct	Chg	Ct	Chg	Ct	Chg	Ct	Change	Current	Change	Current	Change	Current
AUGUST-2022	+1	45	(1)	0	+3	9	(2)	8	+\$13,656	\$ 809,397.01	(\$105,737)	\$ 1,860,539.91	(\$92,081)	\$2,669,936.92
JULY-2022	(3)	44	+0	1	+4	6	+3	10	+\$6,248	\$ 795,741.44	+\$9,746	\$ 1,966,276.84	+\$15,995	\$2,762,018.28
JUNE-2022	(4)	47	+1	1	(9)	2	(7)	7	(\$43,681)	\$ 789,493.43	+\$29,740	\$ 1,956,530.34	(\$13,941)	\$2,746,023.77
MAY-2022	(3)	51	+0	0	+1	11	+10	14	(\$29,616)	\$ 833,174.56	+\$44,892	\$ 1,926,790.51	+\$15,277	\$2,759,965.07
APRIL-2022	+6	54	(2)	0	(6)	10	(5)	4	(\$68,886)	\$ 862,790.36	+\$168,297	\$ 1,881,898.08	+\$99,410	\$2,744,688.44
MARCH-2022	+9	48	+2	2	+11	16	(1)	9	+\$657	\$ 931,676.51	+\$105,793	\$ 1,713,601.47	+\$106,449	\$2,645,277.98
FEBRUARY-2022	(5)	39	(1)	0	+0	5	+6	10	(\$10,262)	\$ 931,019.99	+\$9,860	\$ 1,607,808.58	(\$402)	\$2,538,828.57
JANUARY-2022	+2	44	+0	1	+1	5	(2)	4	(\$57,788)	\$ 941,281.61	+\$15,719	\$ 1,597,948.81	(\$42,069)	\$2,539,230.42
DECEMBER-2021	(1)	42	+1	1	(5)	4	(1)	6	+\$372,644	\$ 999,069.99	+\$11,921	\$ 1,582,229.46	+\$384,565	\$2,581,299.45
NOVEMBER-2021	+2	43	(1)	0	(1)	9	(1)	7	+\$78,324	\$ 626,426.25	(\$25,354)	\$ 1,570,308.41	+\$52,971	\$2,196,734.66
OCTOBER-2021	+3	41	+1	1	+3	10	+5	8	(\$27,115)	\$ 548,101.87	+\$28,569	\$ 1,595,662.06	+\$1,454	\$2,143,763.93
SEPTEMBER-2021	+4	38	+0	0	+0	7	+0	3	(\$14,313)	\$ 575,216.83	+\$44,220	\$ 1,567,093.53	+\$29,907	\$2,142,310.36
AUGUST-2021	+4	34	+0	0	+5	7	+1	3	(\$37,112)	\$ 589,529.88	+\$93,512	\$ 1,522,873.45	+\$56,401	\$2,112,403.33
JULY-2021	+0	30	(2)	0	(1)	2	+0	2	+\$137	\$ 626,641.48	+\$54,157	\$ 1,429,361.01	+\$54,294	\$2,056,002.49
JUNE-2021	+3	30	+1	2	+1	3	+1	2	+\$25,924	\$ 626,504.44	(\$241,619)	\$ 1,375,203.90	(\$215,694)	\$2,001,708.34
MAY-2021	+2	27	+1	1	(8)	2	(7)	1	(\$236,571)	\$ 600,580.03	+\$270,654	\$ 1,616,822.49	+\$34,082	\$2,217,402.52
APRIL-2021	+2	25	(1)	0	+9	10	+6	8	+\$5,731	\$ 837,151.09	(\$21,219)	\$ 1,346,168.99	(\$15,488)	\$2,183,320.08
MARCH-2021	+0	23	+1	1	+0	1	(1)	2	(\$21,294)	\$ 831,419.61	(\$28,199)	\$ 1,367,388.38	(\$49,493)	\$2,198,807.99
FEBRUARY-2021	(2)	23	(1)	0	+1	1	+1	3	(\$50,003)	\$ 852,714.04	+\$33,083	\$ 1,395,586.97	(\$16,921)	\$2,248,301.01
JANUARY-2021	(1)	25	+1	1	(3)	0	(3)	2	(\$12,366)	\$ 902,717.50	+\$21,800	\$ 1,362,504.31	+\$9,434	\$2,265,221.81
DECEMBER-2020	(2)	26	+0	0	+2	3	+1	5	(\$7,508)	\$ 915,083.31	(\$8,604)	\$ 1,340,704.56	(\$16,112)	\$2,255,787.87
NOVEMBER-2020	(3)	28	(1)	0	(2)	1	+2	4	+\$94,090	\$ 922,591.45	(\$87,448)	\$ 1,349,308.47	+\$6,642	\$2,271,899.92
OCTOBER-2020	+1	31	+0	1	(2)	3	(3)	2	+\$229,281	\$ 828,501.88	+\$129,497	\$ 1,436,756.04	+\$358,779	\$2,265,257.92
SEPTEMBER-2020	+1	30	+0	1	+4	5	+1	5	+\$15,865	\$ 599,220.63	+\$27,958	\$ 1,307,258.66	+\$43,823	\$1,906,479.29
AUGUST-2020	(2)	29	+1	1	+1	1	+1	4	(\$30,160)	\$ 583,356.09	+\$3,290	\$ 1,279,300.32	(\$26,870)	\$1,862,656.41
JULY-2020	(1)	31	(1)	0	(2)	0	+0	3	+\$14,082	\$ 613,515.68	+\$9,819	\$ 1,276,010.55	+\$23,901	\$1,889,526.23
JUNE-2020	+0	32	+0	1	+2	2	+2	3	(\$29,687)	\$ 599,433.75	+\$22,997	\$ 1,266,191.06	(\$6,690)	\$1,865,624.81
MAY-2020	+0	32	(1)	1	(3)	0	(5)	1	+\$6,075	\$ 629,120.81	+\$12,838	\$ 1,243,194.00	+\$18,913	\$1,872,314.81
APRIL-2020	(1)	32	+1	2	+1	3	(5)	6	(\$85,694)	\$ 623,046.15	(\$186,145)	\$ 1,230,355.78	(\$271,838)	\$1,853,401.93
MARCH-2020	(8)	33	+1	1	(42)	2	(3)	11	+\$14,058	\$ 708,739.78	+\$27,195	\$ 1,416,500.31	+\$41,253	\$2,125,240.09
FEBRUARY-2020	(3)	41	(1)	0	+36	44	+2	14	(\$19,515)	\$ 694,681.78	(\$63,159)	\$ 1,389,305.39	(\$82,674)	\$2,083,987.17
JANUARY-2020	(3)	44	+1	1	(4)	8	+3	12	(\$22,137)	\$ 714,196.30	+\$56,658	\$ 1,452,464.65	+\$34,520	\$2,166,660.95

NMPSIA Loss Prevention Annual Abatement Report

September 2022	Total Rec	Total Capital	Total Non-Capital	Corrected Capital	Corrected Non-Capital	Total Corrected
September 2022	68	1	67	1	57	58
Total % Corrected	85.29%	= Total Corrected/Total Recommendations				
% Corrected Capital	100.00%	= Corrected Capital/Total Capital				
% Corrected Non-Capital	85.07%	= Corrected Non-Capital/Total Non-Capital				

July - September 2022	Total Rec	Total Capital	Total Non-Capital	Corrected Capital	Corrected Non-Capital	Total Corrected
July - September 2022	743	33	713	4	586	590
Total % Corrected	79.41%	= Total Corrected/Total Recommendations				
% Corrected Capital	12.12%	= Corrected Capital/Total Capital				
% Corrected Non-Capital	82.19%	= Corrected Non-Capital/Total Non-Capital				

Valley View Elementary School- Las Cruces Public Schools



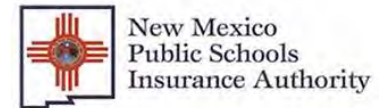
Accessible electrical panel in *elementary school* hallway



Open slot in cabinet breaker panel, exposure to increased risk of ***electrical shock*** or ***electrocution***.



Ms. Analicia Valles, Risk Management Specialist LCPS, ***immediately*** notified electrician. Repairs were made within 2 hours.



