

Association Health Plans

September 10, 2024



Agenda

- Carson Chamber Association Health Plan
- The Builders Association Health Plan
- Quoting
- Continuing and new features
- Cigna national network
- Plan Designs
- Broker Compensation
- Other Benefits of the Associations
- Questions



Carson City Chamber of Commerce AHP

- Service and Manufacturing categories
- All Groups Underwritten No MAFs Required!
- Submit a Quote Through Your Account Specialist
- Open to all Nevada based businesses
- Carson City Chamber membership required to enroll
- Savings up to 20% vs. Traditional ACA



- Members save up to 20%
- HMO, EPO, and PPO products available
- ACA compliant
- No medical questionnaires required
 No cost wellness benefits
- No cost wellness benefits
 Provides access to Renown and Carson Tahoe providers.





The Manufacturing Benefit Trust, Service Benefit Trust and Hometown Health offer the Carson City Chamber of Commerce Association Health Plan exclusively for Eligible Member Companies*



The Builders Association of Northern Nevada AHP

- Builder and Associate member categories
- All Groups Underwritten No MAFs Required!
- Submit a Quote Through Your Account Specialist
- Open to all Nevada based businesses
- Builders membership required to enroll
- Savings up to 20% vs. Traditional ACA





Quoting



- Carson City Chamber of Commerce
 - Service and Manufacturing Categories
 - Business eligibility determined by NAICS code (Required to Quote)
 - Construction Businesses are Ineligible
- The Builders Association of Northern Nevada
 - Builder and Association Member Categories
 - Must be able to attest to one of the following:
 - **✓** Active Contractors License
 - ✓ Developer
 - ✓ Direct Jobsite Service/Facilitation
 - ✓ Critical Component (e.g. Engineering, Architect, Planner, etc.)
 - **✓** Supplier Direct to Builder or Industry Member
 - ✓ Specialized scope of work/services offered in building/construction

whose primary revenue stream is the building industry

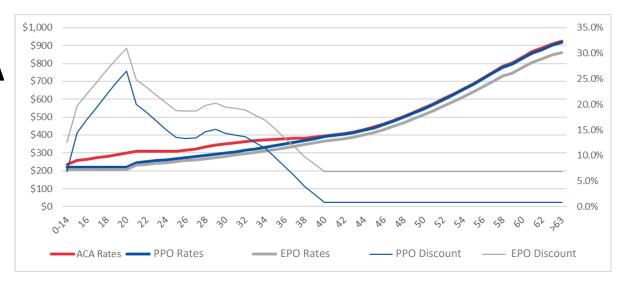
Quoting

- Census with First Name, Last Name, DOB, Gender, and Home Zips Required
 - Excel in Hometown Templated Format Required
 - Required for all Employees (Both Enrolling and Waiving)
 - Dependent Census Info Preferred
 - Quoted rates only valid for EE's listed on census
- Existing Hometown Health Groups Eligible at Renewal
 - Broker must ask Hometown to provide an AHP quote
 - Cannot move Off-Anniversary



Continuing in 2025

- All groups will be underwritten at application and renewal
- Plans similar to ACA plans are available (HMO, EPO & PPO) with minor coverage differences
- Up to 20% discounts compared to ACA
 - Discounts are best for HMO/EPO plans
- Select up to 3 plans
- Broker compensation same as ACA
- Renews throughout year
 - No focal renewal
 - Groups keep their current effective date



Service Area



HMO Areas 2 & 3





Groups must be domiciled within the blue counties to be eligible

New This Year beginning 1/1/25

- AHP groups will have access to the Cigna national network
 - Available to all new groups effective 9/1/24
 - Available to current groups effective 1/1/25 (members will receive new ID cards)
- One set of plans available to all AHP membership there will no longer be age banded plans and composite plans
- All AHP groups will receive traditional quotes (EE, ES, EC & F) based on each group's demographics
- Builders composite groups will consolidate with the rest of the Builders risk pool effective 7/1/25
 Hometown Health

