



Access Health CT – Board of Directors

May 19, 2022

Board Agenda

- A. Call to Order and Introductions
- B. Public Comment
- C. Vote
 - *Review and Approval of Minutes*
- D. CEO Report
- E. Finance Update
 - *FY 2023 – Proposed Operating Budget (Votes)*
- F. Broker Academy – In Depth Report
- G. Covered CT Marketing and Outreach
- H. ACA Policy / Legal Update
- I. Future Agenda Items
- J. Adjournment

Public Comment

Vote

Review and Approval of Minutes

CEO Report

James Michel

Finance Update

Fiscal Year 2022 Projected Reserve Balance

Fiscal Year 2023 Proposed Budget

Grants and Projects Updates

FY 2022 Projected Reserve Fund Balance

AHCT fiscal 2022 year-end reserve is projected at \$20.8 million

| | <u>Amount</u> | Months of Operating Funding |
|--|-----------------------------|--|
| <u>Audited Reserve As of June 30, 2021</u> | <u>23,946,990</u> | 8.2 |
| Subtract: Reserve Funded Projects (approved in FY2019) | (504,000) | |
| Subtract: American Rescue Plan Act (ARPA) Costs | (769,372) | |
| Subtract: FY2021 Carryover | (1,045,186) | |
| Subtract: Covered Connecticut | (643,209) | |
| Add: Grant Reimbursement for ARPA | 307,393 | |
| Subtract: FY2022 APCD Cost | (440,120) | |
| Projection at June 30, 2022 | <u>\$ 20,852,496</u> | 7.1 |

Fiscal Year 2023 Proposed Budget

Focused on 3 Strategic Initiatives

IT Investment | Cybersecurity | Health Disparities

To Support our Mission:

To increase the number of insured residents, improve health care quality, lower costs and reduce health disparities through an innovative, competitive marketplace that empowers consumers to choose the health plan and provider that give them the best value.

FY 2023 Proposed Budget Summary

| | FY 2022 Final Adjusted Budget | FY 2023 Proposed Budget | YoY Change |
|-----------------|--|------------------------------------|-------------------|
| AHCT | \$ 33,121,511 | \$ 34,360,028 | \$ 1,238,517 |
| DSS Shared Cost | 21,174,273 | 20,486,273 | (688,000) |
| Total | \$ 54,295,784 | \$ 54,846,301 | \$ 550,517 |

FY 2023 Proposed Budget

| | FY 2022 Final Adjusted Budget | FY 2023 Proposed Budget | YoY Change | |
|------------------------------------|-------------------------------------|-------------------------------|---------------------|--|
| Revenue | | | | |
| Grants | \$ 558,334 | \$ 266,000 | \$ (292,334) | Center for Medicare & Medicaid Services (CMS) Grant |
| Reserve Funding | 1,083,329 | 1,200,000 | 116,671 | Fund new system enhancements |
| Investment Income | 15,059 | 24,892 | 9,833 | |
| Marketplace Assessments | 31,464,789 | 32,869,136 | 1,404,347 | Represents proposed new assesment rate beginning in January 2023 |
| Total Revenue | \$ 33,121,511 | \$ 34,360,028 | \$ 1,238,517 | |
| Budgeted Expenses | | | | |
| Salaries | \$ 7,893,046 | \$ 8,366,342 | \$ 473,296 | Hired employees instead of contracting and budgeted salary increases |
| Fringe Benefits | 3,114,160 | 3,469,582 | 355,422 | 6% increase in Medical Insurance plus other benefits increases |
| Temporary Staffing | 475,260 | 397,855 | (77,405) | |
| Contractual | 13,744,087 | 13,028,643 | (715,444) | Covered CT work completed and contractual work converted to staff. |
| Equipment and Maintenance | 3,863,582 | 4,009,318 | 145,736 | Increase in maintenance costs |
| IT Enhancements | 2,845,045 | 3,835,174 | 990,129 | New system enhancements |
| Supplies | 12,153 | 15,349 | 3,196 | |
| Travel | 36,949 | 74,000 | 37,051 | |
| Other Administrative | 1,137,229 | 1,163,765 | 26,536 | |
| Total Operating Expenses | \$ 33,121,511 | \$ 34,360,028 | \$ 1,238,517 | |
| Costs Shared with DSS | \$ 21,174,273 | \$ 20,486,273 | \$ (688,000) | |
| AHCT and DSS Total Expenses | \$ 54,295,784 | \$ 54,846,301 | \$ 550,517 | |