New Mexico Public Schools Insurance Authority

2022 Annual Plan Review

October 24, 2022

Medical

- **Current Reporting Period:** The current reporting period represents claims incurred from July 1, 2021 through June 30, 2022 and paid July 1, 2021 through August 31, 2022.
- **Prior Reporting Period:** The prior reporting period represents claims incurred from July 1, 2020 through June 30, 2021 and paid July 1, 2020 through August 31, 2021.
- **Benchmark:** based on the Public Solutions – School Districts group population. Select benchmark utilization and expense measures, such as PMPMs and rates per 1,000, have been adjusted to reflect age and gender distribution.
- **High cost claimants (HCCs)** are defined as members with paid expenses greater than \$100,000 within the reporting period.



COVID-19 Update

Incurred and Paid

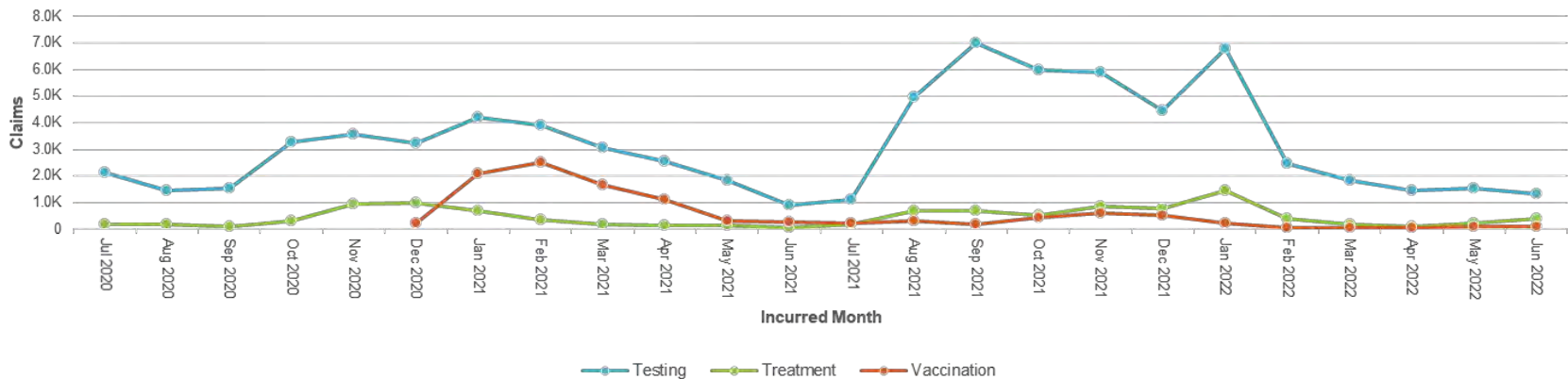
Jan 2020 through Aug 2022

NEW MEXICO PUBLIC SCHOOLS INSURANCE AUTHORITY					Benchmark	
	Account Population	Cases	Prevalence (%)	Reinfection (%)	Prevalence (%)	Reinfection (%)
2020	26,041	1,217	4.67%	0.00%	4.57%	0.20%
2021	25,806	2,472	9.58%	2.87%	7.40%	3.77%
2022	23,448	2,643	11.27%	10.56%	7.15%	9.56%
Pandemic Total*	23,448	6,332	27.00%	5.53%	19.79%	5.02%

Case Count	Treatment	Vaccination	Testing														
	Paid per Case Treated	First Dose	Diagnostic	Antibody													
	\$11,350	31.5% of Members \$31.92 per Vax															
	Total Paid for Treatment	Second Dose	Claim Count	72,793	1,297												
<table border="1"> <thead> <tr> <th></th> <th>Subscriber</th> <th>Spouse</th> <th>Dependent</th> </tr> </thead> <tbody> <tr> <td>Cases</td> <td>3,298</td> <td>1,330</td> <td>1,704</td> </tr> <tr> <td>% of Total Cases</td> <td>52.1%</td> <td>21.0%</td> <td>26.9%</td> </tr> </tbody> </table>		Subscriber	Spouse	Dependent	Cases	3,298	1,330	1,704	% of Total Cases	52.1%	21.0%	26.9%	\$22,281,005	25.0% of Members \$40.32 per Vax	Claimant Count	18,769	1,061
		Subscriber	Spouse	Dependent													
	Cases	3,298	1,330	1,704													
% of Total Cases	52.1%	21.0%	26.9%														
		Additional Dose	Paid per Claim	\$124.87	\$66.96												
		6.9% of Members \$42.01 per Vax															


*Pandemic total calculations are based on group's 2022 membership counts

COVID-19 Overall Claim Count by Incurred Month (July 2020 – June 2022)



Excluding High-Cost Claimants, the total paid PMPM trend was +7.7%

+6.7% **+9.5%**



Total Paid PMPM

■ YoY Trend ■ Benchmark

Utilization 11.1% was the major contributor to the components of trend.

Professional category YoY paid PMPM trend increased **9.3%**, impacted by utilization increase of **11.1%**.

Outpatient YoY paid PMPM trend increased **9.9%**, impacted by a cost increase of **8.2%**.

EXPENSE

\$148.4M
Total Claim Spend

\$479/\$511
Prior Paid PMPM / Current Paid PMPM

88.9%
Plan Share


DEMOGRAPHICS

24,229
Average Membership


-3.5%
Membership Change

2.2
Contract Size


KEY COST DRIVERS



High-Cost Claimants
accounted for **\$48.2M** overall spend in the current period.



Cancer
cost increased **18.3%** with drug therapy still the largest portion of Paid PMPM.



Health Status
experienced the largest percentage increase **18.9%**; and is now slightly above benchmark **0.2%**.

52.5%

Prior: 52.3%

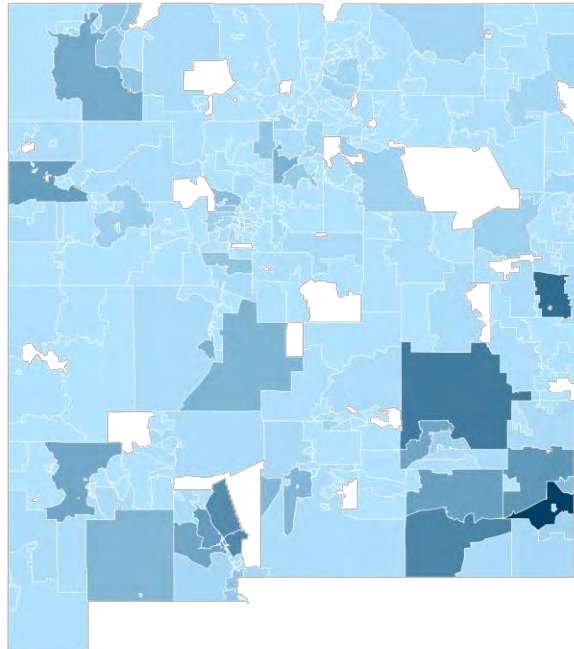
Discount percentage for Network
and Participating Providers

