



The CareFirst BlueCross BlueShield
family of health care plans.

Savings Summary Report 1/1/2020 – 12/31/2020 **FELRA**



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March 11, 2021

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Executive Summary- **FELRA**

1/1/2020 – 12/31/2020

I. Provider and Facility Summary (See pages 6 - 7)

➤ Claims Volume:

	2019 Claims Volume	2020 Claims Volume	% Change (2019 to 2020)
Provider	167,455	148,859	-11.11%
Facility	16,055	13,242	-17.52%
Total	183,510	162,101	-11.67%

- In 2020, there was an average of 10,777 eligible subscribers In 2019, there was an average of 10,976 eligible subscribers. (a 1.81% decrease)

➤ Claims per Eligible Subscriber:

	2019 Claims per Eligible Subscriber	2020 Claims per Eligible Subscriber	% Change (2019 to 2020)
Provider	15.26	13.81	-9.46%
Facility	1.46	1.23	-16.00%
Total	16.72	15.04	-10.04%

➤ Billed Amount:

	2019 Billed Amount	2020 Billed Amount	% Change (2019 to 2020)
Provider	\$84,797,800	\$77,491,784	-8.62%
Facility	\$100,798,886	\$100,830,492	0.03%
Total Billed	\$185,596,686	\$179,322,276	-3.92%

Executive Summary- **FELRA**

1/1/2020 – 12/31/2020

I. Provider and Facility Summary *(Continued)*

➤ Total Savings:

	2019 Savings	2020 Savings	% Change (2019 – 2020)
Provider	\$51,364,272	\$42,004,567	+18.22%
Facility	\$43,260,355	\$47,719,452	+10.31%
Total	\$94,624,627	\$89,724,019	-5.18%

➤ Savings as a % of Billed Charges:

	2019 Savings as a % of Billed Charges	2020 Savings as a % of Billed Charges
Provider	60.57%	54.21%
Facility	42.92%	47.33%
Total	50.98%	50.32%

II. Top 10 Provider Specialties and Top 10 Facilities *(See pages 8 – 12)*

- Top 10 Provider Billing Specialties for Local NetLease and FlexLink represent \$40,777,619 in Billed Charges (52.62% of all Provider Billed Charges).
 - In 2020 and 2019, Independent Lab was the highest Local NetLease provider specialty (in terms of billed charges). In 2020, Radiology was the highest FlexLink provider specialty (billed charges). In 2019, Internal Medicine was the highest FlexLink provider specialty (in terms of billed charges).
- Top 10 Facilities with the highest Billed Charges for Local NetLease and FlexLink represent a billed amount of \$45,029,075 (44.66% of all Facility Charges)
 - In 2020, Inova Fairfax Hospital was the highest Local NetLease facility in terms of billed charges. In 2020 and 2019, Inova Health System Hospital had the highest FlexLink billed charges.

Executive Summary- **FELRA**

1/1/2020 – 12/31/2020

III. CareFirst Administrative Charges *(See pages 14 – 16)*

- In 2020, total CareFirst Admin charges were \$1,110,096. In 2019, they were \$1,098,658. **(a 1.04% increase)**.
 - In 2020, Local NetLease Admin charges represented 40.99% of total CareFirst Admin costs, while FlexLink fees represented 59.01%. In 2019, Local NetLease fees represented 41.25 % of total CareFirst Admin costs, while FlexLink fees represented 58.75%.
- In 2020, aggregate cost on a per eligible employee per month (pepm) basis was \$8.58. In 2019, aggregate cost on a pepm basis was \$8.34.
- In 2020, CareFirst Administrative Charges represented 1.24% of Gross Annual Savings. In 2019, CareFirst Administrative Charges represented 1.16% of Gross Annual Savings.

