



February 2, 2021

Mr. David Jensen
Associated Administrators, LLC
8400 Corporate Dr. Suite 430
Landover, MD 20785-2361

Dear Mr. Jensen:

Group Dental Service is pleased to present the 2020 Year End Utilization Report for Food Employers Labor Relations Association & United Food and Commercial Workers. We appreciate the opportunity to be your dental insurance provider. Please let us know if there are any comments, questions, or concerns.

Please find your 2020 utilization report enclosed. An overview of the highlights of this report includes:

- * 18,735 total visits
- * An average enrollment of 19,431 including participants and dependents
- * Cost of Care is 51%

We have enclosed the following reports for your review.

1. The 2020 Summary Report and Relative Value Exhibit
2. The 2020 Cost of Care Report
3. The 2020 Group Utilization Analysis
4. The 2020 Group Profile Analysis
5. The 2020 Group Benefit Analysis

GDS greatly appreciates the opportunity of working with the Board and providing managed dental care for Fund participants. We hope the Trustees are pleased with our service and delivery of care.

Sincerely,

Jackie DePolo
Senior Account Director
Group Dental Service



Group Dental Service of Maryland
15400 Calhoun Dr, Suite 300
Rockville, Maryland 20855

**FOOD EMPLOYERS LABOR RELATIONS ASSOCIATION &
UNITED FOOD and COMMERCIAL WORKERS**

2020 UTILIZATION REPORT

PRESENTED BY:

GROUP DENTAL SERVICE

February 2021

**GROUP DENTAL SERVICE, INC.
2020 ANNUAL UTILIZATION REPORT**

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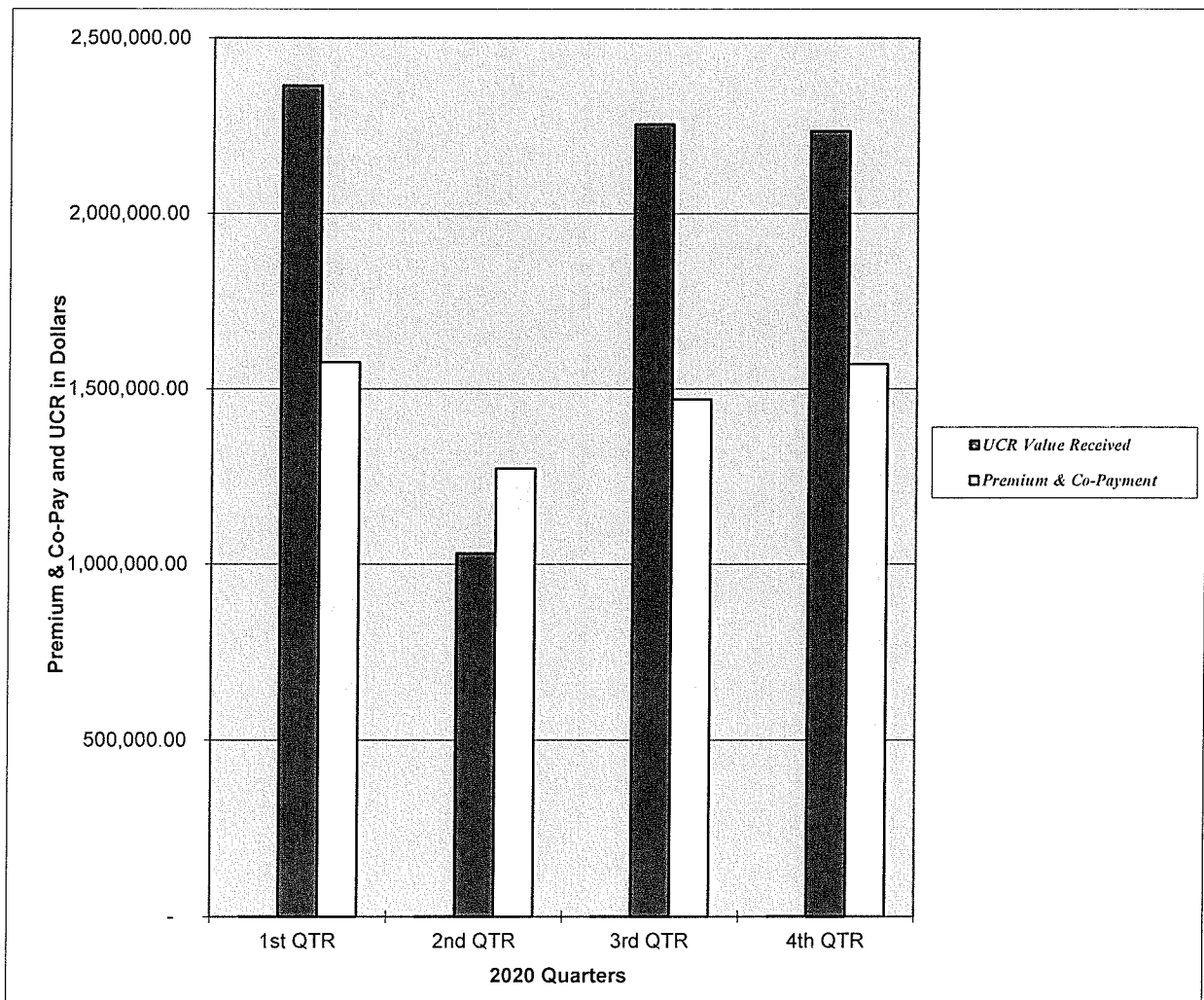
FOOD EMPLOYERS LABOR RELATIONS ASSOCIATION
AND UNITED FOOD & COMMERCIAL WORKERS
HEALTH AND WELFARE FUND