\$169.3M

Prior: \$167.9M

Discount savings for
Network and Participating providers

NMPSIA
Average Members by Zip Code

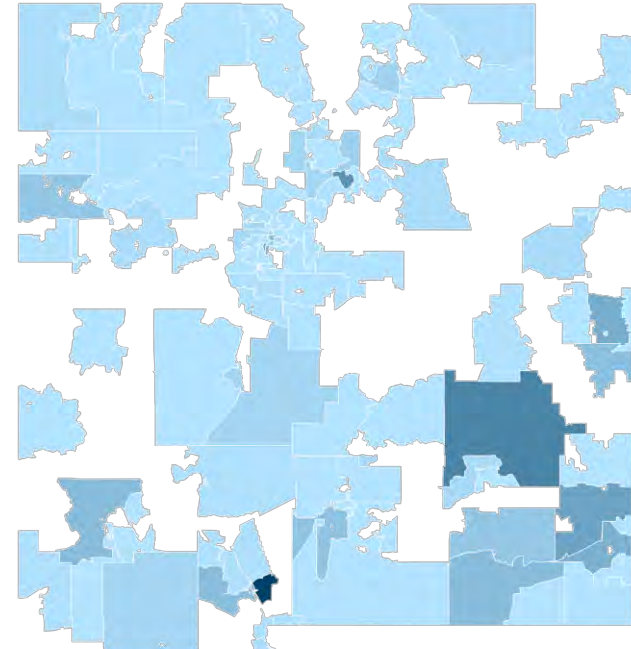


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Average Medical Members



NMPSIA
Services by Provider Zip Code



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Services



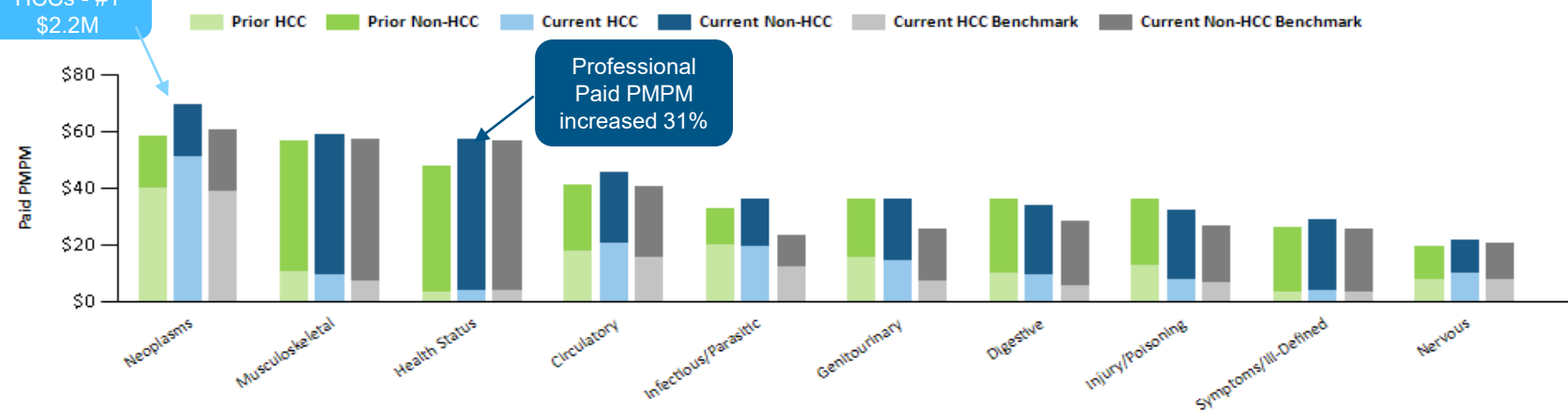
Diagnostic Categories with Paid PMPM	Jul 2020 - Jun 2021	Jul 2021 - Jun 2022	% Change	Benchmark	Benchmark Variance
Neoplasms	\$58.39	\$69.08	18.3%	\$60.41	14.3%
Musculoskeletal	\$56.28	\$58.67	4.3%	\$56.92	3.1%
Health Status	\$47.84	\$56.87	18.9%	\$56.78	0.2%
Circulatory	\$41.07	\$45.43	10.6%	\$40.37	12.5%
Infectious/Parasitic	\$32.83	\$36.21	10.3%	\$23.15	56.5%
Genitourinary	\$36.17	\$35.97	-0.5%	\$25.34	41.9%
Digestive	\$35.93	\$34.02	-5.3%	\$28.31	20.2%
Injury/Poisoning	\$35.85	\$31.95	-10.9%	\$26.72	19.6%
Symptoms/Ill-Defined	\$26.13	\$28.54	9.2%	\$25.62	11.4%
Nervous	\$19.18	\$21.33	11.2%	\$20.27	5.2%
All Others	\$89.01	\$92.63	4.1%	\$102.66	-9.8%
Total	\$478.66	\$510.71	6.7%	\$466.55	9.5%

Key Take-Aways

- **Neoplasms** was the most costly diagnostic category and **paid PMPM increased 18.3%** between reporting periods.
- The **top 4** diagnostic categories accounted for **45.0%** of total medical costs in the current period.
- **The Health Status** category experienced the largest percentage increase in the current period.

5 of Top 10 HCCs - #1 \$2.2M

Ten Most Costly Diagnostic Categories with HCC Impact and Benchmark Comparison





216 HCCs

222 HCCs in Prior Period



\$48.2M Paid

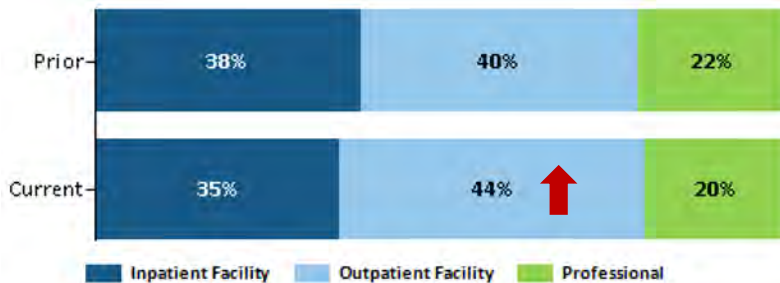
\$47.8M Paid in Prior Period

Top 5 HCC Diagnostic Categories	Prior				Current			
	Claimants	Paid	Paid/Claimant	Paid %	Claimants	Paid	Paid/Claimant	Paid %
Neoplasms	10	\$2,081,465	\$208,147	46.4%	13	\$2,985,978	\$229,691	50.1%
Musculoskeletal	1	\$100,743	\$100,743	2.2%	5	\$743,350	\$148,670	12.5%
Circulatory	4	\$604,232	\$151,058	13.5%	3	\$527,255	\$175,752	8.9%
Digestive	1	\$104,005	\$104,005	2.3%	2	\$410,042	\$205,021	6.9%
Respiratory	0	\$0	\$0	0.0%	1	\$381,849	\$381,849	6.4%
All others	10	\$1,594,113	\$159,411	35.5%	7	\$909,546	\$129,935	15.3%
Summary	26	\$4,484,558	\$172,483	100.0%	31	\$5,958,021	\$192,194	100.0%

Paid Cost Distribution by Paid Band



HCC Paid Cost Distribution by Service Category



53

Average Age

46 Benchmark

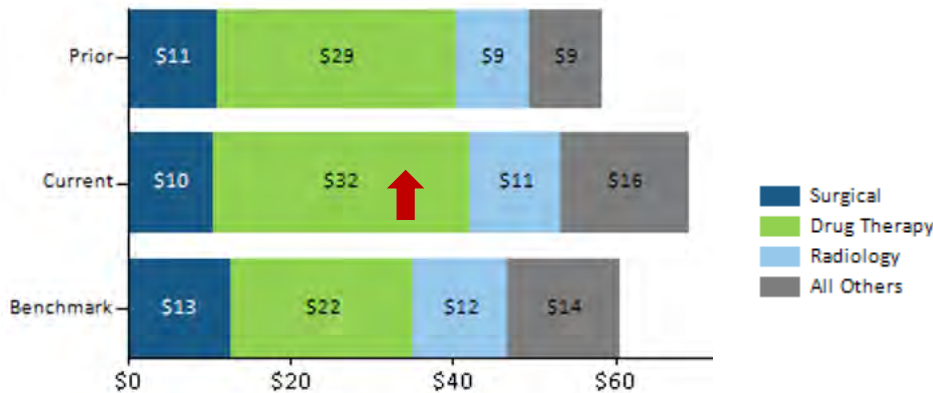
22.2%

Repeat HCCs

26.0% Benchmark

Reporting Period	Jul 2020 – Jun 2021	Jul 2021 – Jun 2022	% Change	Benchmark	Benchmark Variance
Inpatient					
Paid PMPM	\$6.46	\$11.16	73.0%	\$9.28	20.4%
Admissions/1,000	2.2	2.4	7.4%	2.7	-14.4%
Paid/Day	\$6,972	\$9,661	38.6%	\$7,340	31.6%
Paid/Admission	\$35,367	\$56,947	61.0%	\$40,501	40.6%
Outpatient					
Paid PMPM	\$37.98	\$42.79	12.7%	\$34.80	23.0%
Visits/1,000	105.6	133.8	26.7%	135.9	-1.5%
Paid/Visit	\$4,314	\$3,836	-11.1%	\$3,073	24.8%
Professional					
Paid PMPM	\$13.95	\$15.13	8.4%	\$16.34	-7.4%
Services/1,000	605.9	608.2	0.4%	897.2	-32.2%
Paid/Service	\$276	\$299	8.0%	\$219	36.6%
Total Medical					
Paid PMPM	\$58.39	\$69.08	18.3%	\$60.41	14.3%
Non High Cost	\$18.32	\$18.16	-0.9%	\$21.84	-16.8%
High Cost	\$40.07	\$50.92	27.1%	\$38.58	32.0%

Paid PMPM by Top Service Type (IP/OP/Prof)



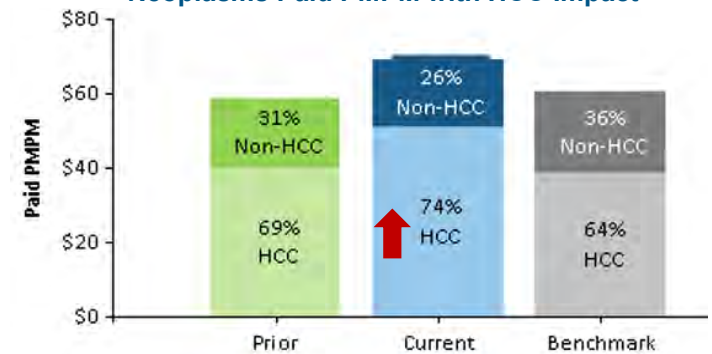
Insights

- 8.7% of members had a Neoplasms diagnosis compared to BoB with 10.8%.
- Surgical service type stayed flat even though Paid per Admission increased 61.0% within Inpatient.
- Drug Therapy saw an increase and continues to be the top cost driver.
- Breast Cancer accounted for the largest portion of common malignant Neoplasms costs.