FY 2023 Proposed Budget – Shared Cost with Department of Social Services (DSS)

| Budget Category | DSS SHARED COST BUDGET | | |
|-----------------------------------|-------------------------------|-------------------------|-----------------------|
| | FY 2022 Final Adjusted Budget | FY 2023 Proposed Budget | Variance |
| Temporary Staffing | \$862,645 | \$862,645 | - |
| IT Maintenance & Development | 4,297,187 | 4,297,187 | - |
| Operations | 15,056,349 | 15,056,349 | - |
| DSS (100%) | 270,091 | 270,091 | - |
| Total - State General Fund | \$20,486,273 | \$20,486,273 | \$ - |
| Total - Federally Funded | \$688,000 | \$0 | \$ (688,000) |
| Total - DSS Shared Budget | \$21,174,273 | \$20,486,273 | \$ (688,000) |
| Capital Improvements (86%) | \$3,096,000 | \$1,376,000 | \$ (1,720,000) |

Votes:

FY 2023 Operating Budget

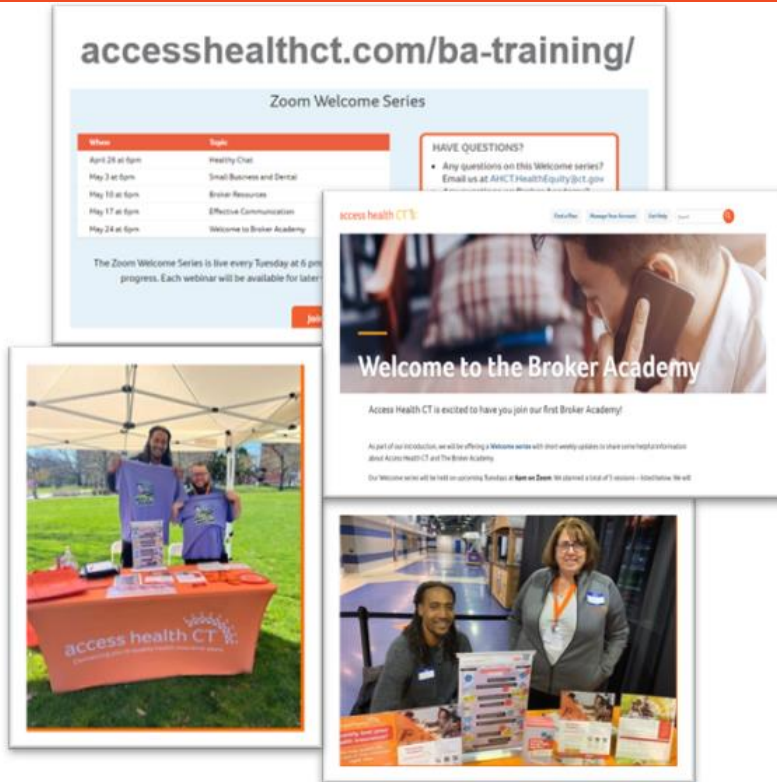
To transfer funds from the Reserves

Broker Academy

In-Depth Report

Broker Academy Updates

- Phase 1
 - Program outreach
 - Grant Application
 - Candidate Interviews
 - Pre-Training activities
- Phase 2
 - Training
 - Mentorship