SUMMARY REPORT
FULL YEAR 2020

Average Participants	14,386
Average Dependents	<u>5,045</u>
Average Total Enrollment	19,431
Participant Visits	13,191
Dependent Visits	<u>5,544</u>
Total Visits	18,735
Procedures	40,276
UCR Value	7,884,815
Premiums Paid	5,593,235
Co-payments Received	<u>296,019</u>
Total Expense	\$ 5,889,254
Total Expense	5,889,254
UCR Value	7,884,815
Relative Value	1.34

2020 RELATIVE VALUE EXHIBIT

The following graph, Premium & Patient Co-payments and UCR Values 2020, demonstrates the impressive leveraging of the Fund's premium dollars for the 2020 experience through the fourth quarter. The table at the bottom of the exhibit shows by calendar quarter, the actual dollars paid in premiums and patient co-payments, the value of services received as priced at usual and customary rates (UCR), and the Relative Value ratio. During the period from January 2020 through December 2020, the Fund received \$7,884,815.00 in dental care value while expending \$5,889,254.00 in premium and patient co-payments. This represents an average relative value of 1.34, indicating that \$1.34 in dental care value was received for each \$1.00 expended during this period.



FOOD EMPLOYERS LABOR RELATIONS ASSOCIATION AND UNITED FOOD &
COMMERCIAL WORKERS HEALTH AND WELFARE FUND
COST OF CARE REPORT

Full Year 2020

PREMIUM PAID:	\$	5,593,235
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COST OF CARE:

INCURRED CLAIMS	\$	2,847,435
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TOTAL COST OF CARE		51%
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GDS GROUP UTILIZATION ANALYSIS

FROM: 1/1/2020 TO: 12/31/2020

CASE: FELRA and UFCW HEALTH and WELFARE - 01GDS02 PLAN: <ALL PLANS>

UTILIZATION	THIS QUARTER	LAST 12 MONTHS	PREV 12 MONTHS
TOTAL CONTRACTS UTILIZED	2405	5359	6441
PERCENT CONTRACTS UTILIZED	16.97	37.25	42.38
AVERAGE NO PATIENT/CONTRACT	1.35	1.35	1.38
TOTAL NO PATIENT UTILIZING	2809	6791	8364
PERCENT PATIENT UTILIZING	14.58	33.39	39.52
AVERAGE NO OF SUBS ENROLLED	14169	14386	15199
TOTAL NO SUBS UTILIZING	2020	4846	5917
PERCENT SUBS UTILIZING	14.26	32.34	38.348
AVG NO OF SPOUSE ENROLLED	0	0	0
TOTAL NO SPOUSE UTILIZING	0	0	0
PERCENT SPOUSE UTILIZING	0	0	0
AVG NO OF DEPENDENT ENROLLED	4980	5045	5784
TOTAL NO OF DEPENDENT UTILIZING	830	2040	2552
PERCENT DEPENDENT UTILIZING	16.59	38.75	45.31