Common Malignant Neoplasms: Current Period

Current	Breast	Cervical	Colon	Leukemia	Lung	Lymphoma	Melanoma Skin	Non-Melanoma Skin	Prostate
Claimants	7.8%	0.5%	2.2%	1.0%	1.1%	1.2%	1.7%	26.7%	3.5%
Paid	13.2%	0.2%	6.6%	1.2%	1.7%	2.7%	0.6%	2.7%	1.8%

Neoplasms Paid PMPM with HCC Impact

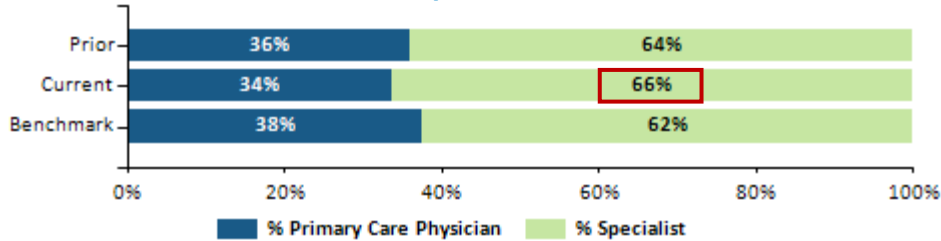


Reporting Period	Jul 2020 - Jun 2021	Jul 2021 - Jun 2022	% Change	Benchmark	Benchmark Variance
Allowed	\$54,743,379	\$57,254,066	4.6%		
Allowed PMPM	\$181.67	\$196.92	8.4%	\$232.13	-15.2%
Paid	\$44,983,284	\$47,449,433	5.5%		
Paid PEPM	\$329.05	\$354.19	7.6%	\$369.71	-4.2%
Paid PMPM	\$149.28	\$163.20	9.3%	\$191.67	-14.9%
Non-High Cost	\$115.04	\$129.37	12.5%	\$162.99	-20.6%
High Cost	\$34.24	\$33.83	-1.2%	\$28.68	18.0%
Visits/1,000	10,347.8	11,224.9	8.5%	13,517.9	-17.0%
Services/1,000	19,249.0	21,384.9	11.1%	28,326.2	-24.5%

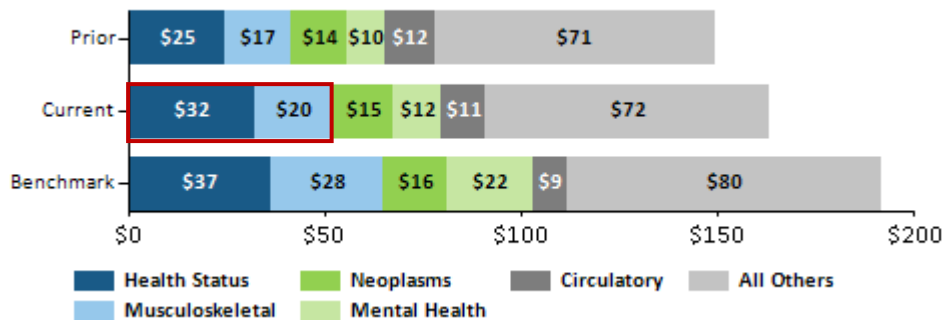
Insights

- Non-HCC Paid PMPM increased 12.5% in the current period; and represents 79% impact on cost.
- Specialist visits increased from 64% to 66% from the prior period.
- Health Status was the most costly diagnostic category for professional services in the current reporting period.
- Musculoskeletal was the 2nd most costly and experienced increase as well.

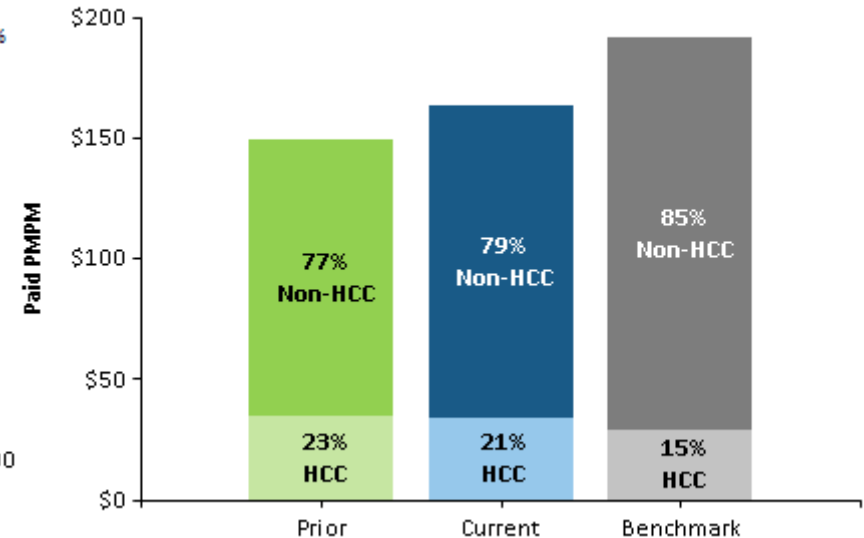
PCP vs. Specialist % of visits



Professional Paid PMPM by Top Diagnostic Categories



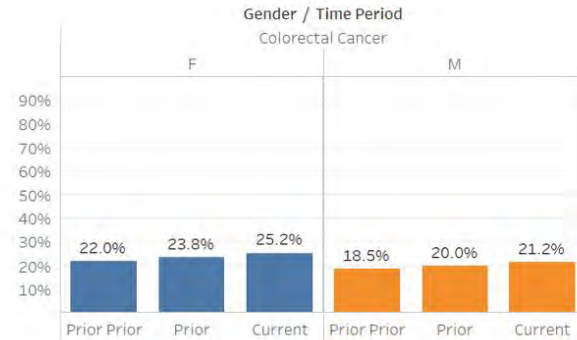
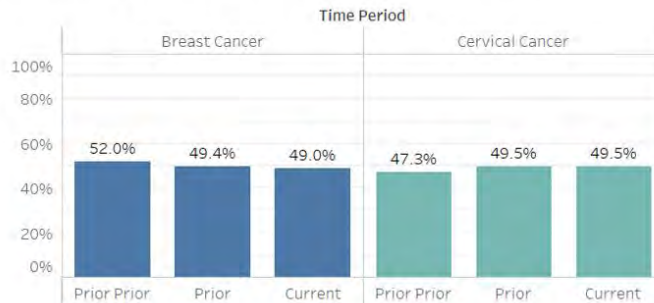
Professional Paid PMPM Impact



Cancer Screening Compliance Rates

Current: Claims incurred from 7/1/2021 to 6/30/2022 and paid through 8/30/2022.
 Prior: Claims incurred from 7/1/2020 to 6/30/2021 and paid through 8/30/2021.
 Prior Prior: Claims incurred from 7/1/2019 to 6/30/2020 and paid through 8/30/2020.

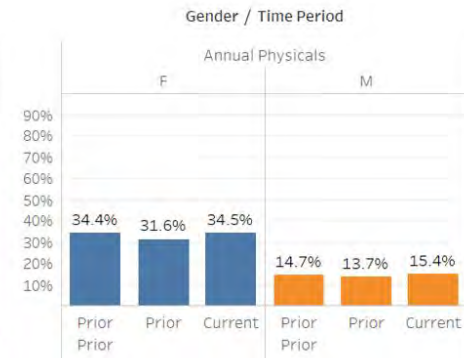
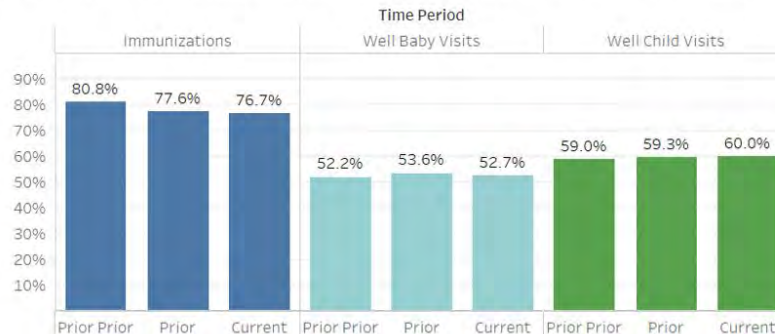
NEW MEXICO PUBLIC SCHOOLS INSURANCE AUTHORITY Rates



Wellness Visit Compliance Rates

Current: Claims incurred from 7/1/2021 to 6/30/2022 and paid through 8/30/2022.
 Prior: Claims incurred from 7/1/2020 to 6/30/2021 and paid through 8/30/2021.
 Prior Prior: Claims incurred from 7/1/2019 to 6/30/2020 and paid through 8/30/2020.