Cigna General Access Guidelines

- Cigna providers may only be accessed outside of NV
- All HMO & EPO Members
 - Urgent and Emergent Care outside of NV ONLY
 - Directed Care outside of NV
- PPO Members
 - Unless specifically stated, Urgent and Emergent Care outside of NV ONLY
 - Directed Care outside of NV
 - Out of State NV members use Cigna as their primary network
- How can my NV members get full Cigna PPO access?
 - Gold Plus National Plan ONLY



Cigna General Access Guidelines

Plan	Emergent and Urgent Cigna Access Outside of NV	Primary Cigna Access Outside of NV	Primary Cigna Access in NV
НМО	Yes	Directed by HTH	No
EPO	Yes	Directed by HTH	No
Gold Plus National PPO	Yes	Yes	No
All Other PPOs	Yes	Directed by HTH or residing outside of NV	No



Cigna Network Overview

- Broad Access
 - More than 1 million contracted providers
 - More than 6,300 facilities
- A True National Network Solution
- Competitive Discounts
- Wide Range of Network Access
- National Brand Recognition





Differences from ACA Plans

- These plans do not cover infertility treatment
- These plans cover 60 days of skilled nursing instead of 100 days
- These plans do not cover pediatric vision
- These plans do not cover hearing aids



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Gold Value Silver Silver Silver Value **Bronze** Value Bronze Platinum Plus Gold Gold Plus **HSA D3200 HSA** Silver Plus **HSA** Bronze 25 AP 10-CO 2000 A HD-70 CINS E 45-CO 1100 A 50-80 CINS P 0-80 CINS S 50-70 CINS P 0-70 CINS S HD-NA CINS E 65-60 CINS P HD-60 CINS E 00-NA CINS Effective January 1, 2025 • In-Network Benefits TECHNICAL NAMES D0500X2 D0000X2 D0000X2 D2675X2 D0000X2 D3100X2 HSA D3200X2 HSA D7150X2 D4600X2 D4150X2 HSA D9200X2 CALENDAR YEAR DEDUCTIBLES (CYD) AND OOPMax Individual Medical Deductible \$500 \$0 \$0 \$2,675 \$0 \$3,100 \$3,200 \$7,150 \$4,600 \$4,150 \$9,200 **Family Medical Deductible** \$1,000 \$5,350 \$14,300 \$9,200 \$0 \$0 \$0 \$6,200 \$6,400 \$8,300 \$18,400 Individual Out of Pocket Max \$4,500 \$5,850 \$9,200 \$8,025 \$9,200 \$6,200 \$3,200 \$9,200 \$9,200 \$8,300 \$9,200 Family Out of Pocket Max \$9,000 \$11,700 \$18,400 \$16,050 \$18,400 \$12,400 \$6,400 \$18,400 \$18,400 \$16,600 \$18,400 PHYSICIAN OFFICE VISITS PCP Visit (HMO must use RMG PCP) \$0 \$45 \$50 \$0 \$50 CYD, \$50 CYD, \$0 \$0 \$65 CYD, \$65 CYD, 0% \$20 CYD, \$0 \$50 \$55 CYD, 20% CYD, \$80. CYD, 30% CYD, 0% Specialist Visit \$80 \$100 CYD, \$100 \$0 Preventive (ACA Covered) Screenings \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 LAB, IMAGING AND DIAGNOSTICS **Routine Lab Services** \$50 \$55 \$80 CYD, \$80 CYD, \$0 \$0 \$0 \$0 \$100 CYD, \$100 CYD, 0% \$20 \$50 \$80 \$55 CYD.\$0 Diagnostic and X-Ray CYD, 20% CYD, \$80. CYD, 30% \$100 CYD, \$100 CYD, 0% Imaging (CT / PET / MRI) \$250 \$300 CYD, 20% \$500 CYD, \$500 CYD, 30% \$250 CYD, \$0 \$500 CYD, \$500 CYD, 0% FACILITY / SURGICAL Inpatient Facility Fee (inc. MH/SUD) \$2,000 \$1,100 20% CYD, 20% 30% CYD, 30% CYD, 30% CYD, 0% CYD, \$0 CYD, 40% CYD, 40% \$400 \$400 **Outpatient Surgery Facility Fee** \$400 CYD, 20% \$500 CYD, \$500 CYD, \$0 CYD, 30% \$600 CYD, \$600 CYD, 0% **Outpatient Surgery Physician/Surgical Services** \$0 \$0 \$0 CYD, 20% \$0 CYD, \$0 CYD, 30% \$0 \$0 CYD. 0% CYD, \$0 **EMERGENCY AND URGENT CARE** \$20 **Urgent Care Center Services** \$50 \$50 \$50 \$50 CYD. \$50 CYD. \$0 \$50 \$50 CYD. \$50 \$50 **Emergency Room Services** CYD, \$200 \$550 \$675 CYD, 20% \$1,500 CYD, \$1,500 CYD, \$0 CYD, 30% CYD, 40% CYD, 40% CYD, 0% Ambulance Services (ground / air / water) 20% CYD, 20% \$200 20% 30% CYD, 30% CYD, \$0 CYD, 30% CYD, 40% CYD, 40% CYD, 0% Rx \$0 CYD, \$0 \$0 CYD, \$30 Rx - Generic Drugs \$10 \$10 \$15 \$20 CYD, \$20 \$30 CYD, 0% Rx - Preferred Brand Drugs CYD, 20% CYD, 30% \$65 CYD, \$250 \$30 \$50 \$40 CYD, \$65 CYD, \$0 \$250 CYD, 0% Rx - Non-Preferred Drugs \$50 \$150 \$200 CYD, 20% \$250 CYD, \$250 CYD, \$0 CYD, 30% CYD, 50% CYD, 50% CYD, 0% **Special Pharmaceuticals** 20% 50% CYD, 20% 50% CYD, 50% CYD, \$0 CYD, 30% CYD, 50% CYD, 50% CYD. 0% 50% PRODUCT TYPES HMO/EPO/PPO HMO/EPO/PPO HMO/EPO/PPO HMO/EPO/PPO нмо HMO/EPO/PPO HMO/EPO/PPO HMO/EPO/PPO HMO/EPO/PPO HMO/EPO/PPO PP0

