

Legislative Finance Committee Santa Fe, New Mexico September 30, 2020

RICHARD VALERIO EXECUTIVE DIRECTOR

PATRICK SANDOVAL DEPUTY DIRECTOR



ABOUT NMPSIA

The New Mexico Public Schools Insurance Authority (NMPSIA) was created by the NM Legislature in 1986 to serve as a purchasing agency for public school districts, post-secondary educational entities and charter schools. Through NMPSIA, member schools are afforded the opportunity to offer quality employee benefit and risk coverages.

Purpose of act. 22-29-2.

The purpose of the Public School Insurance Authority Act is to provide comprehensive core insurance programs, including reimbursement coverage for the costs of providing due process to students with disabilities, for all participating public schools, school board members, school board retirees and public school employees and retirees by expanding the pool of subscribers to maximize cost containment opportunities for required insurance coverage.

Authority created. 22-29-4

There is created the "public school insurance authority", which is established to provide for group health insurance, other risk-related coverage and due process reimbursement with the exception of the mandatory coverage provided by the risk management division on the effective date of the Public School Insurance Authority Act.



NMPSIA Today

- School Districts
 - 88 Mandatory (Excludes APS)
- Charter Schools
 - 96 Mandatory
- 27 Educational Entities
 - 27 (Optional)
- Average Monthly Membership
 - 47,672 Employees and Dependents



- Staff
 - 11 FTE

Board of Directors

- 11 Board Members
 - Governor Appointees
 - · Alfred Park, President
 - Denise Balderas
 - · Sammy J. Quintana
 - New Mexico Association of School Business Officials
 - Chris Parrino, Vice President
 - Public Education Commission
 - Trish Ruiz, Secretary
 - NEA-NM
 - Bethany Jarrell
 - David Martinez, Jr.
 - AFT-NM
 - Tim Crone
 - Superintendents' Association
 - Ricky Williams
 - Educational Entities at Large
 - Vacant
 - School Boards Association
 - · Pauline Jaramillo



FY2022 Appropriation Request

Fund	FY20 Actuals	FY21 Operating Budget	FY	22 Appropriation Request	Percentage Difference FY21/FY22
Benefits	\$ 306,854,316	\$ 330,041,300	\$	363,952,533	10.27%
Risk	\$ 90,571,784	\$ 83,071,000	\$	92,722,998	11.62%
Program Support	\$ 1,152,475	\$ 1,401,000	\$	1,401,000	0.00%
Agency Total	\$ 398,578,575	\$ 414,513,300	\$	458,076,531	10.51%

- NMPSIA's revenues are derived from other state funds.
- Employer funding for premiums is disbursed from the general fund through the state equalization guarantee appropriation to schools. Schools then pay insurance premiums to NMPSIA.
- For FY22, the impact to Public School Support is \$19.3 million to fund the employer share of premium increases.
 - The increase consists of:
 - \$13.8 million for Employee Benefits Premiums (average 63% employer contribution)
 - \$5.5 million for Risk Premiums
 - APS will receive 1/3 of the total appropriation increase due to the mechanism of the funding formula. This reduces the amount of any additional funding to NMPSIA participating schools.



Employee Benefits & Wellness & Well-Being Program

NMPSIA offers the following benefits:

Self Insured Medical Options







Self-insured Prescription Drug Coverage Self-insured High & Low Option Dental Plans Fully insured Vision Plan





DavisVision



- Includes discounts for Lasik and hearing aids
- Supports student vision program for children enrolled in school eye exams and eye glasses at no charge https://nmpsia.com/DV.html

Fully insured Life & Disability Plan



Customer Service

- Claim Issues
- **Benefit Inquires**
- **Appeals**

Robust Wellness & Well-Being Program

- Recently implemented Fitness Pass Program (discounted gym membership)
- Assistance with Wellness & Well-Being Strategic Plan





Assistance and support for scheduling health and wellness events and onsite activities

Benefits Administration Training - NMPSIA 101



- Support with enrollment, billing and payment
- COBRA administration

NMPSIA offers a Program Guide & Medical Plan Side-By-Side Comparison to keep all members informed.