NEW MEXICO PUBLIC SCHOOLS INSURANCE AUTHORITY Rates





New Mexico Public Schools Insurance Authority Annual Review

November 2, 2022

Annual Business Review Agenda

- I. Introductions
- II. Updates on Versant Health and MetLife
- III. The Year in Review
- IV. Innovation for NMPSIA
- V. Partnership Opportunity
- VI. Wrap-up



Long-standing Relationship, Expert Support

Dedicated Local Support and Exceptional Service

Expert Local Support:

- Cathy Fenner: Account Representative
- Marianna Sandoval: Senior Customer Service Representative
- Sam Garcia: VP Regional Marketing

National Support:

- Robert Young: Director, Client Management

Executive Sponsor:

- Tom Rosa: SVP, Client Management

- Long history of serving the needs of NMPSIA
- Regional Office based in Albuquerque, NM
- Nearly 20 years of community service by providing eye exam and eyeglasses to school children
- 150+ combined years managed vision care experience
- We establish a mutually agreeable communication schedule for on-site meetings and calls to ensure open communication and collaboration.

A Proud Subsidiary of MetLife

Bringing scale, Investment and product Opportunities to our customers



- MetLife legacy leader James Reid became CEO effective April 1, 2021
- Commercial direct sales moved to MetLife
- Commercial direct clients integrating with MetLife beginning May 2022 based on Anniversary dates
- Versant Health growth now focused on third party health plans and reseller business, in-group growth, and bolstering medical management in the government space
- MetLife ownership will provide new and creative design opportunities

Corporate Facts

MetLife and Versant Health



MetLife

MetLife is a leading global provider of insurance, annuities and employee benefit programs. Through its subsidiaries and affiliates, MetLife holds leading market positions in the United States, Japan, Latin America, Asia, Europe, the Middle East and Africa.

- #48 in the Fortune 500
- Over 150 years in business
- Over 40 markets globally
- Over 49,000 employees



Versant Health, a wholly-owned subsidiary of MetLife, is one of the nation's leading managed vision care companies serving more than 35 million members nationwide. Through our Davis Vision plans and Superior Vision plans, we help members enjoy the wonders of sight through healthy eyes and vision.

- Over 35 million members
- 97% member satisfaction for Davis Vision
- Over 900 employees

NMPSIA 2021-22 Highlights



Member Enrollment¹

20,086 Subscribers
24,719 Dependents
44,805 Total Lives

¹Average Lives based on a snapshot in time



Benefit Utilization

19,766 Claims
41.1% Utilization



In-Network Utilization

98% In-Network*



Member Satisfaction

96% Satisfaction



Frames Paid-in-Full

75.4% Received a Paid-in-Full



Eye Examinations

11,956 Eye Exams



Member Savings

\$1,119,532 Savings on Lens Options & Upgrades

60% Savings!



Popular Lens Options

- Polycarbonate
- Transitions®
- Anti-Reflective Coating
- Progressives
- High Index

Your members greatly utilized their benefits

Period	Avg Monthly Subscriber Lives	Avg Monthly Dependent Lives	Avg Total Monthly Lives	Total # of Claims	Total Claims Expense	Avg. Expense per Claim	% of Utilization
2021/7	20,188	25,277	45,465	2,260	\$215,639	\$95	5.0%
2021/8	19,981	25,021	45,002	1,833	\$174,401	\$95	4.1%
2021/9	19,638	24,489	44,127	1,581	\$149,795	\$95	3.6%
2021/10	19,854	24,480	44,334	1,449	\$133,566	\$92	3.3%
2021/11	19,888	24,418	44,306	1,465	\$139,841	\$95	3.3%
2021/12	19,887	24,271	44,158	1,544	\$141,337	\$92	3.5%
2022/1	20,271	24,890	45,161	1,626	\$153,386	\$94	3.6%
2022/2	20,100	24,656	44,756	1,377	\$131,656	\$96	3.1%
2022/3	20,162	24,750	44,912	1,878	\$179,085	\$95	4.2%
2022/4	20,145	24,627	44,772	1,306	\$121,492	\$93	2.9%
2022/5	20,482	24,910	45,392	1,496	\$143,283	\$96	3.3%
2022/6	20,435	24,837	45,272	1,951	\$183,563	\$94	4.3%
Total	20,086	24,719	44,805	19,766	\$1,867,044	\$94	44.1%

How we service NMPSIA...

- Dedicated local support with Regional Office based in Albuquerque, NM
- Robust network, with 98% overall network access
- Visionworks, Costco, Walmart and Sam's are true in-network locations. Over 112,000 access points to serve all membership
- Enhanced frame allowance at Visionworks
- In-network online retailers, Glasses.com, 1-800Contacts, Befitting and Visionworks.
- Processed over 19,700 claims
- 44.1% overall utilization
- 95% member satisfaction and 98% first-call resolution
- Provide quarterly experience and financial reporting



* Source: NMPSIA Utilization Reports & NAR Reports

Eyewear Dispensing Program (EDP)

Enhanced Member Offerings Through a State-of-the-Art Formulary

Tailored Solutions

Cost of Care Savings

With input from network providers, Davis Vision changed the way eyewear was dispensed to NMPSIA members.

- Phased launch began in late 2019
- Expanded the network of labs for Davis Vision from two to 75 labs across America with nearby labs to serve NMPSIA members
- Working with Essilor, the largest eyewear manufacturer in the world.

A Product for Every Prescription

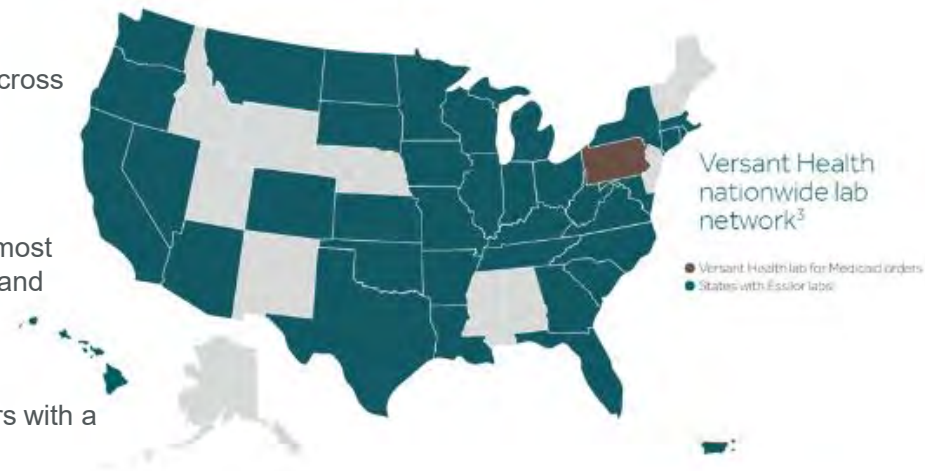
- Members benefit from a broad range of lens products including the most popular and requested digital progressives, anti-reflective coatings, and blue light protection.

Cost Savings

- A single manufacturer keeps costs down and provides your members with a consistent experience regardless of location

Innovation and Quality

- Essilor's investments in research and development provide your members access to the most innovative products as soon as they hit the market. Most recent and best technology
- The most aggressive service level requirements of any lab network in the country makes Davis Vision the best in class for quality and turnaround time.
- The lab network follows American National Standards Institute (ANSI) standards, which ensures eyewear is made correctly the first time, from standard single vision to unique and highly complex lenses.



Additional Value for Members



*The Exclusive Collection

On-trend frames with retail price tags up to \$195, available exclusively to NMPSIA members for **\$0 co-pay**

*Actual savings may vary based upon products purchased



LASIK Discounts with QualSight

Members get cost-effective prices on LASIK procedures, making permanent vision correction more economical (**members automatically eligible**)



Exclusive Breakage Warranty Protection

Repair or replacement* of your plan covered spectacle lenses and/or Collection frames within one year at **no cost** to the member (**automatically built into the plan**)

*Limitations apply.



