



Washington Health Benefit Exchange

Financial Report

Exchange Board Meeting
January 23, 2019

Carole Holland, CFO

Financial Update

December Finance update

- December expenditure variance of \$1.5M or 21%
- The primary reasons for the variance include:
 - Underspend in December marketing spend, making up for the overspends in October and November
 - Lower than forecasted call volume at the call center throughout the latter half of open enrollment resulted in savings of \$290k
 - Updated schedule for final Azure RFC resulted in acceptance of third deliverable (\$228k) moving from December (as budgeted) to March
 - Vacancy savings
- CMS approved Washington's IAPD and OAPD for the remainder of FFY19 providing Medicaid matching funds for numerous Exchange activities



SFY 2019 Expenditure report by fund source

December 2018

Fund	Budget	Expenditures	Variance under/(over)	Variance %
GF-State	\$ 858,850	\$ 765,104	\$ 93,746	10.9%
GF-Federal	\$ 2,952,688	\$ 2,560,624	\$ 392,064	13.3%
17T	\$ 3,251,423	\$ 2,234,622	\$ 1,016,801	31.3%
Total	\$ 7,062,961	\$ 5,560,351	\$ 1,502,610	21.3%

Year to Date

Budget	Expenditures	Variance under/(over)	Variance %
\$ 3,671,890	\$ 3,093,951	\$ 577,939	15.7%
\$ 13,471,879	\$ 12,473,187	\$ 998,692	7.4%
\$ 14,725,097	\$ 13,029,735	\$ 1,695,362	11.5%
\$ 31,868,866	\$ 28,596,873	\$ 3,271,993	10.3%

End of Year Projection- Total Funds

Fund	Budget	Expenditures	Variance under/(over)	Variance %
GF-State	\$ 5,651,000	\$ 5,645,061	\$ 5,939	0.1%
GF-Federal	\$ 27,176,114	\$ 26,797,422	\$ 378,692	1.4%
17T	\$ 32,241,646	\$ 31,102,539	\$ 1,139,107	3.5%
Total	\$ 65,068,760	\$ 63,545,022	\$ 1,523,738	2.3%



SFY 2019 Expenditure report by object

December 2018

Object	Budget	Expenditures	Variance under/(over)	Variance %
Salaries	\$ 961,500	\$ 908,452	\$ 53,048	5.5%
Benefits	\$ 338,131	\$ 311,006	\$ 27,125	8.0%
Contracts	\$ 5,401,830	\$ 4,039,478	\$ 1,362,352	25.2%
Goods and Services	\$ 340,790	\$ 290,835	\$ 49,955	14.7%
Travel	\$ 20,710	\$ 10,580	\$ 10,130	48.9%
Total	\$ 7,062,961	\$ 5,560,351	\$ 1,502,610	21.3%

Year to Date

Budget	Expenditures	Variance under/(over)	Variance %
\$ 5,736,920	\$ 5,315,603	\$ 421,317	7.3%
\$ 2,019,616	\$ 1,850,286	\$ 169,330	8.4%
\$ 21,454,710	\$ 19,090,457	\$ 2,364,253	11.0%
\$ 2,533,450	\$ 2,261,075	\$ 272,375	10.8%
\$ 124,170	\$ 79,453	\$ 44,717	36.0%
\$ 31,868,866	\$ 28,596,873	\$ 3,271,993	10.3%

End of Year Projection- Enacted Budget

Object	Budget	Expenditures	Variance under/(over)	Variance %
Salaries	\$ 11,943,628	\$ 11,778,311	\$ 165,317	1.4%
Benefits	\$ 4,092,442	\$ 4,013,012	\$ 79,430	1.9%
Contracts	\$ 43,250,120	\$ 42,291,222	\$ 958,898	2.2%
Goods and Services	\$ 5,534,140	\$ 5,261,765	\$ 272,375	4.9%
Travel	\$ 248,430	\$ 200,713	\$ 47,717	19.2%
Total	\$ 65,068,760	\$ 63,545,022	\$ 1,523,738	2.3%



SFY 2019 Expenditure report by department

December 2018

Department	Budget	Expenditures	Variance under/(over)	Variance %
Communications	\$ 844,000	\$ 542,069	\$ 301,931	35.8%
Executive	\$ 158,610	\$ 128,470	\$ 30,140	19.0%
Finance	\$ 271,700	\$ 212,004	\$ 59,696	22.0%
IT	\$ 3,234,620	\$ 2,618,446	\$ 616,174	19.0%
Legal	\$ 34,641	\$ 18,018	\$ 16,623	48.0%
Operations	\$ 2,414,750	\$ 1,939,102	\$ 475,648	19.7%
Policy	\$ 104,640	\$ 102,241	\$ 2,399	2.3%
Unallotted	\$ -	\$ -	\$ -	0.0%
Total	\$ 7,062,961	\$ 5,560,351	\$ 1,502,610	21.3%