Visit https://nmpsia.com to access all information



Medical Claims Summary

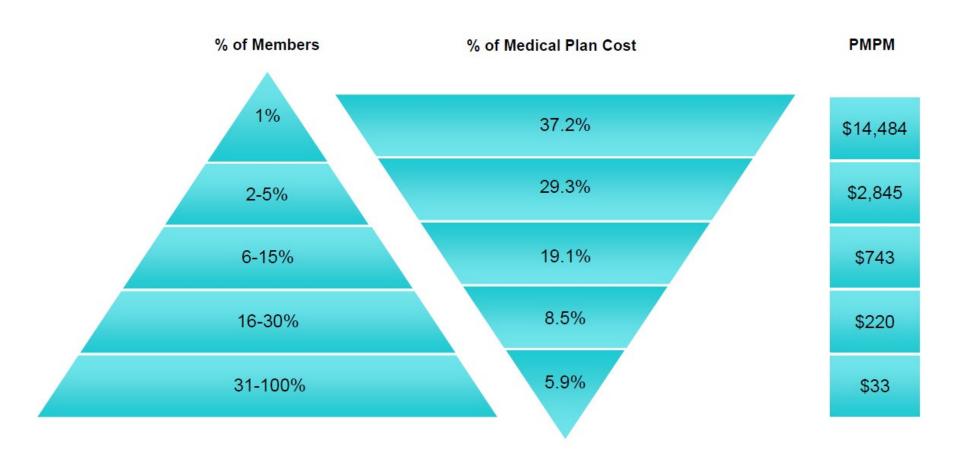
Current: Jan 2019 – Dec 2019 Prior: Jan 2018 – Dec 2018

	Curi	rent Period		P			
Place of Service	Total Paid Amount	Total Paid PMPM	% of Total	Total Paid Amount	Total Paid PMPM	% of Total	% Change in PMPM
Outpatient Hospital ¹	102,013,136	\$178.32	31.5%	91,983,603	\$161.79	31.5%	10.2%
Inpatient Hospital	62,998,116	\$110.12	19.5%	57,378,679	\$100.92	19.7%	9.1%
Professional	45,537,379	\$79.60	14.1%	42,603,902	\$74.93	14.6%	6.2%
Emergency Room	15,574,000	\$27.22	4.8%	13,638,175	\$23.99	4.7%	13.5%
Urgent Care	985,364	\$1.72	0.3%	897,795	\$1.58	0.2%	9.1%
Drugs (Medical Benefit)	22,562,630	\$39.44	7.0%	20,271,305	\$35.65	6.9%	10.6%
All Others ²	10,803,838	\$18.89	3.3%	10,297,656	\$18.11	3.5%	4.3%
Total Medical	260,474,463	\$455.32	80.5%	237,071,116	\$416.97	81.3%	9.2%
Total Rx ³	62,937,559	\$110.02	19.5%	54,690,829	\$96.19	18.7%	14.4%
Total Paid	323,412,022	\$565.34	100.0%	291,761,944	\$513.17	100.0%	10.2%
Member Paid	47,340,628	\$82.75	14.6%	44,088,931	\$77.55	15.1%	6.7%
Plan Paid	276,071,395	\$482.58	85.4%	247,673,013	\$435.62	84.9%	10.8%

- Approximately 85% of NMPSIA members reside in rural communities outside of Albuquerque (lesser provider and hospital competition; higher costs to recruit and retain healthcare professionals). Providers attempt to make up for lower Medicare and Medicaid reimbursement rates.
- Medical and pharmacy trends are not favorable; driven by both cost and utilization. Per member per month increases are utilization and price driven. Large claim experience is more severe in 2019.
- Inpatient days per 1,000 decreased, however, the average inpatient day cost went up. Similarly ER
 utilization is moderate, but the cost per visit increased.
- Costs for oncology treatments including pharmaceuticals for chemotherapy and side-effects are among the key cost drivers.