Access to hearing aid discounts

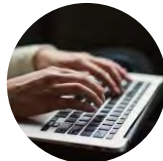
Members save up to 40% on brand name hearing aids and have access to a nationwide network of licensed hearing professionals through Your Hearing Network. (**members automatically eligible**)



Our US-based customer care center is just a quick phone call away and is available 7 days a week.



Mobile-friendly customer portals and our member app with plan details, forms and surveys. Compatible with both Android and iOS systems (**Find us in the App Store or Google Play**)



Out-of-network claims can now be submitted from your member account online, eliminating the need for paper claims. Members can set payment preferences to direct deposit and sign up with Zelle®.



The Davis Vision Virtual Open Enrollment experience provides employees an interactive, intuitive, and immersive Benefits Booth experience, all year long. Visit our Virtual Experience at **DavisVisionOE.com**.

On-site Clinics

CDC compliant

Manage all on-site exam and store operations

Fully staffed

Provide eyeglass prescriptions that can be used at any provider on online OR fulfill eyewear order on-site to ship member's home

befitting

a better way to buy glasses you love



Comprehensive **telehealth** exam with retinal imaging included by a licensed professional

Over 500 designer frames onsite for large member group events

Minimum 400 eligible employee members per location

Larger, full pop-up clinic experience (600 Sq. Ft. space needed)

Interactive AI frame fitting tool available on-site

8-week lead time to schedule, plan, and set up



Comprehensive **on-site** exam, optional retinal imaging with a licensed professional on-site

Over 200 Davis Exclusive Collection frames onsite for smaller member group event

Minimum 100 eligible employee members per location

Smaller, flexible setup for office or meeting space (12' x 15' room size needed, along with smaller retail display space available)

Compliance vision screenings available

6-week lead time to schedule, plan, and set up





DavisVision™

Davis Vision coverage is underwritten by HM Life Insurance Company, Pittsburgh, PA, under policy form series HM902-VIS or similar, in all states except New York. In New York, coverage is underwritten by HM Life Insurance Company of New York, New York, NY, under policy form series HM 902-VIS or similar. The coverage or service requested may not be available in all states and is subject to individual state approval.

DV-CM18-0017v1 PPT 8/2018



New Mexico Public Schools
Insurance Authority

Clinic Feasibility Analysis

Anticipated member access and plan savings associated with adding clinics

November 2-3, 2022 / Nura Patani, PhD, ASA, MAAA

| Agenda

- **Background**
- **Member Access to Clinics**
- **Savings Analysis**
 - *Assumptions*
 - *Year 1 Projection by Service Category*
 - *6-Year Projection Summary: Low Savings Estimate*
 - *6-Year Projection Summary: High Savings Estimate*

Background

Advantages for Members and Potential Plan Savings

- An onsite clinic is recognized as an opportunity to potentially lower medical and prescription drug claim costs, while offering a value-added service to members.
 - Convenience of location for members and families
 - Easy appointment scheduling, same-day appointments, and walk-in ability
 - Reduced cost or no cost to member (depending on plan design)
 - Easy, convenient access for:
 - Primary care services
 - Prescription drugs
 - Health promotion
 - Disease management programs
- The onsite clinic can help divert claims costs from the following service categories:
 - Primary and Preventative Care
 - Basic Laboratory and Pathological Workups
 - Radiology and Imaging Services
 - Emergency Room Visits
 - Outpatient Hospital Care
 - Brand and Generic Drugs

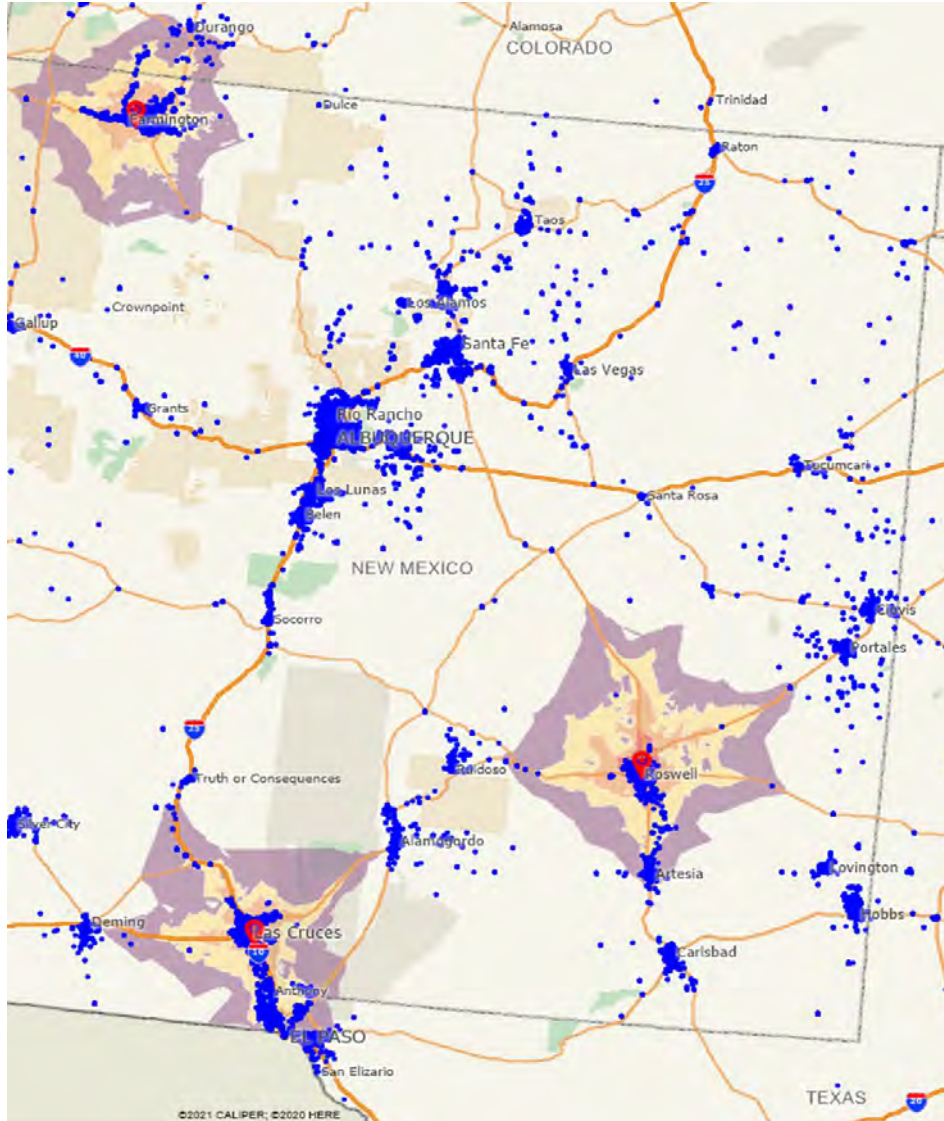
Background

Important Considerations for NMPSIA

- Ensure clarity about what challenges to address and priority of each
 - Address access issues
 - Improve health status / outcomes
 - Improve convenience
 - Lower cost for members; manage costs for NMPSIA
- Determine services to be provided and hours of operation
 - Wellness, health coaching, health risk assessment
 - Preventive / primary health services
 - Onsite pharmacy
 - Pediatric services
 - Physical therapy
 - Coordination with wellness activities
- Discuss integration of clinic data with other claims data and reporting engines
- Contemplate shared access opportunities with IBAC partners or others
- Timeline to establish clinics
 - Phased approach focusing first on areas with limited provider access
 - Establish KPIs to ensure initial phase is successful before expanding

Member Access to Clinics

Geo Mapping – Illustrative Initial Phase in Rural NM



Scenario 1: Rural Areas

Driving Range*	Eligible Members	% of Members
Within 15 minutes	7,698	17%
Within 15 to 30 minutes	2,797	6%
Within 30 to 45 minutes	1,525	3%
Within 45 to 60 minutes	1,327	3%
Subtotal: within 60 min	13,347	29%
Total	45,466	100%

* Driving Time is calculated by based on fastest route.

** Enrollment Data: Apr 2022

 Potential Clinic Location

Key Notes:

- Roughly 29% of total members are within 60 minutes of drive time from the three potential clinic locations (in red pins).
- Other locations to consider include in a preliminary phase include Clovis and Taos.