IV. Savings Analysis *(See pages 17 – 19)*

- Savings net of CareFirst Administrative Charges in 2020 was \$88,613,923. In 2019, it was \$93,525,969.
- In 2020, Total Net Savings per Dollar of CareFirst Administrative Fee was \$80.83. In 2019, Total Net Savings per Dollar of Administrative Fee was \$86.13.
- In 2020, Net Savings per Eligible Subscriber was \$8,222.50. In 2019, Net Savings per Eligible Subscriber was \$8,520.95.

Provider Savings Summary- **FELRA**

1/1/2020 – 12/31/2020

2020

	# of Claims	Billed Amount*	Savings off of Billed Amount*	Savings %
Local NetLease-Provider	112,318	\$58,360,780	\$30,224,645	51.79%
FlexLink- Provider	36,541	\$19,131,004	\$11,779,922	45.92%
Summary-Provider	148,859	\$77,491,784	\$42,004,567	54.21%

2019

	# of Claims	Billed Amount*	Savings off of Billed Amount*	Savings %
Local NetLease-Provider	131,469	\$67,025,591	\$40,398,058	60.27%
FlexLink- Provider	35,986	\$17,772,209	\$10,966,214	61.70%
Summary-Provider	167,455	\$84,797,800	\$51,364,272	60.57%

*Rounded to the Nearest Dollar

Facility Savings Summary- **FELRA**

1/1/2020 – 12/31/2020

2020

	# of Claims	Billed Amount*	Savings off of Billed Amount*	Savings %
Local NetLease-Facility	9,481	\$73,865,973	\$33,916,577	45.92%
FlexLink- Facility	3,761	\$27,964,519	\$13,802,875	50.52%
Summary-Facility	13,242	\$101,830,492	\$47,719,452	46.86%

2019

	# of Claims	Billed Amount*	Savings off of Billed Amount*	Savings %
Local NetLease-Facility	12,199	\$72,520,929	\$29,986,929	41.35%
FlexLink- Facility	3,856	\$28,277,957	\$13,273,426	46.94%
Summary-Facility	16,055	\$100,798,886	\$43,260,355	42.92%

*Rounded to the Nearest Dollar

Top 10 Local Network Lease Provider Specialties (by Billed Amount Volume)

2020

	# of Claims	Billed Amount*	Amount Saved off of Billed Amount*	Savings %
INDEPENDENT LABORATORY	14,961	\$6,624,293	\$5,357,927	80.88%
INTERNAL MEDICINE	14,703	\$4,273,992	\$2,104,757	49.25%
ANESTHESIOLOGY	1,743	\$2,853,070	\$1,816,867	63.68%
RADIOLOGY	5,635	\$2,716,422	\$1,623,352	59.76%
EMERGENCY MEDICINE	3,137	\$2,502,837	\$1,803,487	72.06%
ORTHOPEDIC SURGERY	3,300	\$2,448,966	\$1,357,703	55.44%
FAMILY PRACTICE	7,741	\$1,923,144	\$861,380	44.79%
PHYSICAL THERAPIST	5,766	\$1,863,611	\$1,153,874	61.92%
DIAGNOSTIC RADIOLOGY	3,322	\$1,829,000	\$1,031,178	56.38%
ANESTHESIOLOGY	1,743	\$2,853,070	\$1,816,867	63.68%

2019

	# of Claims	Billed Amount*	Amount Saved off of Billed Amount*	Savings %
INDEPENDENT LABORATORY	19,156	\$7,926,716	\$6,505,968	82.21%
INTERNAL MEDICINE	16,079	\$4,921,085	\$2,389,107	46.36%
UNSPECIFIED	5,241	\$4,025,859	\$2,720,728	58.55%
ANESTHESIOLOGY	2,180	\$3,747,148	\$2,559,682	65.58%
ORTHOPEDIC SURGERY	4,187	\$3,568,898	\$2,184,639	73.80%
RADIOLOGY	7,407	\$3,362,188	\$2,019,720	56.65%
EMERGENCY MEDICINE	3,870	\$2,903,519	\$2,106,488	42.92%
ONCOLOGY	1,791	\$2,618,303	\$1,524,414	57.75%
FAMILY PRACTICE	8,272	\$2,218,399	\$955,267	48.32%
PHYSICAL THERAPIST	6,539	\$1,946,427	\$1,202,781	63.53%