Distribution of Plan Paid Claims





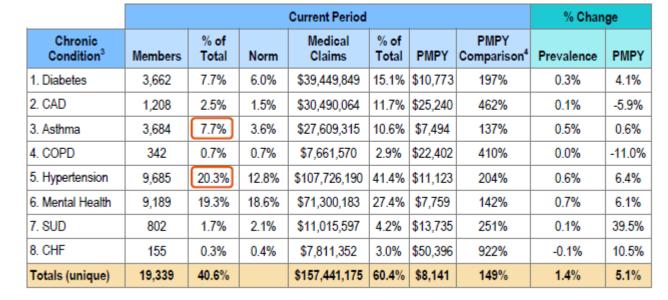
Major Conditions Prevalence and Cost

Current: Jan 2019 – Dec 2019 Prior: Jan 2018 – Dec 2018









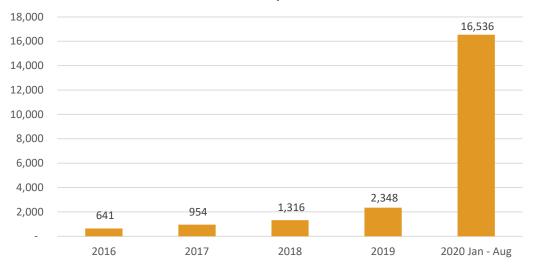
- Disease management and care management programs available through all medical carriers at no additional cost to the member.
- Diabetes management, blood pressure management and weight management programs recently implemented through Livongo at no cost to the member.
 - Bluetooth and cellular connected blood sugar meters, blood pressure monitors, and connected scales issued to participating members.
 - Unlimited strips and lancets for diabetics.
 - One-on-one coaching, real-time tips, and community support via mobile application.
- Pulmonary remote monitoring program implemented through Express Scripts.
 - Bluetooth connected inhalers prescribed to participating members to track and monitor inhaler usage.
 - Access to private and personalized clinical consultations.



Telemedicine Visits

NMPSIA's telemedicine (virtual visit) programs offers members access to care for non-emergency medical
and behavioral health needs 24 hours a day/7 days a week at no cost to the member with a savings to the
plan.

Telehealth Visits by Calendar Year



Average Cost per Visit						
Telemedicine	\$66					
Office Visit	\$106					
Urgent Care	\$157					
Emergency Room	\$1,679					



Prescription Drug Expense Summary

Current: Jan 2019 – Dec 2019 Prior: Jan 2018 – Dec 2018

	Non-Specialty		Specialty		Total		
Category	Current Period	Change	Current Period	Change	Current Period	Prior Period	Change
Total Cost ¹	\$42,196,763	26.1%	\$20,740,796	-2.3%	\$62,937,559	\$54,690,829	15.1%
% of Total Costs	67.0%	9.6%	33.0%	-15.1%			
Total Scripts	610,518	9.0%	8,391	11.6%	618,909	567,386	9.1%
% of Total Scripts	98.6%	0.0%	1.4%	2.3%			
Avg Cost PMPM	\$73.76	25.3%	\$36.26	-2.9%	\$110.02	\$96.19	14.4%
Avg Cost Per Rx	\$69.12	15.6%	\$2,472	-12.4%	\$101.69	\$96.39	5.5%
Number of Scripts PMPM	1.07	8.4%	0.01	10.9%	1.08	1.00	8.4%
Generic Dispensing Rate	86.9%	0.1%	64.7%	4.6%	86.6%	86.5%	0.1%
Member Cost %	13.7%	-10.3%	17.1%	9.4%	14.8%	15.4%	-3.9%

- Total prescription drug cost increased 15.1% due to a large increase in non-specialty drug cost and utilization.
- The generic dispensing rate increased 0.1% and is now 86.6%.
- Specialty drugs account for 33.0% of total drug costs (down from 37% in 2018). However, the utilization of these higher cost drugs contributes to higher pharmacy cost trend.
- Member cost share decreased 0.6 percentage points. This decrease is a result of the increase in non-specialty drug average cost per Rx.