UTILIZATION	THIS QUARTER	LAST 12 MONTHS	PREV 12 MONTHS
NO OF SUBSCRIBER VISITS	3383	13191	18411
NO VISITS/UTILIZING SUB	1.67	2.72	3.11
NO PROCS/UTILIZING SUB	5.25	8.14	8.49
NO PROCS/SUB VISIT	3.13	2.99	2.73
NUMBER OF SPOUSE VISITS	0	0	0
NO VISITS/UTILIZING SPOUSE	0	0	0
NO PROC/UTILIZING SPOUSE	0	0	0
NO PROC/SPOUSE VISIT	0	0	0
NO OF DEPENDENT VISITS	1435	5544	7543
NO VISITS/UTILIZING DEPENDENT	1.73	2.72	2.96
NO PROC/UTILIZING DEPENDENT	5.07	7.29	7.65
NO PROC/DEPENDENT VISIT	2.93	2.68	2.59

GDS GROUP PROFILE ANALYSIS
GROUP DENTAL SERVICE OF MARYLAND, INC

1/14/2021

FROM: 1/1/2020 TO: 12/31/2020

CASE: FELRA and UFCW HEALTH and WELFARE - 01GDS02 ALL PLANS

	Number of Procedure Reported						Procedure Rptd per Subscriber						Procedure Rptd Util Member			
	This Quarter			Last 12 Months			Prev 12 Months			QTR	LST 12	PRV 12	QTR	LST 12	PRV 12	
	NO	PCT		NO	PCT		NO	PCT								
PREVENTIVE	1719	16.30		7398	18.37		11194	20.04		0.85	1.53	1.89	0.61	1.09	1.34	
EXAMS	2169	20.57		9078	22.54		12833	22.97		1.07	1.87	2.17	0.77	1.34	1.53	
XRAYS	2752	26.10		9907	24.60		13176	23.59		1.36	2.04	2.23	0.98	1.46	1.58	
MIONR RESTORE	1556	14.75		5368	13.33		7594	13.59		0.77	1.11	1.28	0.55	0.79	0.91	
MAJOR RESTORE	447	4.24		1621	4.02		2222	3.98		0.22	0.33	0.38	0.16	0.24	0.27	
FIXED PROSTH	70	0.66		198	0.49		211	0.38		0.03	0.04	0.04	0.02	0.03	0.03	
DENTURES	183	1.74		589	1.46		792	1.42		0.09	0.12	0.13	0.07	0.09	0.09	
ENDO	135	1.28		470	1.17		542	0.97		0.07	0.10	0.09	0.05	0.07	0.06	
PERIO	235	2.23		836	2.08		1202	2.15		0.12	0.17	0.20	0.08	0.12	0.14	
SIMPLE EXT	212	2.01		802	1.99		1064	1.90		0.10	0.17	0.18	0.08	0.12	0.13	
ORAL SRG	292	2.77		1048	2.60		1307	2.34		0.14	0.22	0.22	0.10	0.15	0.16	
ORTHO	292	2.77		1265	3.14		1496	2.68		0.14	0.26	0.25	0.10	0.19	0.18	
OTHER	484	4.59		1696	4.21		2230	3.99		0.24	0.35	0.38	0.17	0.25	0.27	
TOTALS	10546	100.00		40276	100.00		55863	100.00		5.22	8.31	9.44	3.75	5.93	6.68	

