

**HMO Minnesota dba Blue Plus**

Minnesota Supplement Report #1A

**REALLOCATION OF EXPENSES AND INVESTMENT INCOME**

For the Year Ending December 31, 2019

Public Information, Minnesota Statutes § 62D.08

For Dental: Please use "Explanations" tab to clarify any overlap reporting of Dental in other columns.

Line	Direct Non-Claim Expenses	1		2		3		4		5		6		7		8		9		10		11		12		13		14		15		16		17	
		Total	Non MN products	Total MN products	Commercial	Medicare Advantage	Medicare Cost	Medicare Supplement	Medicare Part D	MSHO	SNBC MA only	SNBC Integrated	PMAP	MSC+	MNCare	Dental	Other	Admin Services																	
1	Employee benefit expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
2	Sales expenses	2,346,853	-	2,346,853	2,346,673	-	-	-	-	-	-	180	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
3	General business/office expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
4	State premium taxes and assessments	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
5	Consulting and professional fees	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
6	Outsourced services	40,353,533	-	40,353,533	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
7	Other expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
8	<b>Total Direct Expenses</b>	<b>42,700,386</b>	<b>-</b>	<b>42,700,386</b>	<b>2,346,673</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>180</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	

Line	Reallocated Indirect Non-Claim Expenses	1		2		3		4		5		6		7		8		9		10		11		12		13		14		15		16		17	
		Total	Non MN products	Total MN products	Commercial	Medicare Advantage	Medicare Cost	Medicare Supplement	Medicare Part D	MSHO	SNBC MA only	SNBC Integrated	PMAP	MSC+	MNCare	Dental	Other	Admin Services																	
9	Employee benefit expenses	22,568,444	-	22,568,444	4,708,480	-	-	-	-	-	-	2,378	-	3,538,790	-	-	-	-	-	-	-	-	-	12,494,637	422,142	1,402,016	-	-	-	-	-	-	-		
10	Sales expenses	876,383	-	876,383	564,090	-	-	-	-	-	-	1,175	-	21,014	-	-	-	-	-	-	-	-	-	261,907	3,821	24,378	-	-	-	-	-	-	-	-	
11	General business/office expense	7,785,061	-	7,785,061	1,401,139	-	-	-	-	-	-	793	-	777,091	-	-	-	-	-	-	-	-	-	5,014,722	100,460	490,857	-	-	-	-	-	-	-	-	
12	State premium taxes and assessments	39,449,587	-	39,449,587	7,083,357	-	-	-	-	-	-	1,649	-	2,501,132	-	-	-	-	-	-	-	-	-	26,142,845	997,593	2,723,011	-	-	-	-	-	-	-		
13	Consulting and professional fees	9,235,026	-	9,235,026	747,821	-	-	-	-	-	-	528	-	1,711,030	-	-	-	-	-	-	-	-	-	5,712,255	551,315	512,077	-	-	-	-	-	-	-		
14	Outsourced services	4,745,138	-	4,745,138	1,776,839	-	-	-	-	-	-	713	-	583,430	-	-	-	-	-	-	-	-	-	2,165,644	10,352	208,161	-	-	-	-	-	-	-		
15	Other expenses	32,669,713	-	32,669,713	260,893	-	-	-	-	-	-	56	-	3,769,992	-	-	-	-	-	-	-	-	-	15,589,661	1,273,262	6,775,850	-	-	-	-	-	-	5,000,000		
16	<b>Total Indirect Expenses</b>	<b>117,329,352</b>	<b>-</b>	<b>117,329,352</b>	<b>16,542,618</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>7,293</b>	<b>-</b>	<b>12,902,478</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>67,381,670</b>	<b>3,358,944</b>	<b>12,136,348</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5,000,000</b>		