Prescription Drug Expense Summary

Current: Jan 2019 – Dec 2019 Prior: Jan 2018 – Dec 2018

			Current Period			Prior Period			% Change					
Rank	Top 10 Indications		Rank/ ement	Total Scripts ¹	Total Cost ²	Generic Fill Rate	PMPM	Total Scripts ¹	Total Cost ²	Generic Fill Rate	РМРМ	Total Scripts*	Total Cost/Rx ²	PMPM
1	Diabetes	1	-	44,648	\$13,354,954	55.6%	\$23.35	40,198	\$11,173,163	57.8%	\$19.65	11.1%	7.6%	18.8%
2	Autoimmune Disease	2	-	2,623	\$11,572,136	35.8%	\$20.23	2,167	\$9,155,395	33.9%	\$16.10	21.0%	4.4%	25.6%
3	Oncology	3	-	3,431	\$4,392,254	89.3%	\$7.68	3,018	\$3,385,442	91.2%	\$5.95	13.7%	14.1%	28.9%
4	Multiple Sclerosis	4	-	313	\$3,140,876	22.4%	\$5.49	333	\$3,025,729	12.0%	\$5.32	-6.0%	10.4%	3.2%
5	Asthma/COPD	5	-	25,297	\$3,009,996	48.3%	\$5.26	22,601	\$2,643,930	45.5%	\$4.65	11.9%	1.7%	13.1%
6	Viral Infections/HIV AIDS	8	^ 2	636	\$1,742,699	5.2%	\$3.05	441	\$1,151,108	7.3%	\$2.02	44.2%	5.0%	50.5%
7	Psoriasis	6	▼ -1	337	\$1,516,154	42.1%	\$2.65	331	\$1,282,516	48.3%	\$2.26	1.8%	16.1%	17.5%
8	Skin Disorders	10	<u>^</u> 2	8,853	\$1,491,421	94.8%	\$2.61	8,275	\$1,107,717	95.1%	\$1.95	7.0%	25.8%	33.8%
9	Blood Disorders	15	^ 6	5,803	\$1,329,846	65.9%	\$2.32	5,012	\$931,969	71.4%	\$1.64	15.8%	23.2%	41.8%
10	Anti-Infectives	11	▲ 1	44,234	\$1,187,352	99.6%	\$2.08	42,995	\$1,049,675	99.7%	\$1.85	2.9%	9.9%	12.4%
	Total Top 10			136,175	\$42,737,688	71.6%	\$74.71	125,371	\$34,906,645	73.0%	\$61.40	8.6%	12.7%	21.7%

- Diabetes is the leading disease indication with a lofty PMPM of \$23.35. The high drug cost for the average diabetic is another reason to manage this chronic population aggressively. In addition, reminding members to utilize generic options as much as possible can mitigate cost trend.
- Autoimmune disease is the second leading indication due to the high cost of Humira and Enbrel.
- Viral Infections/HIV AIDS is increasing in rank and driving up the specialty cost per script and proportion of total spend. Increased use is driving this PMPM increase.
- Asthma/COPD is still ranked fifth; higher than average prevalence of asthma is the reason this disease indication is ranked so high.
- Top five conditions are consistent with Viral Infections/HIV AIDS and other rare disorders driving the shift in the remaining top drug costs.



Annual Rx Clinical Savings

Utilization Management	Plan Cost Savings	Plan Cost Savings PMPM	Program Description
Prior Authorization	\$2,023,191	\$3.58	A review of the indication and other pertinent information is performed to confirm that products are covered only when clinical criteria are met.
Drug Quantity Management	\$1,435,748	\$2.54	Review claims and allow FDA approved quantities
Step Therapy/PSM	\$1,999,052	\$3.54	Promote lower cost first line agents before more expensive brand name products.