GROUP DENTAL SERVICE OF MARYLAND, INC
GDS GROUP BENEFIT ANALYSIS
FROM: 1/1/2020 TO: 12/31/2020

CASE: FELRA and UFCW HEALTH and WELFARE - 01GDS02 PLAN: <ALL PLANS>

PROC CODE	---THIS QUARTER---			---LAST 12 MONTHS---			---PRIOR 12 MONTHS---		
	NUMBER TIMES	PT COPAY	UCR VALUE	NUMBER TIMES	PT COPAY	UCR VALUE	NUMBER TIMES	PT COPAY	UCR VALUE
D0120	1354	0.00	92951.00	6135	0.00	418450.00	9153	0.00	610537.00
D0140	514	0.00	53027.00	1956	0.00	200967.00	2254	0.00	226583.00
D0150	288	0.00	32518.00	946	0.00	106764.00	1331	0.00	146699.00
D0170	2	0.00	189.00	5	0.00	494.00	6	0.00	577.00
D0180	11	0.00	1729.00	36	30.00	5573.00	89	150.00	12498.00
D0210	131	0.00	25164.00	442	0.00	84527.00	606	0.00	113513.00
D0220	1020	0.00	39328.00	3715	0.00	142801.00	4726	4.00	176939.00
D0230	434	0.00	14513.00	1493	0.00	49945.00	1856	0.00	60166.00
D0240	4	0.00	204.00	11	0.00	572.00	12	0.00	611.00
D0270	17	0.00	687.00	61	0.00	2478.00	68	0.00	2591.00
D0272	77	0.00	4724.00	309	0.00	18664.00	576	0.00	33696.00
D0273	2	0.00	132.00	13	0.00	856.00	9	0.00	561.00
D0274	786	0.00	65767.00	2870	0.00	238229.00	3956	0.00	321267.00
D0277	22	0.00	2768.00	39	0.00	4919.00	7	0.00	770.00
D0330	259	0.00	39100.00	954	0.00	144380.00	1360	0.00	202374.00
D0460	10	0.00	740.00	35	0.00	2605.00	35	0.00	2471.00
D1110	1395	0.00	162532.00	6136	0.00	711928.00	9195	0.00	1043120.00
D1120	116	0.00	10476.00	486	0.00	43151.00	822	0.00	71019.00
D1208	66	0.00	3303.00	293	0.00	14662.00	531	0.00	25955.00
D1510	1	10.00	426.00	5	50.00	2176.00	2	20.00	800.00
D1515	0	0.00	0.00	0	0.00	0.00	1	20.00	550.00
D1516	0	0.00	0.00	0	0.00	0.00	2	40.00	1100.00
D1517	0	0.00	0.00	1	20.00	550.00	0	0.00	0.00
D1575	0	0.00	0.00	0	0.00	0.00	3	0.00	1218.00
D1999	0	0.00	0.00	1	0.00	0.00	0	0.00	0.00
D2140	0	0.00	0.00	1	0.00	0.00	0	0.00	0.00
D2150	312	0.00	59037.00	1101	0.00	208633.00	1524	0.00	281485.00
D2160	265	0.00	58818.00	1029	0.00	226881.00	1565	0.00	337669.00
D2161	140	0.00	37525.00	449	0.00	118888.00	708	0.00	182225.00
D2330	35	0.00	11679.00	96	0.00	31664.00	134	0.00	40893.00
D2331	123	0.00	26126.00	436	0.00	90988.00	610	0.00	124826.00
D2332	106	0.00	27024.00	338	0.00	86427.00	479	0.00	118758.00

D2335	116	0.00	35460.00	349	0.00	108151.00	555	0.00	168677.00
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GROUP DENTAL SERVICE OF MARYLAND, INC
GDS GROUP BENEFIT ANALYSIS
FROM: 1/1/2020 TO: 12/31/2020