*Rounded to the Nearest Dollar

Top 10 FlexLink Provider Specialties (by Billed Amount Volume)

2020

	# of Claims	Billed Amount*	Amount Saved off of Billed Amount*	Savings %
RADIOLOGY	3,528	\$1,920,081	\$1,266,761	66.0%
LABORATORY INDEPENDENT	4,694	\$1,727,294	\$1,397,800	80.9%
INTERNAL MEDICINE	3,764	\$1,462,956	\$663,327	45.3%
SURGERY ORTHOPEDIC	1,376	\$1,377,597	\$997,973	72.4%
ONCOLOGY	486	\$1,207,793	\$632,875	52.4%
ANESTHESIOLOGY	771	\$1,178,090	\$806,671	68.5%
EMERGENCY MEDICINE	1,218	\$1,018,402	\$788,407	77.4%
FAMILY PRACTICE	3,925	\$831,328	\$351,387	42.3%
PHYSICAL THERAPIST	2,212	\$675,999	\$460,000	68.0%
MULTISPECIALTY GROUP	169	\$527,301	\$472,248	89.6%

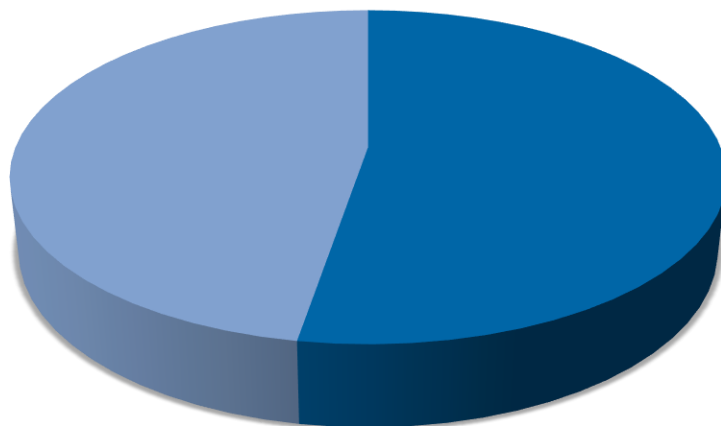
2019

	# of Claims	Billed Amount*	Amount Saved off of Billed Amount*	Savings %
INTERNAL MEDICINE	3,256	\$1,259,748	\$562,524	44.65%
RADIOLOGY	3,653	\$1,580,923	\$1,011,376	63.97%
ONCOLOGY	530	\$937,999	\$494,298	52.70%
ANESTHESIOLOGY	856	\$1,316,169	\$913,042	69.37%
FAMILY PRACTICE	4,331	\$963,672	\$397,754	41.27%
SURGERY ORTHOPEDIC	1,396	\$1,471,280	\$1,084,063	73.68%
LABORATORY INDEPENDENT	4,279	\$1,579,142	\$1,315,994	83.34%
CARDIOVASCULAR DISEASE	1,156	\$432,702	\$208,203	48.12%
OPHTHALMOLOGY	664	\$425,608	\$206,462	48.51%
OBSTETRICS AND GYNECOLOGY	1,019	\$428,029	\$226,101	52.82%

*Rounded to the Nearest Dollar

Top 10 Provider Specialties (as a % of Total Billed)