Total Plan Cost Savings \$5,457,991 or \$9.65 PMPM

Reporting Period: 07/01/2019 - 6/30/2020



SafeGuardRx Program Savings

Program	2019 SafeGuardRx Financial Guarantees ¹	Drug Cost Avoidance ²	Medical Cos Avoidance ³		ent Roboto Volu	Iniai vaille
Hepatitis Cure Value	\$13,955	\$65,733	\$O	\$0	\$0	\$79,688
Inflammatory Condition Care Value	\$74,000	\$801,114	\$0	\$572,30	5 \$3,826,01	\$5,273,431
Multiple Sclerosis Care Value Program	\$7,500	\$98,603	\$0	\$92,556	\$258,000	\$456,659
Oncology Care Value	\$34,799	\$31,618	N/A	\$441,72	4 \$223,063	\$731,203
Rare Conditions Care Value	\$132	\$297	N/A	N/A	\$118,250	\$118,679
Program	2019 SafeGuardF Financial Guarantees ¹	Rx Drug Avoida	_	Preferred twork Savings	Total Accrued Rebate Value	Total Value
Cholesterol Care Value	\$43,132	\$39,:	152	N/A	\$0	\$82,284
Diabetes Care Value	\$0	\$(0	\$0	\$0	\$0
Market Events Protection Program	N/A	\$116	,455	N/A	N/A	\$116,455
Migraine Care Value	\$4,084	\$52,	986	N/A	\$0	\$57,070
Pulmonary Care Value	\$0	\$()	\$0	\$0	\$0
Grand Total Savings						\$6,915,470



Coronavirus Disease 2019

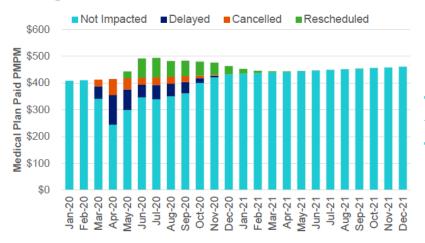
- In response to Governor Michelle Lujan Grisham's March 11 declaration of a public health emergency, Superintendent of Insurance Russell Toal issued an emergency rule prohibiting health insurers from imposing cost sharing, including copays, coinsurance and deductibles, for testing and health care services related to COVID-19. The rule also covers pneumonia, influenza, or any disease or condition that is the subject of a public health emergency.
 - Emergency rule does not apply to self-insured governmental insurance pools.
 - NMPSIA and the Interagency Benefits Advisory Committee (NM Retiree Healthcare Authority, General Services, Albuquerque Public Schools) opted in to cover the cost of testing and treatment for COVID-19 at no cost-sharing to the member.

NMPSIA COVID-19	Total
Test Completed	4,591
Positive Test	413
Test Cost	\$ 436,604
Patients Treated	2,438
Treatment Cost	\$ 1,284,789
Total Cost Through 8/31/2020	\$ 1,721,393



Coronavirus Disease 2019

Savings — Reduced Utilization of Non-Essential Care 1

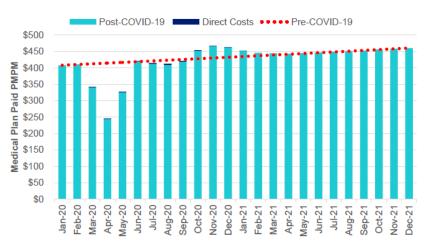


% of Medical Expenses Impacted in CY2020¹

	1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter
Delayed	3.8%	18.8%	11.3%	1.9%
Cancelled	2.0%	10.0%	6.0%	1.0%

Overall Plan Impact Estimate for H2 FY20 (Jan-Jun 2020) and FY21

Projected Medical Expenses Pre- and Post- COVID-19



\$14,963,000 reduction in medical expenses during H2 FY20

\$5,175,000 increase in medical expenses in FY21



Premium Rate Increases Employee Benefits Fund

Plan Year	Rate Increase
2014-2015	Medical 1.5% Dental 0.0%
2015-2016	Medical 4.0% Dental 0.0%
2016-2017	Medical High Option 8.30% Medical Low Option 7.15% Dental 0.0%
2017-2018	Medical High Option/HMO 3.98% Medical Low Option 1.82% Dental 0.0%
2018-2019	Medical High Option/EPO 4.0% Medical Low Option -0.7% Dental 0.0%
2019-2020	Medical High Option/EPO 5.9% Medical Low Option 3.1% Dental 5.0%
2020-2021	Medical High Option/EPO 6.0% Medical Low Option 2.1%
2021-2022	Medical Blended 9.3% (Anticipated)



FY21 Premium Changes Effective 10/1/2020 and Impact on Monthly Employee Contributions