Year to Date

Department	Budget	Expenditures	Variance under/(over)	Variance %
Communications	\$ 4,150,620	\$ 4,048,373	\$ 102,247	2.5%
Executive	\$ 979,080	\$ 742,654	\$ 236,426	24.1%
Finance	\$ 1,623,730	\$ 1,341,220	\$ 282,510	17.4%
IT	\$ 13,720,020	\$ 12,251,833	\$ 1,468,187	10.7%
Legal	\$ 218,876	\$ 177,264	\$ 41,612	19.0%
Operations	\$ 10,507,890	\$ 9,395,807	\$ 1,112,083	10.6%
Policy	\$ 668,650	\$ 639,723	\$ 28,927	4.3%
Unallotted	\$ -	\$ -	\$ -	0.0%
Total	\$ 31,868,866	\$ 28,596,873	\$ 3,271,993	10.3%

End of Year Projection- Enacted Budget

Department	Budget	Expenditures	Variance under/(over)	Variance %
Communications	\$ 7,547,650	\$ 7,442,403	\$ 105,247	1.4%
Executive	\$ 1,927,000	\$ 1,690,574	\$ 236,426	12.3%
Finance	\$ 3,991,910	\$ 3,709,400	\$ 282,510	7.1%
IT	\$ 25,079,990	\$ 24,997,158	\$ 82,832	0.3%
Legal	\$ 426,722	\$ 385,110	\$ 41,612	9.8%
Operations	\$ 19,181,150	\$ 18,609,067	\$ 572,083	3.0%
Policy	\$ 1,322,850	\$ 1,309,823	\$ 13,027	1.0%
Unallotted	\$ 5,591,488	\$ 5,401,488	\$ 190,000	3.4%
Total	\$ 65,068,760	\$ 63,545,022	\$ 1,523,738	2.3%



SFY 2019 Expenditures for major contracts

December 2018

Fund	Current Month Budget	Current Month Expenditures	YTD Expenditures	Annual Budget	Projected End of Year	End of Year \$ Variance	End of Year % Variance
Faneuil	\$ 1,627,450	\$ 1,337,372	\$ 5,701,644	\$ 11,350,544	\$ 10,969,671	\$ 380,873	3.4%
Deloitte- M&O	\$ 413,763	\$ 413,763	\$ 2,482,578	\$ 4,965,156	\$ 4,965,156	\$ -	0.0%
Deloitte- DDI	\$ 1,112,500	\$ 1,216,893	\$ 2,404,584	\$ 3,621,103	\$ 3,618,284	\$ 2,819	0.1%
KP	\$ 378,614	\$ 210,248	\$ 1,352,676	\$ 2,925,772	\$ 2,536,796	\$ 388,976	13.3%
Navigators	\$ 238,075	\$ 235,359	\$ 1,366,424	\$ 3,125,000	\$ 3,062,284	\$ 62,716	2.0%
Total	\$ 3,770,402	\$ 3,413,635	\$ 13,307,906	\$ 25,987,575	\$ 25,152,190	\$ 835,384	3.2%



SFY 2019 FTE's by department

December 2018

	Budgeted FTEs	Actual FTEs	Variance under/(over)	Variance %
Communications	17.5	17.5	0.0	0.0%
Executive	9.5	9.5	0.0	0.0%
Finance	15.5	14.5	1.0	6.5%
IT	37.5	34.5	3.0	8.0%
Legal	1.5	1.5	0.0	0.0%
Operations	45.0	42.0	3.0	6.7%
Policy	9.0	9.0	0.0	0.0%
Total	135.5	128.5	7.0	5.2%

Year to Date

	Budgeted FTEs	Actual FTEs	Variance under/(over)	Variance %
Communications	17.5	17.3	0.2	1.0%
Executive	9.5	9.1	0.4	4.4%
Finance	15.5	14.3	1.2	7.5%
IT	37.5	33.5	4.0	10.7%
Legal	1.5	1.5	0.0	0.0%
Operations	45.0	42.2	2.8	6.3%
Policy	9.0	8.2	0.8	9.3%
Total	135.5	126.1	9.4	6.9%



December Contracts Update

December 2018 contract updates

DECEMBER 2018							
Contract #	Company	Start	End	Description	Additional Value	Total Contract Value	Changes Through December 2018
HBE-337	GetInsured	5/12/17	6/30/19	Consumer decision support tool for QHP shopping on HPF	\$11,800	\$933,920	Update formulary data for Coordinated Care
HBE-163	Altriva	8/7/14	12/31/19	CRM development and support	\$0	\$160,000	Add statement of work for 2019 Microsoft Dynamics 365 CRM support services
HBE-171	TEKSystems	9/21/15	12/31/19	Optional use contract for technical staffing	\$0	\$4,000,000	Add IT Business Analyst - Service Desk - Senior work order
SLA-101	Neopost	7/21/13	11/25/21	Postage meter rental	\$0	\$0	36 month renewal
SLA-410	Glassdoor	12/21/18	12/21/19	Job recruiting site package		\$7,200	Job recruiting site package
HBE-396	GHB Insurance	9/1/18	8/31/19	Full Service Enrollment Center (OE-6)	\$0	\$15,000	One time extension of employed temporary administrative staff to assist with back logged work from open enrollment
HBE-412	Rich Wyde	1/1/19	12/31/19	Legal Assistance		\$180,000	New contract
SLA-413	USI Insurance	1/1/19	12/31/19	WAHBE Insurance for 2019		\$98,191	New contract





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