

**Medica Health Plans**  
**Minnesota Supplement Report #1A**  
**REALLOCATION OF EXPENSES AND INVESTMENT INCOME**  
**For the Year Ending December 31, 2019**  
**Public Information, Minnesota Statutes § 62D.08**

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	Stand Alone Medicare Part D	MSHO	SNBC MA only	SNBC Integrated	PMAP	MSC+	MNCare	Dental	Other	Admin Services Only	
1	Employee benefit expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2	Sales expenses	9,914,700	-	9,914,700	31,819	6,071,759	3,510,631	-	3,660	-	-	-	-	-	-	-	296,831	-
3	General business/office expense	(7,516,629)	-	(7,516,629)	71,218	(4,661,756)	(2,695,381)	-	(2,810)	-	-	-	-	-	-	-	(227,900)	-
4	State premium taxes and assessments	10,835,043	2,051	10,832,991	47,093	160	891,215	-	4,034,845	107,616	3,953,413	1,790,901	(2,422)	-	-	-	9,155	-
5	Consulting and professional fees	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
6	Outsourced services	5,603,551	-	5,603,551	10,017	294,745	431	(42,611)	2,399,628	194,817	2,562,986	168,619	-	-	-	-	14,919	-
7	Other expenses	10,417,947	-	10,417,947	5,230,914	3,186,765	1,842,556	-	-	-	-	-	-	-	-	-	155,792	-
8	<b>Total Direct Expenses</b>	<b>29,254,611</b>	<b>2,051</b>	<b>29,252,559</b>	<b>5,391,061</b>	<b>4,891,672</b>	<b>1,446</b>	<b>3,596,409</b>	<b>6,437,244</b>	<b>302,433</b>	<b>6,516,399</b>	<b>1,959,521</b>	<b>(2,422)</b>	<b>-</b>	<b>-</b>	<b>248,797</b>	<b>-</b>	<b>-</b>
Reallocated Indirect Non-Claim Expenses																		
Line	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	Stand Alone Medicare Part D	MSHO	SNBC MA only	SNBC Integrated	PMAP	MSC+	MNCare	Dental	Other	Admin Services	
9	Employee benefit expenses	20,846,432	(249,121)	21,095,553	0	5,857,135	65,555	825,571	8,780,966	3,649,871	244,327	1,663,430	(4,258)	(449)	(236)	13,640	-	
10	Sales expenses	2,139,360	(34,142)	2,173,502	0	603,468	6,754	85,060	904,714	376,051	25,173	171,385	(439)	(46)	(24)	1,405	-	
11	General business/office expense	5,642,258	(86,251)	5,728,509	0	1,590,508	17,802	224,184	2,384,476	991,124	66,347	451,705	(1,156)	(122)	(64)	3,704	-	
12	State premium taxes and assessments	436,728	-	436,728	0	121,257	1,357	17,091	181,787	75,561	5,058	34,437	(88)	(9)	(5)	282	-	
13	Consulting and professional fees	854,163	(13,461)	867,624	0	240,894	2,696	33,954	361,146	150,113	10,049	68,414	(175)	(18)	(10)	561	-	
14	Outsourced services	3,256,497	(55,349)	3,311,846	0	919,527	10,292	129,609	1,378,547	573,003	38,358	261,146	(668)	(71)	(37)	2,141	-	
15	Other expenses	74,578	(1,174)	75,752	0	235	2,965	-	31,531	13,106	877	5,973	(15)	(2)	(1)	49	-	
16	<b>Total Indirect Expenses</b>	<b>33,250,016</b>	<b>(439,498)</b>	<b>33,689,515</b>	<b>0</b>	<b>9,353,822</b>	<b>104,692</b>	<b>1,318,433</b>	<b>14,023,169</b>	<b>5,828,829</b>	<b>390,189</b>	<b>2,656,491</b>	<b>(6,800)</b>	<b>(717)</b>	<b>(376)</b>	<b>21,783</b>	<b>-</b>	
Direct plus Indirect Non-Claim Expenses																		
