

Tracy Hassett

*Educators Health Exchange
(A Group Captive)*

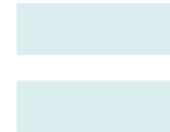
The Problem....



Cost of
Health Care

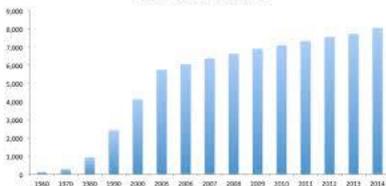


Cost of
Tuition



Budgets
That Are
Not
Sustainable

Per capita personal health care expenditure 1960-2014 in the United States (USD)



The Solution...

- * A group of individually underwritten self-insured plans
- * Individually set self-insured retention attachment points
- * Pooled stop-loss insurance captive domiciled in Vermont

Guiding Principles...

*Ownership

*Transparency

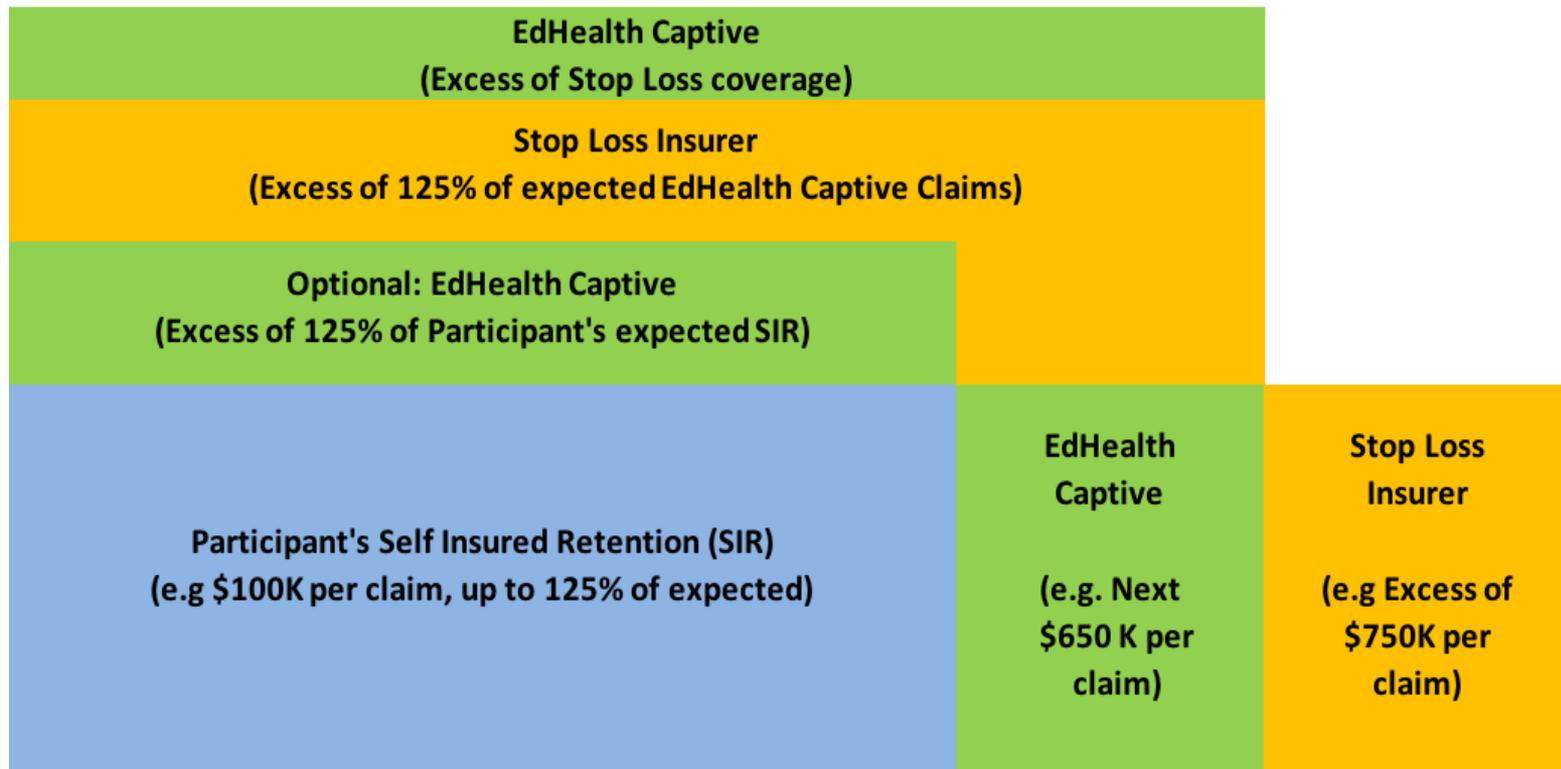
*Innovation

*Savings

edHEALTH Profile

* Inception Date	July 1, 2013
* Owners	Educations Institutions
* Locations	MA, RI, NY & Spreading
* No. of Owners	22 as of Jan 1, 2020 & Growing
* Covered Employees	~13,000
* Covered Participants	~30,000

edHEALTH How It Works



How It Works...

RELATIONSHIPS!!!!

- * Regulators
- * Captive Manager
- * Actuarial/Underwriting Consultants
- * Attorney
- * Auditors
- * Excess Re-Insurer
- * Third Party Administrators

By The Numbers...

- * Working costs projected at \$250M
- * Stop Loss reimbursements were \$6.1 million for 2018
- * Retained over \$9M in savings in the edHEALTH Captive
- * \$13M Captive surplus funds invested
- * Annualized working cost increase of 2.8% since inception

2019 Average Working Rate **Decreased by 2.9%**

Key Milestones...

2009: Conversations began with several Boston colleges and universities

2009 – 2013: Feasibility studies and A LOT of conversations and research

2013: edHEALTH Launched with 6 Members

2014: 9 Members with \$100M of annual premiums

2015: First dividend paid to initial investors

2019: \$2M dividend paid to members/owners

2020: 22 Members with \$250M of annual premiums