CASE: FELRA and UFCW HEALTH and WELFARE - 01GDS02 PLAN: <ALL PLANS>

---THIS QUARTER---

---LAST 12 MONTHS---

---PRIOR 12 MONTHS---

PROC CODE	NUMBER TIMES	PT COPAY	UCR VALUE	NUMBER TIMES	PT COPAY	UCR VALUE	NUMBER TIMES	PT COPAY	UCR VALUE
D2390	0	0.00	0.00	0	0.00	0.00	5	0.00	2970.00
D2391	45	0.00	10700.00	102	0.00	23995.00	96	0.00	21708.00
D2392	28	0.00	8242.00	93	0.00	27201.00	105	0.00	29857.00
D2393	7	0.00	2545.00	28	0.00	10022.00	48	0.00	16403.00
D2394	0	0.00	0.00	7	0.00	2890.00	7	0.00	2863.00
D2740	190	23625.00	288977.00	654	81625.00	984564.00	803	100250.00	1191948.00
D2750	57	7125.00	80473.00	216	27000.00	304281.00	324	40500.00	443887.00
D2751	6	750.00	6672.00	35	4375.00	43253.00	70	8750.00	89057.00
D2752	25	3125.00	34369.00	77	9625.00	105784.00	128	15750.00	166701.00
D2790	0	0.00	0.00	0	0.00	0.00	6	750.00	9035.00
D2791	0	0.00	0.00	1	125.00	1495.00	1	125.00	1114.00
D2792	0	0.00	0.00	0	0.00	0.00	1	125.00	1349.00
D2920	27	0.00	3862.00	131	0.00	18547.00	180	0.00	24689.00
D2930	6	150.00	2199.00	22	630.00	7703.00	11	330.00	3591.00
D2931	0	0.00	0.00	0	0.00	0.00	1	30.00	426.00
D2940	13	0.00	2072.00	53	0.00	8234.00	55	0.00	8137.00
D2950	117	0.00	40795.00	390	0.00	136058.00	552	0.00	187534.00
D2951	1	0.00	96.00	1	0.00	96.00	3	0.00	156.00
D2952	3	0.00	1581.00	6	0.00	3019.00	6	0.00	2744.00
D2954	22	0.00	9095.00	111	0.00	45708.00	149	0.00	60611.00
D2980	0	0.00	0.00	0	0.00	0.00	2	0.00	644.00
D3110	0	0.00	0.00	1	0.00	102.00	1	0.00	104.00
D3120	3	0.00	379.00	27	0.00	2958.00	38	0.00	3972.00
D3220	0	0.00	0.00	1	0.00	265.00	4	0.00	1050.00
D3221	0	0.00	0.00	5	0.00	1330.00	0	0.00	0.00
D3310	26	2800.00	28435.00	96	9475.00	107893.00	110	10325.00	118806.00
D3320	50	6225.00	66330.00	132	15300.00	173947.00	151	17100.00	193387.00
D3330	47	12050.00	81025.00	186	43150.00	313367.00	219	52326.00	355001.00
D3346	1	0.00	1875.00	2	0.00	3940.00	1	0.00	1875.00

GROUP DENTAL SERVICE OF MARYLAND, INC
GDS GROUP BENEFIT ANALYSIS
FROM: 1/1/2020 TO: 12/31/2020

CASE: FELRA and UFCW HEALTH and WELFARE - 01GDS02 PLAN: <ALL PLANS>

---THIS QUARTER---				---LAST 12 MONTHS---				---PRIOR 12 MONTHS---			
PROC CODE	NUMBER TIMES	PT COPAY	UCR VALUE	NUMBER TIMES	PT COPAY	UCR VALUE	NUMBER TIMES	PT COPAY	UCR VALUE		
D3347	1	0.00	1640.00	1	0.00	1640.00	5	0.00	8629.00		
D3348	2	0.00	3735.00	6	0.00	11236.00	4	0.00	7771.00		
D3410	1	0.00	681.00	2	0.00	2026.00	2	0.00	2400.00		
D3421	0	0.00	0.00	2	0.00	2878.00	0	0.00	0.00		
D3425	1	0.00	1750.00	1	0.00	1750.00	2	0.00	3008.00		
D3426	1	0.00	563.00	2	0.00	1126.00	2	0.00	778.00		
D3427	0	0.00	0.00	1	0.00	575.00	0	0.00	0.00		
D3430	2	0.00	835.00	5	0.00	2037.00	3	0.00	1036.00		
D4211	0	0.00	0.00	0	0.00	0.00	1	55.00	428.00		
D4212	0	0.00	0.00	2	19.00	800.00	1	19.00	311.00		
D4260	0	0.00	0.00	2	650.00	3000.00	0	0.00	0.00		
D4261	0	0.00	0.00	2	200.00	3246.00	4	400.00	5233.00		
D4277	0	0.00	0.00	0	0.00	0.00	1	200.00	1500.00		
D4341	105	7350.00	34516.00	342	23940.00	111408.00	522	36540.00	167409.00		
D4342	26	910.00	6607.00	76	2660.00	19718.00	103	3605.00	25511.00		
D4346	0	0.00	0.00	1	0.00	206.00	1	0.00	213.00		
D4355	14	0.00	3077.00	51	0.00	11339.00	63	0.00	13834.00		
D4910	90	3150.00	17191.00	360	12600.00	68182.00	506	17710.00	93657.00		
D5110	21	630.00	45181.00	51	1530.00	105000.00	88	2640.00	180965.00		
D5120	11	330.00	24095.00	28	840.00	59234.00	42	1260.00	86808.00		
D5130	7	210.00	14898.00	27	810.00	58069.00	23	690.00	49581.00		
D5140	6	180.00	14334.00	14	420.00	32161.00	25	750.00	55580.00		
D5211	3	90.00	4778.00	17	510.00	26190.00	20	600.00	30463.00		
D5212	5	150.00	7770.00	11	330.00	17456.00	19	570.00	28836.00		
D5213	34	1020.00	73080.00	98	2940.00	208618.00	139	4170.00	286787.00		
D5214	36	1080.00	79929.00	121	3630.00	261991.00	148	4440.00	303749.00		
D5221	0	0.00	0.00	0	0.00	0.00	1	0.00	1495.00		
D5222	0	0.00	0.00	1	30.00	1050.00	1	30.00	1725.00		
D5223	1	30.00	1816.00	1	30.00	1816.00	0	0.00	0.00		
D5224	0	0.00	0.00	0	0.00	0.00	2	60.00	3612.00		
D5410	2	0.00	223.00	5	0.00	552.00	6	0.00	704.00		