Rate Increase

High/EPO 6.0%
Options Increase

Low 2.1%
Options Increase

		Salary less than \$15,000	Salary \$15,000 to \$19,999	Salary \$20,000 to \$24,999	Salary \$25,000 and over
BCBSNM	Single	\$10.84	\$13.00	\$15.17	\$17.34
High Option	Family	\$27.52	\$33.03	\$38.53	\$44.04
	•	•			
BCBSNM	Single	\$2.87	\$3.44	\$4.02	\$4.59
Low Option	Family	\$7.29	\$8.75	\$10.20	\$11.66
BCBSNM	Single	\$9.75	\$11.70	\$13.65	\$15.60
HMO Option	Family	\$24.77	\$29.73	\$34.68	\$39.64
Presbyterian	Single	\$8.76	\$10.52	\$12.27	\$14.02
High Option	Family	\$24.54	\$29.44	\$34.35	\$39.26
	-				
Presbyterian	Single	\$2.32	\$2.78	\$3.25	\$3.71
Low Option	Family	\$6.50	\$7.80	\$9.09	\$10.39

Subject to change after rounding of employee and district contribution rates.



Employee Benefits Fund Financials

FY21 Beginning Fund Balance	¢24 C20 C40
(Unaudited)	\$31,630,640
10/1/2020	6.0% High/EPO
Rate Increase	2.1% Low
FY21 Revenue	\$326,645,481
FY21 Expenses	\$347,375,867
FY21 Net Income/(Loss)	(\$20,730,386)
FY21 Fund Balance	\$10,900,254
10/1/2021 Rate Increase	9.3% (blended)
Plan Changes	None
FY22 Revenue	\$352,358,334
FY22 Expenses	\$363,952,533
FY22 Net Income/(Loss)	(\$11,594,199)
FY22 Fund Balance	(\$693,945)

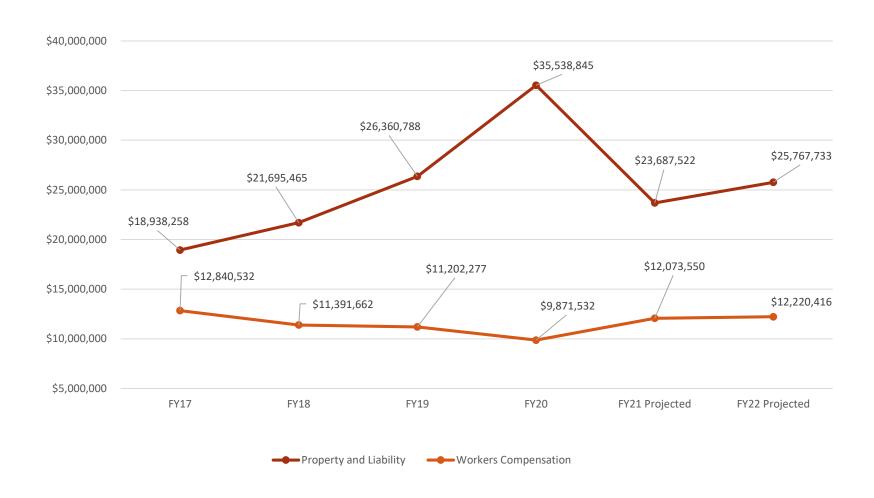


Risk Program

- Property:
- Property deductible is \$1,000,000; \$750 Million in Insured limits Per Occurrence subject to sub-limits such as Flood and Earthquake: \$100 Million Annual Aggregate; \$800 Million in Terrorism Limits
- Crime Limit is \$2,250,000 Per Occurrence
- Assets insured are approximately \$26 Billion
- \$17 Billion are Frame/Stucco construction, the most flammable type of construction
- 60% of properties are located in Protection Class 9 or 10, 10 being the worst protection class
- 60% of properties are located in 100 Year Flood zones
- The property rate has increased only .021 per \$100 dollars of values since 1991
- Liability and Workers' Compensation:
- Both Liability and Workers' Compensation deductible are \$1,000,000 Each Occurrence
- There are no Tort Claims Act Limit protections for Independent School Bus Contractors and suits that are filed in federal court
- 44,000 employees
- \$2.0 Billion in payroll
- 325,000 students
- 44,000 school athletic participants
- 9.000 volunteers
- 9,300 vehicles including buses

