### OPERATING REVENUES

<table>
<thead>
<tr>
<th></th>
<th>October Actual</th>
<th>October Budget</th>
<th>Variance</th>
<th>YTD Actual</th>
<th>YTD Budget</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Premium Contributions</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Highmark</td>
<td>$52,696,184</td>
<td>76.63%</td>
<td>$51,772,279</td>
<td>74.63%</td>
<td>$923,905</td>
<td>1.79%</td>
</tr>
<tr>
<td>Aetna</td>
<td>$16,346,140</td>
<td>23.15%</td>
<td>$16,315,409</td>
<td>23.46%</td>
<td>$30,731</td>
<td>0.19%</td>
</tr>
<tr>
<td><strong>Total Premium Contributions</strong></td>
<td>$69,042,323</td>
<td>97.76%</td>
<td>$68,087,688</td>
<td>97.80%</td>
<td>$954,636</td>
<td>1.40%</td>
</tr>
<tr>
<td><strong>Other Revenues</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medicare Retiree RX Prop. (EGWP)</td>
<td>$336,715</td>
<td>0.48%</td>
<td>$347,120</td>
<td>0.50%</td>
<td>($10,405)</td>
<td>-3.00%</td>
</tr>
<tr>
<td>Federal Reinsurance</td>
<td>$757,815</td>
<td>1.07%</td>
<td>$943,504</td>
<td>1.36%</td>
<td>($185,689)</td>
<td>-19.68%</td>
</tr>
<tr>
<td>Prescription Drug Reimbs (Commercial)</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
</tr>
<tr>
<td>Prescription Drug Reimbs (EGWP)</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
</tr>
<tr>
<td>Prescription True Up/Yr End Reimb Pymts</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
</tr>
<tr>
<td>Medicare Part D Coverage Gap Discount</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
<td>- 0.00%</td>
</tr>
<tr>
<td>Participating Group Fees</td>
<td>$200,652</td>
<td>0.28%</td>
<td>$178,647</td>
<td>0.26%</td>
<td>$22,005</td>
<td>12.32%</td>
</tr>
<tr>
<td>Other Revenues</td>
<td>$273,374</td>
<td>0.39%</td>
<td>-</td>
<td>0.00%</td>
<td>$273,374</td>
<td>0.00%</td>
</tr>
<tr>
<td><strong>Total Other Revenues</strong></td>
<td>$1,568,555</td>
<td>2.12%</td>
<td>$1,469,271</td>
<td>2.11%</td>
<td>$99,284</td>
<td>0.66%</td>
</tr>
<tr>
<td><strong>Total Operating Revenues</strong></td>
<td>$70,610,879</td>
<td></td>
<td>$69,556,959</td>
<td></td>
<td>$1,053,920</td>
<td>1.62%</td>
</tr>
</tbody>
</table>

### OPERATING EXPENSES

|                                |                |                |          |            |            |          |
| **Claims**                     |                |                |          |            |            |          |
| Highmark                       | $44,791,481    | 54.72%         | $42,536,430 | 54.05%     | $2,255,052 | 5.30%    |
| Aetna                          | $13,175,134    | 16.10%         | $11,049,557 | 14.23%     | $2,125,577 | 19.24%   |
| Express Scripts (non-Plan D)   | $11,147,119    | 13.62%         | $11,462,580 | 14.77%     | ($315,462) | -2.70%   |
| Express Scripts (Plan D)       | $9,414,355     | 11.50%         | $9,384,745  | 12.09%     | $29,699    | 0.32%    |
| **Total Claims**               | $78,528,088    | 95.93%         | $74,433,312 | 95.85%     | $4,094,776 | 1.50%    |
| **Other Expenses**             |                |                |          |            |            |          |
| Program Fees and Costs (Vendor ASO Fees) | - 0.00%   | - 0.00%        | - 0.00%   | - 0.00%    | - 0.00%    | - 0.00%  |
| Office Expenses                | $2,861,467     | 3.50%          | $2,826,439 | 3.64%      | $35,028    | 1.20%    |
| Employee Assistance            | $30,561        | 0.40%          | $30,450   | 0.40%      | $111       | 0.36%    |
| Data Warehouse                 | $216,428       | 0.26%          | $69,000   | 0.00%      | $147,428   | 213.66%  |
| Consultant Fees                | $4,761         | 0.01%          | $4,424    | 0.01%      | $337       | 7.61%    |
| COBRA Fees                     | -              | 0.00%          | $28,184   | 0.00%      | $28,184    | 0.00%    |
| ACA Fees                       | -              | 0.00%          | $13,906   | 0.43%      | $13,906    | 4.44%    |
| **Total Other Expenses**       | $3,328,227     | 4.07%          | $3,190,096 | 4.51%      | $138,131   | 4.33%    |
| **Total Operating Expenses**   | $81,856,316    |                | $77,623,408 |          | $4,232,907 | 5.45%    |

### Net Income

|                                |                |                |          |            |            |          |
| **Net Income**                 | ($11,245,437)  | ($8,066,450)   | ($3,178,987) | ($39.41%) | ($6,151,582) | ($13,165,304) | ($6,740,348) | -51.20% |

### Balance Forward

|                                |                |                |          |            |            |          |
| Balance Forward                | $156,931,661   |                | $146,738,952 |          | $151,837,806 |          | $151,837,806 |          |

### Fund Equity Balance

|                                |                |                |          |            |            |          |
| **Fund Equity Balance**        | $145,686,224   | $138,672,502   | $7,013,722 | 5.05%      | $145,686,224 | $138,672,502 | $7,013,722 | 5.05%    |

### Average Members

|                                |                |                |          |            |            |          |
| Average Members                | 125,927        | 125,307        | 620      | 0.49%      | 125,927    | 125,307    | 620        | 0.49%    |

|                                |                |                |          |            |            |          |
| **Target**                     |                |                |          |            |            |          |
| **YTD**                        |                |                |          |            |            |          |
| **End of Year**                |                |                |          |            |            |          |

| Fund Equity                   | $85,600,000    | $138,672,502   | $45,072,502 | 13.1%      | $128,442,330 | $135,455,962 | $7,013,722 | 5.05%    |
| Claim Liability               | $61,300,000    | $61,300,000    | -         | 0%         | $128,442,330 | $135,455,962 | $7,013,722 | 5.05%    |
| Minimum Reserve               | $24,300,000    | $24,300,000    | -         | 0%         | $24,300,000  | $24,300,000  | -         | 0%       |
| Surplus/(Deficit)             | -              | $50,072,502    | $50,072,502 | 13.1%      | $42,842,330  | $49,855,962  | $7,013,722 | 16%      |