Line	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 Cost	Medicare Cost	MSHO	SNBC MA only	SNBC Integrated	PMAP	MSC+	MNCare	Dental	Other	Admin Services	
17	Employee benefit expenses	20,846,432	(249,121)	21,095,553	0	5,857,135	65,555	825,571	8,780,966	3,649,871	244,327	1,663,430	(4,258)	(449)	(236)	13,640	-	
18	Sales expenses	12,054,060	(34,142)	12,088,202	31,819	6,675,227	6,754	3,595,691	908,374	376,051	25,173	171,385	(439)	(46)	(24)	298,236	-	
19	General business/office expense	(1,874,371)	(86,251)	(1,788,120)	71,218	(3,071,248)	17,802	(2,471,197)	2,381,666	991,124	66,347	451,705	(1,156)	(122)	(64)	(224,196)	-	
20	State premium taxes and assessments	11,271,771	2,051	11,269,719	47,093	121,417	2,372	908,306	4,216,632	183,177	3,958,471	1,825,338	(2,510)	(9)	(5)	9,438	-	
21	Consulting and professional fees	854,163	(13,461)	867,624	0	240,894	2,696	33,954	361,146	150,113	10,049	68,414	(175)	(18)	(10)	561	-	
22	Outsourced services	8,860,048	(55,349)	8,915,397	10,017	1,214,272	10,723	86,997	3,778,175	767,820	2,601,343	429,765	(668)	(71)	(37)	17,060	-	
23	Other expenses	10,492,325	(1,174)	10,493,698	5,230,914	3,207,797	235	1,845,520	33,452	13,106	877	5,973	(15)	(2)	(1)	155,841	-	
24	<b>Total Non-Claim Expenses = Sum of Lines 17 to 23</b>	<b>62,504,627</b>	<b>(437,447)</b>	<b>62,942,074</b>	<b>5,391,061</b>	<b>14,245,494</b>	<b>106,138</b>	<b>4,824,842</b>	<b>20,460,413</b>	<b>6,131,262</b>	<b>6,906,588</b>	<b>4,616,012</b>	<b>(9,221)</b>	<b>(717)</b>	<b>(376)</b>	<b>270,579</b>	<b>-</b>	
25	<b>Claims Adjustment Expenses</b>	<b>7,345,288</b>	<b>8,041</b>	<b>7,337,247</b>	<b>-</b>	<b>2,762,491</b>	<b>-</b>	<b>1,736,599</b>	<b>1,407,626</b>	<b>1,009,188</b>	<b>72,459</b>	<b>348,884</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
26	Revenues (Supp Report #1, Line 8)	1,089,191,516	3,954,646	1,085,236,870	8	301,313,702	3,372,423	42,470,555	451,726,889	187,763,477	12,569,134	85,573,277	(219,046)	(23,111)	(12,118)	701,680	-	
27	Incurred Claims (Supp Report #1, Line 18 + Line 22)	981,175,957	3,590,103	977,585,854	(184,712)	272,536,915	-	40,413,249	401,991,659	170,693,191	10,791,451	80,826,060	603,148	(85,107)	-	-	-	
28	Net Investment Gain/(Loss) (Allocated)	16,654,567	(5,213,139)	21,867,706	7,142,373	1,265,400	2,000,509	(1,204,096)	19,470,637	117,047	277,462	(6,718,159)	733,182	(1,554,082)	118,183	219,250	-	
29	Aggregate Write Ins for Other Income or (Expenses)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
30	Federal and Foreign Income Taxes Incurred	(35,238)	-	(35,238)	(35,238)	-	-	-	-	-	-	-	-	-	-	-	-	
31	<b>Net Income = Lines 26+28+29-24-25-27-30</b>	<b>54,855,449</b>	<b>(4,419,190)</b>	<b>59,274,639</b>	<b>1,971,270</b>	<b>13,034,202</b>	<b>5,266,794</b>	<b>(5,708,231)</b>	<b>47,237,828</b>	<b>10,046,883</b>	<b>(4,923,902)</b>	<b>(6,935,838)</b>	<b>(79,791)</b>	<b>(1,491,368)</b>	<b>106,441</b>	<b>650,351</b>	<b>-</b>	