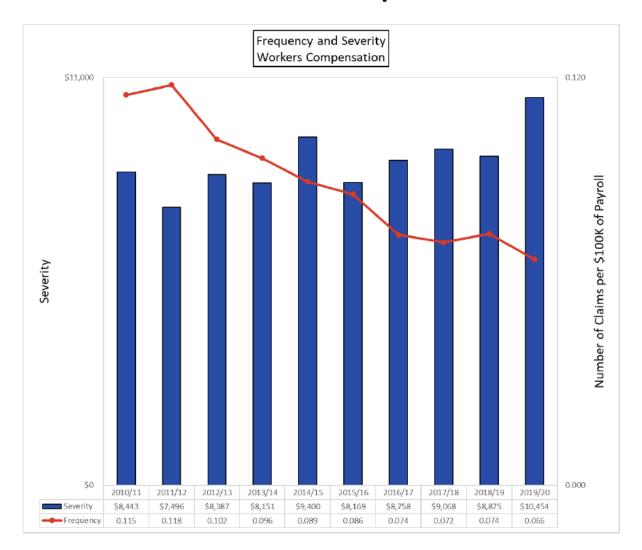


Risk Claims Total \$ Spent



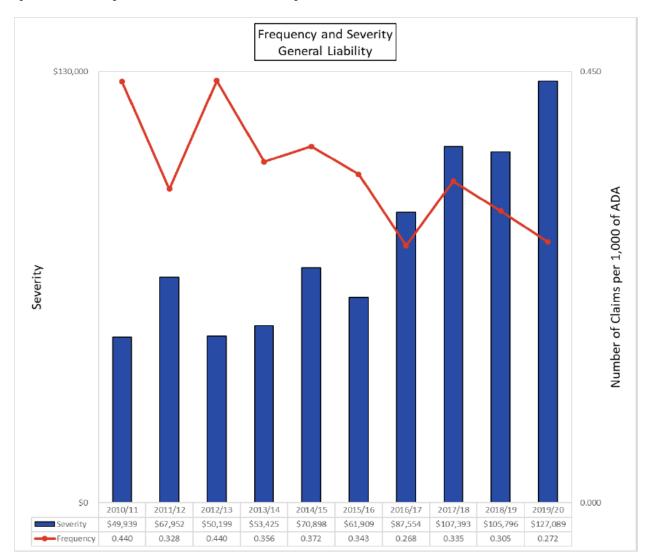


Frequency & Severity Trends – Workers' Compensation



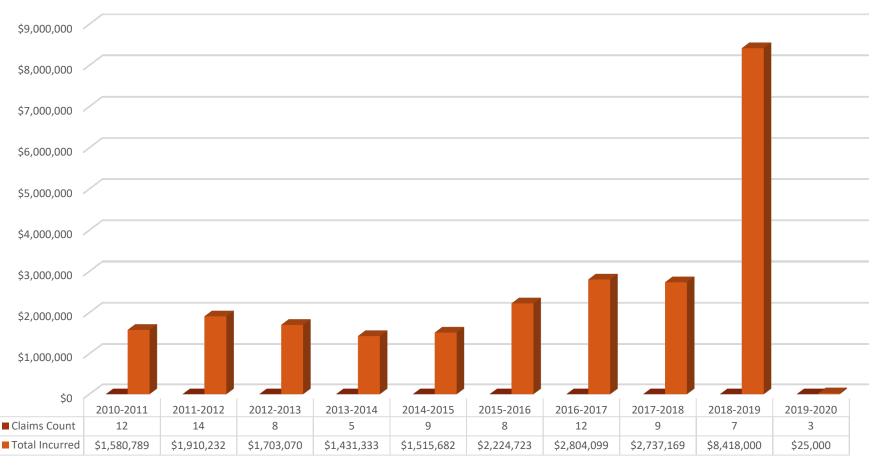


Frequency & Severity Trends – General Liability





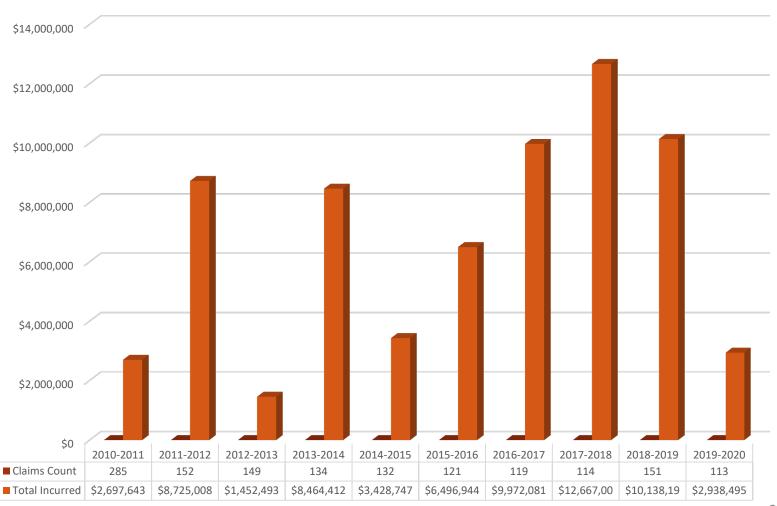
Risk Fund Cost Drivers Sexual Molestation/Inappropriate Touching Claims



Note: Recent claims paid in the amount of \$22.3 million not included in the graph because they predate the "10 year history" report parameters. Note: The incurred amount for the 2019-2020 policy year is immature.



Risk Fund Cost Drivers Property Losses





Loss Prevention Programs

NMPSIA Loss Prevention Program

- Established through NMAC 6.50.12 with the objective of reducing claims and costs.
- Facilitated through contractual arrangement between NMPSIA and Poms & Associates.



Programs

Ergonomics

Objective: Reduce the frequency and severity of costly soft tissue injuries by school employees.

Threat Assessment and Active Shooter

Objective: Reduce the probability of an incident of multiple victim school violence.

Employment Practices Policy and Consulting

Objective: Reduce the number of employment practices claims (wrongful termination, violation of contract).

Technical Assistance Program for Special Education

Objective: Reduce the number of IDEA (Individual with Disabilities in Education) Due Process and Litigation claims.

On-site School Facility Audits

Objective: Reduce the frequency of Worker's Compensation, Liability and Property Claims.

Identifying a Predator Training

Objective: Reduce the number of sexual molestation claims in NM public Schools.