2020

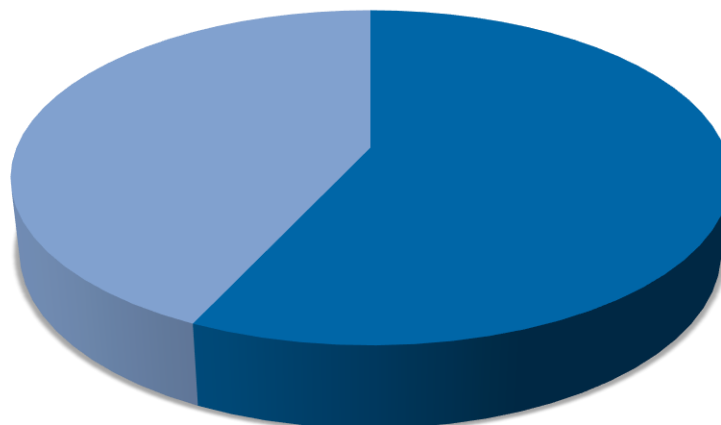


■ Top 10 Provider Specialties

■ All Other Provider Specialties

*Top 10 Provider Specialties represent
52.65% of all Provider Billed Charges
*All Other Provider Specialties represent
47.35% of all Provider Billed Charges

2019



■ Top 10 Provider Specialties

■ All Other Provider Specialties

*Top 10 Provider Specialties represent
56.89% of all Provider Billed Charges
*All Other Provider Specialties represent
43.11% of all Provider Billed Charges

Top 10 Local Network Lease Facilities (by Billed Amount Volume)

2020

	# of Claims	Billed Amount*	Amount Saved off of Billed Amount*	Savings %
INOVA FAIRFAX HOSPITAL	428	\$4,442,162	\$1,271,3153	28.62%
CNMC	207	\$3,961,885	\$1,181,118	29.81%
WASHINGTON HOSPITAL CENTER	433	\$3,859,890	\$1,701,216	44.07%
GEORGETOWN UNIVERSITY HOSPITAL	177	\$3,066,830	\$1,603,477	52.28%
GEORGE WASHINGTON UNIVERSITY HOSPITAL	92	\$2,947,511	\$2,063,258	70.00%
BMA OF CAMP SPRINGS	61	\$2,495,774	\$2,394,425	95.94%
FMC PRINCE GEORGE COUNTY	47	\$2,011,832	\$1,900,173	94.45%
SINAI HOSPITAL BALTIMORE	243	\$1,976,331	\$19,763	1.00%
BALTIMORE CNTY DYLS CNTR	19	\$1,920,856	\$1,747,426	90.97%
JOHNS HOPKINS HOSPITAL	508	\$1,743,009	\$17,430	1.00%

2019

	# of Claims	Billed Amount*	Amount Saved off of Billed Amount*	Savings %
WASHINGTON HOSPITAL CENTER	476	\$4,056,727	\$1,825,146	44.99%
INOVA FAIRFAX HOSPITAL	464	\$3,935,038	\$1,150,865	29.25%
VIRGINIA HOSPITAL CENTER	403	\$2,299,178	\$1,211,704	52.70%
JOHNS HOPKINS HOSPITAL	753	\$2,286,257	\$22,863	1.00%
GEORGE WASHINGTON UNIVERSITY HOSPITAL	95	\$2,285,544	\$1,593,599	69.73%
UNIV OF MD MEDICAL SYSTEM	267	\$2,242,919	\$22,429	1.00%
GEORGETOWN UNIVERSITY HOSPITAL	181	\$2,202,933	\$1,152,041	52.30%
BMA OF CAMP SPRINGS	60	\$1,829,645	\$1,745,225	95.39%
FRESENIUS MEDICAL CARE SURRATS DIALYSIS	16	\$1,644,759	\$1,532,463	93.17%
FRESENIUS KIDNEY CARE NASHUA COURT	38	\$1,607,939	\$1,531,820	95.27%

*Rounded to the Nearest Dollar

Top 10 FlexLink Facilities (by Billed Amount Volume)

