

Line	Direct plus Indirect Non-Claim Expenses	3		4	5	6	7	8	9	10	11	12	13	14	15	16	17
		1	2	Total MN products	Commercial	Medicare Advantage	Medicare Cost	Medicare Supplement	Medicare Part D	MSHO	SNBC MA only	SNBC Integrated	PMAP	MSC+	MNCare	Dental	Other
17	Employee benefit expenses	7,119,962	-	7,119,962						859,945		6,027,673		232,344			
18	Sales expenses	466,356	-	466,356						56,326		394,812		15,218			
19	General business/office expense	1,296,390	-	1,296,390						156,577		1,097,508		42,305			
20	State premium taxes and assessments	7,165,582	-	7,165,582						872,360		6,057,524		235,698			
21	Consulting and professional fees	1,412,020	-	1,412,020						162,198		1,196,258		53,564			
22	Outsourced services	2,675,740	-	2,675,740						323,174		2,265,249		87,317			
23	Other expenses	52,111	-	52,111						12,300		38,333		1,478			
24	Total Non-Claim Expenses = Sum of Lines 17 to 23	20,188,161	-	20,188,161						2,442,880		17,077,357		667,924			
25	Claims Adjustment Expenses	19,399,566		19,399,566						1,646,572		16,763,718		989,276			
26	Revenues (Supp Report #1, Line 8)	444,349,536		444,349,536						54,274,854		375,561,931		14,512,751			
27	Incurred Claims (Supp Report #1, Line 18 + Line 22)	381,387,202		381,387,202						46,463,504		322,239,490		12,684,208			
28	Net Investment Gain/(Loss) (Allocated)	(5,564,858)		(5,564,858)						(677,483)		(4,704,330)		(183,045)			
29	Aggregate Write Ins for Other Income or (Expenses)	-		-													
30	Federal and Foreign Income Taxes Incurred	-		-													
31	Net Income = Lines 26+28+29-24-25-27-30	17,809,749	-	17,809,749						3,044,415		14,777,036		(11,702)			

Please use the space below to explain any discrepancies between what is reported in Supplement Report #1 and Su

Supplement Report #1a

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These categorized administrative expenses should roll up into the general administrative expenses reported on line 21 on Minnesota Supplement Report #1, as well as the underwriting and investment exhibit part 3 – analysis of expenses, of the NAIC health blank. The categories are broken down as follows:

Employee benefit expenses: salaries, wages and benefits

Sales expenses: commissions, marketing and advertising; cost of sales-related materials, postage, telephone and printing materials

General business and office type expenses: rent; non-sales related postage, express and telephone; non-sales related printing and office supplies; taxes (excluding state premium taxes and assessments), licenses and fees; traveling expenses; insurance, except on real estate; collection and bank service charges; group service and administration fees; real estate expenses; real estate taxes; equipment; occupancy, depreciation and amortization; cost of depreciation of ECP equipment and software

State premium taxes and assessments

Consulting and professional fees: legal fees and expenses; certifications and accreditation fees; auditing, actuarial and other consulting fees; board, bureaus and association fees

Outsourced services: ECP; claims and other services

Other expenses: investment expenses not included elsewhere; aggregate write-ins for expenses; reimbursements by uninsured plans; reimbursements from fiscal intermediaries.

Indirect expenses must be allocated by dollars of premium income, or premium-equivalent for ASO business.

Investment gain must be allocated by the prior five years of net income.