Bullying Prevention Training and Sustainable Policy Development Consulting

Objective: To assist schools with understanding of the issues and development of policies addressing bullying.

Armed School Employees

Objective: To assist schools with an understanding of the relevant statutes, policies, procedures and liabilities necessary to make informed judgements regarding arming employees. To assist with appropriate training necessary to reduce potential wrongful death claims

Sandy Hook Promise

Objective: To provide an anonymous reporting system (*Say Something*) to report inappropriate behavior, to prevent gun violence (and other forms of violence and victimization) BEFORE it happens by educating and mobilizing youth and adults to identify, intervene and get help for at-risk behaviors.



Premium Rate Increases Risk Fund

Plan Year	Rate Increase
2010-2011	No Increase
2011-2012	No Increase
2012-2013	-10.00%
2013-2014	25.49%
2014-2015	7.31%
2015-2016	11.28%
2016-2017	5.14%
2017-2018	0.02%
2018-2019	3.90%
2019-2020	2.53%
2020-2021	No Increase
2021-2022	8.82% (Anticipated)



Risk Fund Financials

FY21 Beginning Fund Balance (Unaudited)	\$7,122,371
10/1/2020	
Rate Increase	0%
FY21 Revenue	\$83,169,230
FY21 Expenses	\$87,483,682
FY21 Net Income/(Loss)	(\$4,314,452)
FY21 Fund Balance	\$2,807,919
10/1/2021 Rate Increase	8.82%
Plan Changes	None
FY22 Revenue	\$90,507,446
FY22 Expenses	\$92,009,141
FY22 Net Income/(Loss)	(\$1,501,695)
FY22 Fund Balance	\$1,306,224





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Questions???

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