Savings Analysis: Assumptions

- This analysis assumes no member cost-sharing as an incentive to use the clinic. Our modeling assumes free clinic services and zero prescription drug copays at the clinic.
- The actual cost of the clinic would depend on the services it provides, the expected staffing required, the location costs, and the vendors' proposed rates.
- Typically, clinics gain popularity as the years go by – more established clinics are more trusted by members and result in greater usage. Patient compliance and program participation, over time, leads to decreased:
 - Preferred specialist / narrow network referrals and visits
 - Discretionary ER visits
 - Inpatient hospitalizations – due to increased compliance with medications and treatment
 - Pharmacy costs (Longer term, through generic, OTC and appropriate prescribing; initial increase possible and desirable)
- Other sources of potential savings not modeled in this analysis include:
 - Increased medication compliance
 - Improved compliance with preventive screenings
 - Increased compliance with evidence-based medicine
 - Increased participation in disease management programs
 - Increased participation in any available wellness/health promotion/health coaching programs
 - Savings from steerage to high-quality / high efficiency health professionals and facilities

Savings Analysis: Assumptions

Range of Potential Savings By Service Category

- The table below illustrates the utilization assumptions and the clinic savings estimated by service category
- For the basis of projected claim costs, Calendar Year 2021 SHAPE data is used.

Service Category	Utilization Assumption	Clinic Savings Estimate	
		Low	High
Primary Care & Preventive Medicine	15%	25%	35%
Specialist	15%	10%	13%
Lab/Pathology	15%	13%	18%
Radiology	15%	13%	18%
Emergency Room	15%	5%	8%
Outpatient - Non ER	15%	8%	12%
Brand Drugs	15%	5%	8%
Generic Drugs	15%	10%	12%

Derivation of 15% utilization assumption: the eligible members within each driving range (from slide 4) gets adjusted with the likelihood of utilizing the clinic. For example, 7,698 members within 15 min driving range is adjusted with 60% of utilization likelihood and captured as part of the 15% utilization assumption. As the driving range gets further, the % of utilization likelihood decreases.

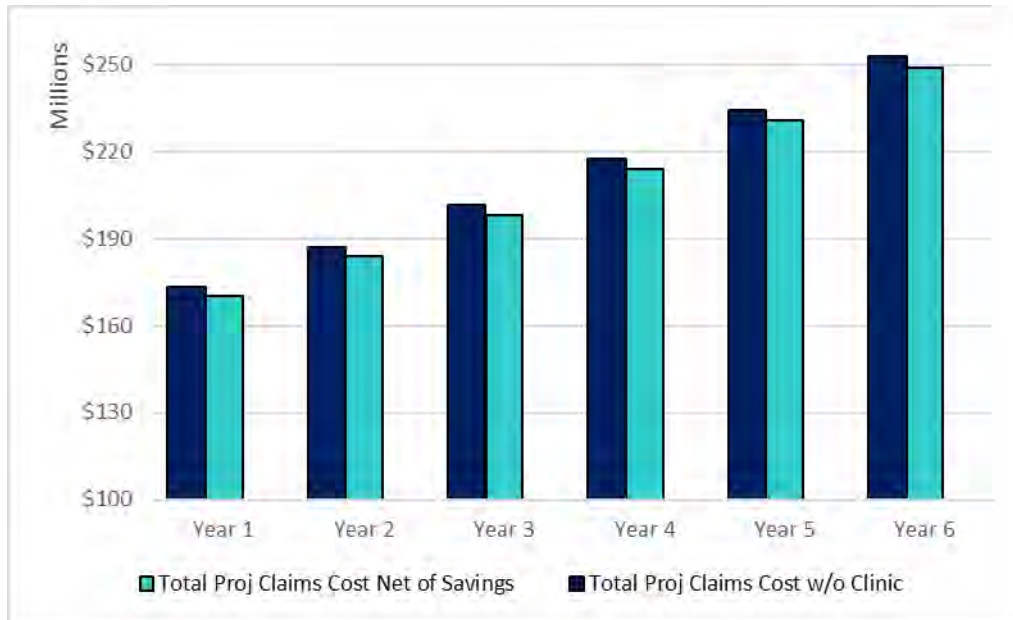
Savings Analysis

Projected Year 1 Claim Cost & Savings By Service Category

Projected Year 1 (2024) Savings						
Service Category	Projected Cost without Clinic	Utilization	Clinic Savings Estimate: Low		Clinic Savings Estimate: High	
			Savings %	Savings \$	Savings %	Savings \$
Primary Care & Preventive Medicine	\$14,113,644	15%	25%	\$545,210	35%	\$763,293
Specialist	\$9,200,959	15%	10%	\$142,173	13%	\$177,716
Lab/Pathology	\$36,036,768	15%	13%	\$696,050	18%	\$974,469
Radiology	\$23,555,611	15%	13%	\$454,976	18%	\$636,967
Emergency Room	\$3,510,061	15%	5%	\$27,119	8%	\$43,390
Outpatient - Non ER	\$63,087,683	15%	8%	\$779,864	12%	\$1,169,796
Brand Drugs	\$5,056,215	15%	5%	\$39,064	8%	\$62,503
Generic Drugs	\$18,729,047	15%	10%	\$289,401	12%	\$347,281
Total Medical	\$149,504,725	15%	2%	\$2,645,391	3%	\$3,765,632
Total Prescription Drugs	\$23,785,261	15%	1%	\$328,465	2%	\$409,784
Total Projected	\$173,289,987	15%	2%	\$2,973,856	2%	\$4,175,416

Savings Analysis

6-Year Projection Summary – Low Savings Estimate



Key Notes:

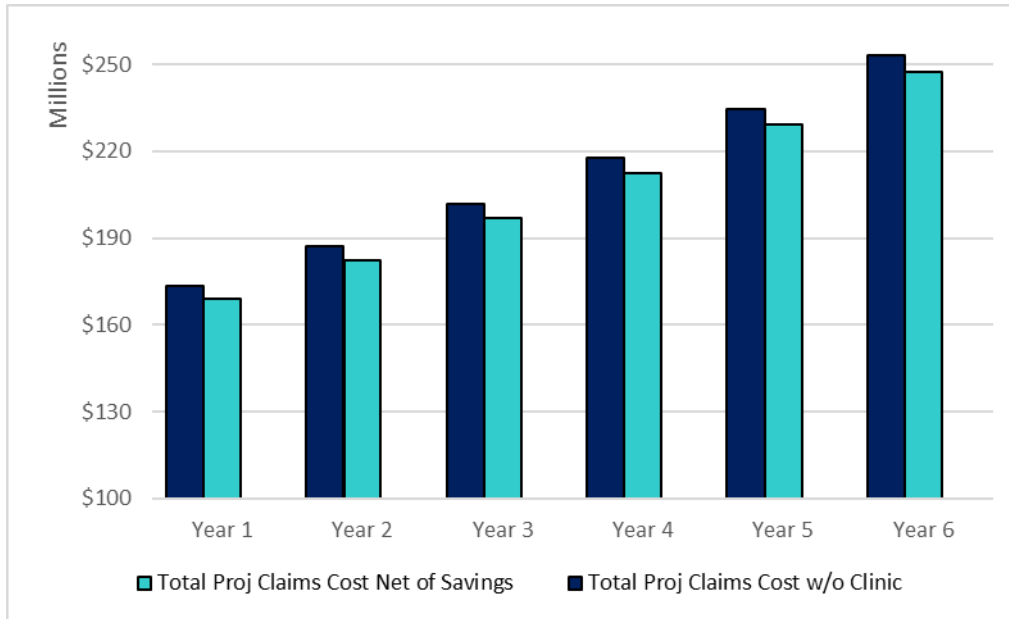
- Higher member utilization equates to greater savings.
- Utilization typically increases as the clinic matures. It can be further increased by offering incentives.
- Claims Cost excludes major service categories that are not expected to be impacted by a clinic. These include but are not limited to:
 - Facility – Inpatient
 - Ambulance
 - Specialty Drugs
- Clinic costs are excluded from this estimate and could vary significantly based on a variety of factors including staffing model.