2020

	# of Claims	Billed Amount*	Amount Saved off of Billed Amount*	Savings %
INOVA HEALTH SYSTEM HOSPITALS	510	\$4,163,096	\$1,266,600	30.4%
MARY WASHINGTON HOSPITAL INC	274	\$2,416,337	\$1,263,765	52.3%
CHRISTIANA CARE HEALTH SERVICES	126	\$2,133,123	\$472,130	22.1%
RESTON HOSPITAL CENTER	50	\$1,468,116	\$953,643	65.0%
BEEBE MEDICAL CENTER	218	\$1,209,743	\$376,758	31.1%
CHIPPENHAM MEDICAL CENTER	5	\$1,183,541	\$939,357	79.4%
LANSDOWNE DIALYSIS TOTAL	58	\$1,174,977	\$1,050,959	89.4%
UVA HEALTH SCIENCES CENTER	87	\$1,091,840	\$717,830	65.7%
FAUQUIER HOSPITAL	159	\$961,124	\$558,833	58.1%
SENTARA NORTHERN VIRGINIA	66	\$801,096	\$313,388	39.1%

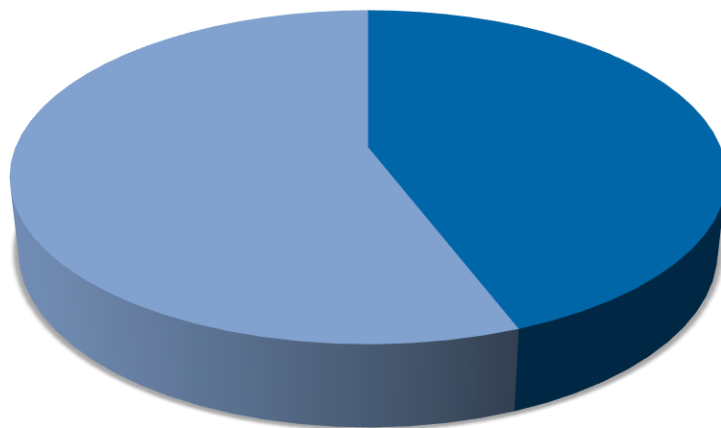
2019

	# of Claims	Billed Amount*	Amount Saved off of Billed Amount*	Savings %
INOVA HEALTH SYSTEM HOSPITALS	329	\$3,594,761	\$1,254,376	34.89%
RECTOR AND VISITORS OF THE UVA	129	\$3,230,857	\$1,564,828	48.43%
CHRISTIANA CARE HEALTH SERVICES	160	\$1,457,392	\$298,877	20.51%
MARY WASHINGTON HOSPITAL INC	210	\$2,053,138	\$1,100,212	53.59%
LOUDOUN HOSPITAL CENTER	190	\$1,125,201	\$382,291	33.98%
YORK HOSPITAL	148	\$709,054	\$67,377	9.50%
BEEBE MEDICAL CENTER	183	\$681,481	\$175,847	25.80%
MARTHA JEFFERSON HOSPITAL	117	\$686,063	\$250,446	36.50%
VCU HEALTH SYSTEM AUTHORITY	32	\$761,410	\$338,653	44.48%
STAFFORD HOSPITAL CENTER	70	\$481,925	\$179,444	37.23%

*Rounded to the Nearest Dollar

Top 10 Facilities (as a % of Total Billed)