GROUP DENTAL SERVICE OF MARYLAND, INC
GDS GROUP BENEFIT ANALYSIS
FROM: 1/1/2020 TO: 12/31/2020

CASE: FELRA and UFCW HEALTH and WELFARE - 01GDS02 PLAN: <ALL PLANS>

---THIS QUARTER---

---LAST 12 MONTHS---

---PRIOR 12 MONTHS---

PROC CODE	NUMBER TIMES	PT COPAY	UCR VALUE	NUMBER TIMES	PT COPAY	UCR VALUE	NUMBER TIMES	PT COPAY	UCR VALUE
D5411	2	0.00	224.00	6	0.00	731.00	5	0.00	585.00
D5421	3	0.00	342.00	8	0.00	939.00	8	0.00	881.00
D5422	3	0.00	333.00	9	0.00	957.00	13	0.00	1446.00
D5511	1	0.00	285.00	5	0.00	1588.00	2	0.00	536.00
D5512	3	0.00	720.00	4	0.00	955.00	12	0.00	2934.00
D5520	3	0.00	805.00	9	0.00	2194.00	11	0.00	2574.00
D5611	0	0.00	0.00	3	0.00	634.00	6	0.00	1393.00
D5612	2	0.00	661.00	9	0.00	2459.00	8	0.00	2041.00
D5621	1	0.00	220.00	2	0.00	520.00	0	0.00	0.00
D5622	0	0.00	0.00	1	0.00	220.00	3	0.00	852.00
D5630	0	0.00	0.00	1	0.00	300.00	5	0.00	1355.00
D5640	12	0.00	2793.00	34	0.00	7802.00	18	0.00	4160.00
D5650	20	0.00	5839.00	72	0.00	20321.00	116	0.00	30217.00
D5660	1	0.00	160.00	10	0.00	3014.00	21	0.00	6127.00
D5730	1	0.00	472.00	5	0.00	2104.00	5	0.00	2245.00
D5731	2	0.00	868.00	7	0.00	3146.00	4	0.00	1719.00
D5740	0	0.00	0.00	4	0.00	1465.00	5	0.00	1828.00
D5741	0	0.00	0.00	1	0.00	440.00	5	0.00	1901.00
D5750	0	0.00	0.00	14	0.00	7697.00	13	0.00	6962.00
D5751	2	0.00	1290.00	8	0.00	4469.00	11	0.00	5528.00
D5760	1	0.00	625.00	2	0.00	1266.00	3	0.00	1641.00
D5761	0	0.00	0.00	1	0.00	450.00	4	0.00	1863.00
D6210	0	0.00	0.00	1	125.00	1197.00	1	125.00	1315.00
D6211	1	125.00	850.00	2	250.00	1700.00	0	0.00	0.00
D6240	6	750.00	8656.00	24	3000.00	33434.00	31	3875.00	43655.00
D6241	2	250.00	2600.00	5	625.00	6570.00	2	250.00	3050.00
D6242	1	125.00	1300.00	8	1000.00	10976.00	10	1250.00	14093.00
D6245	14	1750.00	21158.00	23	2875.00	34702.00	20	2500.00	30668.00
D6740	2	100.00	1996.00	4	200.00	4046.00	0	0.00	0.00