Line	Direct plus Indirect Non-Claim Expenses	1		2		3		4		5		6		7		8		9		10		11		12		13		14		15		16		17	
		NAIC Total	Non MN products	Total MN products	Commercial	Medicare Advantage	Medicare Cost	Medicare Supplement	Medicare Part D	MSHO	SNBC MA only	SNBC Integrated	PMAP	MSC+	MNCare	Dental	Other	Admin Services																	
17	Employee benefit expenses	22,568,444	-	22,568,444	4,708,480	-	-	-	-	-	-	2,378	-	3,538,790	-	-	-	-	-	-	-	-	-	12,494,637	422,142	1,402,016	-	-	-	-	-	-	-		
18	Sales expenses	3,223,236	-	3,223,236	2,910,763	-	-	-	-	-	-	1,355	-	21,014	-	-	-	-	-	-	-	-	-	261,907	3,821	24,378	-	-	-	-	-	-	-	-	
19	General business/office expense	7,785,061	-	7,785,061	1,401,139	-	-	-	-	-	-	793	-	777,091	-	-	-	-	-	-	-	-	-	5,014,722	100,460	490,857	-	-	-	-	-	-	-	-	
20	State premium taxes and assessments	39,449,587	-	39,449,587	7,083,357	-	-	-	-	-	-	1,649	-	2,501,132	-	-	-	-	-	-	-	-	-	26,142,845	997,593	2,723,011	-	-	-	-	-	-	-	-	
21	Consulting and professional fees	9,235,026	-	9,235,026	747,821	-	-	-	-	-	-	528	-	1,711,030	-	-	-	-	-	-	-	-	-	5,712,255	551,315	512,077	-	-	-	-	-	-	-	-	
22	Outsourced services	45,098,671	-	45,098,671	1,776,839	-	-	-	-	-	-	713	-	3,623,969	-	-	-	-	-	-	-	-	-	34,900,974	1,124,054	3,672,121	-	-	-	-	-	-	-	-	
23	Other expenses	32,669,713	-	32,669,713	260,893	-	-	-	-	-	-	56	-	3,769,992	-	-	-	-	-	-	-	-	-	15,589,661	1,273,262	6,775,850	-	-	-	-	-	-	-	5,000,000	
24	<b>Total Non-Claim Expenses = Sum of Lines 17 to 23</b>	<b>160,029,738</b>	<b>-</b>	<b>160,029,738</b>	<b>18,889,291</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>7,473</b>	<b>-</b>	<b>15,943,018</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>100,117,000</b>	<b>4,472,646</b>	<b>15,600,309</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5,000,000</b>		
25	Claims Adjustment Expenses	111,794,307	-	111,794,307	12,306,420	-	-	-	-	-	-	6,865	-	6,959,869	-	-	-	-	-	-	-	-	-	83,141,504	1,966,033	7,413,616	-	-	-	-	-	-	-	-	
26	Revenues (Supp Report #1, Line 8)	2,315,678,055	-	2,315,678,055	171,453,297	135,721	-	-	-	-	-	100,061	-	327,777,705	-	-	-	-	-	-	-	-	-	1,589,395,554	60,654,309	166,161,409	-	-	-	-	-	-	-	-	
27	Incurred Claims (Supp Report #1, Line 18 + Line 22)	2,061,365,261	-	2,061,365,261	156,524,714	(12)	-	-	-	-	-	63,909	-	291,876,002	-	-	-	-	-	-	-	-	-	1,415,386,614	57,622,891	139,891,143	-	-	-	-	-	-	-	-	
28	Net Investment Gain/(Loss) (Allocated)	26,092,995	-	26,092,995	8,434,692	-	-	-	-	-	-	1,479,117	-	15,589,558	-	-	-	-	-	-	-	-	-	165,937	423,691	-	-	-	-	-	-	-	-	-	
29	Aggregate Write Ins for Other Income or (Expenses)	(1,462,282)	-	(1,462,282)	(472,690)	-	-	-	-	-	-	(82,891)	-	(873,657)	-	-	-	-	-	-	-	-	-	(9,299)	(23,744)	-	-	-	-	-	-	-	-	-	
30	Federal and Foreign Income Taxes Incurred	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
31	<b>Net Income = Lines 26+28+29-24-25-27-30</b>	<b>7,119,462</b>	<b>-</b>	<b>7,119,462</b>	<b>(8,305,127)</b>	<b>135,733</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,418,039</b>	<b>-</b>	<b>27,714,717</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(9,249,565)</b>	<b>(3,250,624)</b>	<b>3,656,289</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(5,000,000)</b>		