2020



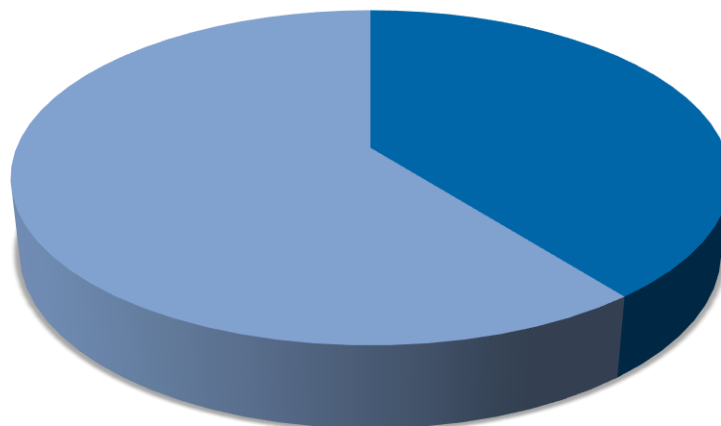
■ Top 10 Facilities

■ All Other Facilities

*Top 10 Facilities represent
44.22% of all Facility Billed Charges

*All Other Facilities represent
55.78% of all Provider Billed Charges

2019



■ Top 10 Facilities

■ All Other Facilities

*Top 10 Facilities represent
39.44% of all Facility Billed Charges

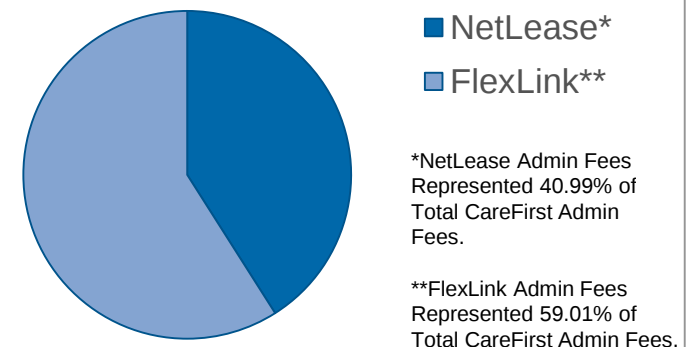
*All Other Facilities represent
60.56% of all Provider Billed Charges

Local Network Lease Administrative Fees- **FELRA**

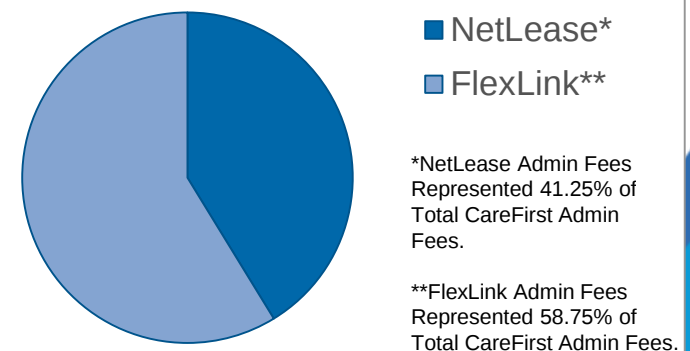
❖ 2020 Local NetLease Admin Charges:

- ◆ \$4.52 per subscriber per month from Jan. 1, 2020 – Dec. 31, 2020
- ◆ Average number of Local NetLease subscribers in 2020 was 8,389. *(In 2019, it was 8,564).* 2020 was a **2.04% decrease** from the previous year.
- ◆ Total average monthly CareFirst Administrative Cost for Local NetLease in 2020 was \$37,918. *(In 2019, it was \$337,767).*
- ◆ Total CareFirst Administrative Cost for Local NetLease to FELRA in 2020 was **\$455,019.** *(In 2019, it was \$453,207).* 2020 was a **0.39% increase** from the previous year.