GROUP DENTAL SERVICE OF MARYLAND, INC
GDS GROUP BENEFIT ANALYSIS
FROM: 1/1/2020 TO: 12/31/2020

CASE: FELRA and UFCW HEALTH and WELFARE - 01GDS02 PLAN: <ALL PLANS>

---THIS QUARTER---				---LAST 12 MONTHS---				---PRIOR 12 MONTHS---			
PROC CODE	NUMBER TIMES	PT COPAY	UCR VALUE	NUMBER TIMES	PT COPAY	UCR VALUE	NUMBER TIMES	PT COPAY	UCR VALUE		
D6750	12	1500.00	16952.00	51	6375.00	71404.00	44	5500.00	61839.00		
D6751	4	500.00	5096.00	10	1250.00	12344.00	6	750.00	7702.00		
D6752	2	250.00	2610.00	14	1750.00	18762.00	18	2250.00	23047.00		
D6930	4	0.00	886.00	12	0.00	2503.00	34	0.00	6657.00		
D7111	2	0.00	354.00	5	0.00	881.00	25	0.00	4369.00		
D7140	210	0.00	50212.00	797	0.00	188858.00	1039	0.00	234188.00		
D7210	211	0.00	79963.00	761	0.00	280605.00	944	0.00	336035.00		
D7220	1	0.00	434.00	20	0.00	9202.00	13	0.00	5501.00		
D7230	11	0.00	5998.00	37	0.00	19797.00	66	0.00	33754.00		
D7240	31	0.00	18514.00	91	0.00	54092.00	111	0.00	65208.00		
D7241	1	0.00	666.00	5	0.00	3098.00	5	0.00	3273.00		
D7250	24	0.00	10705.00	92	0.00	37809.00	135	0.00	53260.00		
D7251	5	0.00	3480.00	12	0.00	8400.00	4	0.00	2772.00		
D7310	5	0.00	1880.00	15	0.00	7216.00	19	0.00	6769.00		
D7510	3	0.00	957.00	15	0.00	4803.00	10	0.00	3391.00		
D8070	0	0.00	0.00	0	0.00	0.00	1	925.00	3000.00		
D8080	6	5550.00	18000.00	23	21275.00	69000.00	47	43475.00	141000.00		
D8090	1	925.00	3000.00	10	9250.00	30000.00	23	21275.00	69000.00		
D8670	285	0.00	54150.00	1232	0.00	234079.00	1425	0.00	270745.50		
D9110	58	0.00	8823.00	223	0.00	34926.00	315	0.00	47376.00		
D9222	26	0.00	8518.00	87	0.00	25766.00	105	0.00	29792.00		
D9223	29	0.00	8839.00	115	0.00	30952.00	138	0.00	35929.00		
D9230	15	0.00	2024.00	47	0.00	6470.00	57	0.00	6932.00		
D9239	0	0.00	0.00	1	0.00	230.00	2	0.00	809.00		
D9243	0	0.00	0.00	3	0.00	753.00	2	0.00	502.00		
D9248	0	0.00	0.00	0	0.00	0.00	3	0.00	1464.00		
D9310	71	0.00	13378.00	229	0.00	42570.00	321	0.00	57834.00		
D9613	0	0.00	0.00	1	0.00	170.00	2	0.00	340.00		
D9932	0	0.00	0.00	3	0.00	205.00	10	0.00	551.00		
D9933	1	0.00	25.00	2	0.00	51.00	3	0.00	75.00		
D9934	7	0.00	355.00	18	0.00	1300.00	21	0.00	1326.00		
D9935	8	0.00	506.00	22	0.00	1691.00	28	0.00	2334.00		

		85565.00	2234850.00		296019.00	7884815.00	408134.00	10434189.50
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