6 Year Clinic Savings Projections : Low							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total
Total Projected Claims Cost without Clinic	\$173,289,987	\$186,915,333	\$201,614,058	\$217,470,865	\$234,577,154	\$253,031,550	\$1,266,898,947
Medical	\$149,504,725	\$161,465,103	\$174,382,312	\$188,332,897	\$203,399,528	\$219,671,491	\$1,096,756,056
Rx	\$23,785,261	\$25,450,230	\$27,231,746	\$29,137,968	\$31,177,626	\$33,360,060	\$170,142,890
Total Clinic Savings: "Low" Estimate	\$2,973,856	\$3,188,596	\$3,418,958	\$3,657,543	\$3,903,771	\$4,166,725	\$21,309,448
Medical Savings	\$2,645,391	\$2,830,569	\$3,028,708	\$3,233,146	\$3,443,301	\$3,667,115	\$18,848,230
Rx Savings	\$328,465	\$358,027	\$390,250	\$424,396	\$460,470	\$499,610	\$2,461,218

This is for informational purposes only and does not constitute legal, tax or investment advice. You are encouraged to discuss the issues raised here with your legal, tax and other advisors before determining how the issues apply to your specific situations.

Savings Analysis

6-Year Projection Summary – High Savings Estimate



Key Notes:

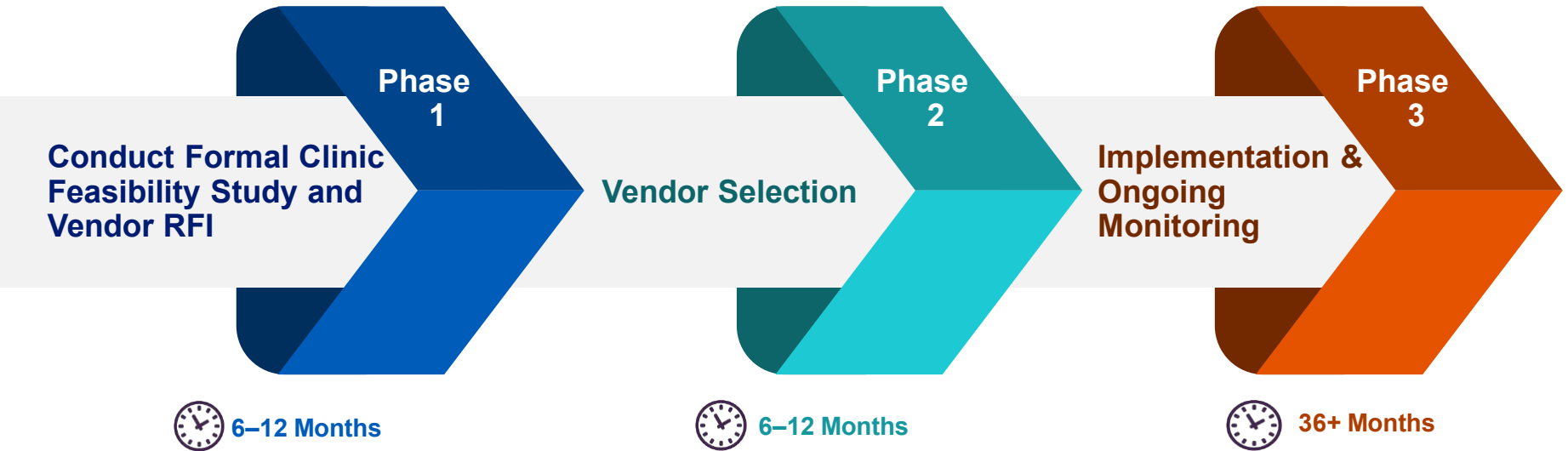
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 - Specialty Drugs
- Clinic costs are excluded from this estimate and could vary significantly based on a variety of factors including staffing model.

6 Year Clinic Savings Projections : High							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total
Total Projected Claims Cost without Clinic	\$173,289,987	\$186,915,333	\$201,614,058	\$217,470,865	\$234,577,154	\$253,031,550	\$1,266,898,947
Medical	\$149,504,725	\$161,465,103	\$174,382,312	\$188,332,897	\$203,399,528	\$219,671,491	\$1,096,756,056
Rx	\$23,785,261	\$25,450,230	\$27,231,746	\$29,137,968	\$31,177,626	\$33,360,060	\$170,142,890
Total Clinic Savings: "High" Estimate	\$4,175,416	\$4,475,891	\$4,798,136	\$5,131,748	\$5,475,901	\$5,843,323	\$29,900,414
Medical Savings	\$3,765,632	\$4,029,226	\$4,311,272	\$4,602,283	\$4,901,431	\$5,220,024	\$26,829,867
Rx Savings	\$409,784	\$446,665	\$486,864	\$529,465	\$574,470	\$623,299	\$3,070,547

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Recommended Path Forward

Next Steps



- Establish desired specifications including number and approximate location of clinics, services, etc.
- Issue RFI to ascertain information about how vendors would address NMPSIA's top priorities.

- Issue a formal RFP for a clinic provider.
- Establish performance guarantees.
- Determine plan design changes to attract membership to use the clinic(s).
- Select clinic provider.

- Implement clinic provider, potentially including construction considerations.
- ROI / savings calculation 3-years after the clinic start date



NMPSIA Wellness

Cyndi Archuleta

introduction

Wellness is an act of practicing healthy habits daily to attain better mental and physical health outcomes so that instead of surviving, you are thriving.



Offerings

WELLNESS RESOURCES

- Live and On-Demand Webinars
- On-line Personal Portal
- Wellness Challenges
- Mobile Apps
- Wellness Ambassador Program
 - Create a wellness space/program for staff utilization to promote a culture of wellness, enhance resiliency and decrease stress
 - Funding for 6 Zen spaces were awarded

EDUCATION

- Carrier Specific Newsletters
- NMPSIA Newsletters
- Website Tools

Ambassador Wellness Space/Program Grant



GOAL: Encourage Wellness Ambassadors to create a wellness space/program for staff utilization to promote a culture of wellness, enhance resiliency and decrease stress.

SOLUTION: Award (7) \$700.00 grants funded with BCBSNM wellness credits. Collaborate with TSG to purchase items using wellness budget, then invoice BCBSNM for reimbursement.

Application Questions

- What wellness initiative /program would you like to implement?
- Why do you want to implement this initiative/program? Include how you believe the initiative will improve the wellness of employees and expected outcomes.
- How will you implement your initiative/program?
- What is the cost of your initiative/program? Provide specific item cost.
- Who will maintain?
- How will you evaluate your program to measure success? Surveys, testimonials?
- Permission needed/granted?

What Ambassadors are Saying

"It will give a space for staff to rest and practice mindfulness in order to decrease stress and may increase productivity."

"This space will help regulate teachers during stressful moments to better serve students."

"I would like to create an area in our teacher's lounge that is conducive to being calm and replenished."

"I want to transform our staff lounge to be a Zen place"

"I would like to create an area in our teacher's lounge that is conducive to being calm and replenished."

"A wellness space in the school is a priority for providing teachers and staff more opportunities to relax and recenter themselves at school."

"This initiative will educate, help with moral, and encourage wellness practices."

Results

- 10 Applicants/7 Recipients
- 6 Zen Spaces/1 Show on the Road
- Requiring monthly surveys which require pre/post Likert scale stress level measurement.
- Beginning implementation

NMPSIA Wellness Events - November



2022

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SAT/SUN
31 October Healthy and Whole Challenge REGISTRATION	1 November Monthly VitaMin Newsletter	2 Healthy and Whole Challenge Information Session @ 12pm	3 Healthy and Whole Challenge REGISTRATION	4 Healthy and Whole Challenge REGISTRATION	5/6 Healthy and Whole Challenge REGISTRATION
7 Healthy and Whole Challenge REGISTRATION	8 TSG Webinar: Make the Most of Your Break with Time Confetti	9 Cigna Life Connected Seminar: The Power of Gratitude	10 Healthy and Whole Challenge REGISTRATION	11 Healthy and Whole Challenge REGISTRATION	12/13 Healthy and Whole Challenge REGISTRATION
14 Click to add text	15 Click to add text	16 Wellness Wednesday Workshop How to Create a Balanced Life 8:00am OR 12:00pm	17 TSG Cooking Show: Touchdown Tailgate	18 Click to add text	19/20 Click to add text
21 Click to add text	22 Click to add text	23 Click to add text	24 Click to add text	25 Click to add text	26/27 Click to add text
28 Mindset Monday Mindfulness Eating 11:45am-12:00pm	29 Wellness Webinar Weaving Wellbeing Into Our Lives 3:30-4:15pm	30 Click to add text	1 December Click to add text	2 Click to add text	3/4 Click to add text
5 Click to add text	6 Click to add text	7 Click to add text	8 Click to add text	9 Click to add text	10/11 Click to add text

areas of focus

IMPROVE MEMBER ENGAGEMENT

- Survey
 - To identify member interests, access to wellness facilities, and pain points.
 - Learn what programs have been offered, what had the largest impact.
- Look to the future
 - Establish measurements and implement best practices
- Hear from the Board Members



thank you