Phase 1

- **Recruitment Team:**
 - January through May
 - Marketing Communications:
 - Community partners
 - Brokers
 - Newly admitted students
 - Outreach included:
 - In-Person Events: 23
 - Material Drops: 97
 - Virtual Presentations: 56
- **Grant Applications**
 - Received:
 - Connecticut Health Foundation January 2022
 - Pending award decisions:
 - Connecticut Health Foundation
 - Fairfield County Community Foundation
 - Career Connect



Application Team

- Interviews started in April
- **100 Admitted Students**
 - 60% Greater Hartford County
 - 31% Greater New Haven County
 - 7% Greater Fairfield County
- **171 Applicants**
- **140 Interviews**
- **110 Acceptance letters (including the waitlist students)**



Pre-Training Team

- Started planning in March
- Ongoing student engagement:
 - Weekly info sessions
 - Surveys
 - Welcome video
 - Recorded presentations
- IT Support
 - Refurbished laptops



| When | Topic |
|-----------------|---------------------------|
| April 26 at 6pm | Healthy Chat |
| May 3 at 6pm | Small Business and Dental |
| May 10 at 6pm | Broker Resources |
| May 17 at 6pm | Effective Communication |
| May 24 at 6pm | Welcome to Broker Academy |

Phase 2

- **Training Team**

- In-person classes June 1st-3rd
- Kaplan Financial Education(Connecticut Insurance Department approved program)
- 3 day in person class at Capital, Gateway and Housatonic Community College
- Each student receives a refurbished laptop

- **Mentorship Team**

- August through October
- Broker recruitment



Covered Connecticut Program Update

Marketing & Outreach

Covered Connecticut: Phase II



Eligibility Requirements

Parents/caretaker relatives: ineligible for Medicaid by virtue of income, specifically over 160% up to and including 175% of the Federal Poverty Level (FPL)

CT residents without children: ineligible for Medicaid by virtue of income, specifically over 138% up to and including 175% of the Federal Poverty Level (FPL)



Dental



Non-Emergency Medical Transportation

Covered Connecticut Marketing



Planning for Phase II, Beginning July 1

- ✓ **Townhall meetings**
- ✓ **Press Release/Participation in Press Conferences**
- ✓ **Direct Mail Campaign**
- ✓ **Email Campaigns (Acquisition & Renewals)**
- ✓ **SMS Campaign (text)**
- ✓ **Updated One Pager/Outreach Events**
- ✓ **Social Media Paid & Organic**
- ✓ **Updates to Blog & Digital Q&A Content**
- ✓ **Updated Toolkit**
- ✓ **Updated Website Content**
- ✓ **Outreach**

Covered Connecticut Outreach



Events

Outreach Tour
Regional Planning meetings (CAC's and Brokers)
Enrollment fairs
Engagement with carriers



Healthy Chats

To consumers and community partners
Covering general info, plan options, ARPA and Covered CT



Training

CAC training available to organizations
Offered throughout the year (must certify every year)



Covered Connecticut Program

- As of July 1, 2021, some eligible Connecticut caretakers may pay \$0 for their healthcare coverage through Access Health CT, thanks to the new Covered Connecticut Program created by the State of Connecticut.
- Parents/caretakers and their tax dependents must meet certain eligibility requirements to participate in the Covered Connecticut Program.
- Many eligible consumers have already been notified about how they will benefit from Covered Connecticut, and potentially eligible consumers will also be notified.
- There is more information available on the Covered Connecticut Program details.



ACA Policy / Legal Update

ACA Policy/Legal Update

- **New Special Enrollment Period for Income \leq 150% of FPL**
- **Planning for End of Public Health Emergency**
- **President Biden's Executive Order to Continue Coverage Gains**
- **Proposed Rule to fix the "Family Glitch"**
- **Final Notice of Benefit and Payment Parameters PY 2023**
- **Continued Advocacy for Extension of ARPA Subsidies**
- **State Legislative Update**

Future Agenda Items

Adjournment