2020 CareFirst
Administrative Fees



2019 CareFirst
Administrative Fees

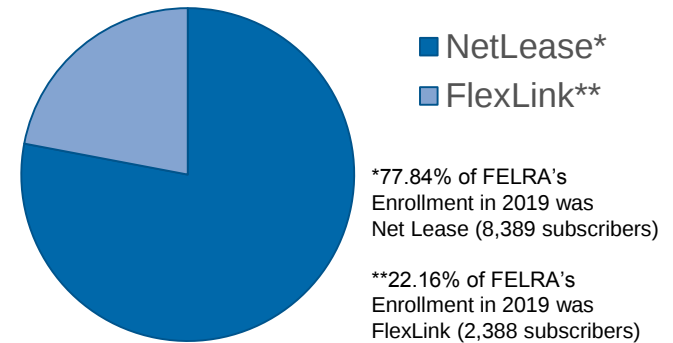


FlexLink Administrative Fees- **FELRA**

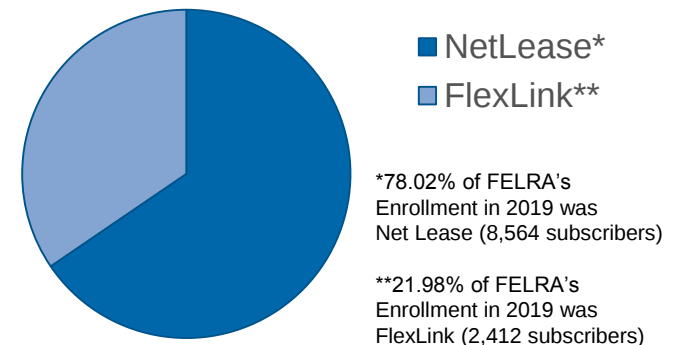
❖ 2020 FlexLink Admin Charges:

- ◆ \$22.86 per subscriber per month from Jan. 1, 2020 – Dec. 31, 2020
- ◆ Average number of FlexLink subscribers in 2020 was 2,388. *(In 2019, it was 2,412).* 2020 was a **0.99% decrease** from the previous year.
- ◆ Total average monthly CareFirst Administrative Cost for FlexLink in 2020 was \$54,590. *(In 2019, it was \$53,788).*
- ◆ Total CareFirst Administrative Cost for FlexLink to FELRA in 2020 was **\$655,080**. *(In 2019, it was \$645,451).* 2020 was a **1.49% increase** from the previous year.

2020 Enrollment



2019 Enrollment



Aggregate Pricing for **FELRA**

1/1/2020 – 12/31/2020

- NetLease: \$37,918 per month
- FlexLink: \$54,590 per month

\$92,508 per month / 10,777 total FELRA subscribers =

\$8.58

per subscriber per month Aggregate Cost
to FELRA

In 2019, Aggregate cost to FELRA was **\$8.34** per subscriber per month

Savings Net of CareFirst Administrative Charges- **FELRA**

\$89,724,019

(\$455,016)

(\$655,080)

\$88,613,923*

Gross Annual Provider and Facility Savings

(Less: Local NetLease Charges)

(Less: FlexLink Charges)

Savings Net of CareFirst Administrative Charges

*CareFirst Administrative Charges in this exhibit represent 1.24% of Gross Annual Savings.

In 2019, CareFirst admin charges represented **1.16%** of Gross Annual Savings.

Net Savings per Dollar of CareFirst Administrative Fee

- Net Savings for FELRA in 2020 was \$89,724,019
- CareFirst Administrative cost in 2020 was \$1,110,096

Total Net Savings Per Dollar of CareFirst Administrative Fee:

\$80.83

(For every \$1.00 that was spent in Administrative Fees,
\$80.83 was saved in Total Billed Charges)

In 2019, Total Net Savings Per Dollar of CareFirst Administrative Fee was \$86.13.

Net Savings per Eligible Subscribers- **FELRA**

- Total Net Savings for FELRA for 2020 was **\$88,613,923**
- FELRA had **10,777** subscribers (contracts) in 2020

**Total Net Savings Per Eligible
FELRA Subscriber:**

\$8,222.50

In 2019, Total Net Savings per Eligible Subscriber was \$8,520.95

5 Year Savings Recap- **FELRA**

	2016	2017	2018	2019	2020
Network Lease- Provider Savings	59.9%	60.42%	59.64%	60.27%	51.79%
FlexLink- Provider Savings	60.69%	60.34%	60.22%	61.70%	61.61%
Network Lease- Facility Savings	32.51%	31.9%	41.21%	41.35%	45.92%
FlexLink- Facility Savings	49.33%	49.51%	42.38%	46.94%	49.38%