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PIN DEPS	Platinum	Gold Plus	Gold	Value Gold	Silver Plus	Silver HSA	Silver D3200 HSA	Value Silver	Bronze Plus	Bronze HSA	Value Bronze
BUILDERS	25 AP 10-CO 2000 A	25 AP 45-CO 1100 A	25 AP 50-80 CINS P	25 AP 0-80 CINS S	25 AP 50-70 CINS P	25 AP HD-70 CINS E	25 AP HD-NA CINS E	25 AP 0-70 CINS S	25 AP 65-60 CINS P	25 AP HD-60 CINS E	25 AP 00-NA CINS
Effective January 1, 2025 • In-Network Benefits TECHNICAL NAMES	D0500X2	D0000X2	D0000X2	D2675X2	D0000X2	D3100X2 HSA	D3200X2 HSA	D7150X2	D4600X2	D4150X2 HSA	D9200X2
CALENDAR YEAR DEDUCTIBLES (CYD) AND OOPMax											
Individual Medical Deductible	\$500	\$0	\$0	\$2,675	\$0	\$3,100	\$3,200	\$7,150	\$4,600	\$4,150	\$9,200
Family Medical Deductible	\$1,000	\$0	\$0	\$5,350	\$0	\$6,200	\$6,400	\$14,300	\$9,200	\$8,300	\$18,400
Individual Out of Pocket Max	\$4,500	\$5,850	\$9,200	\$8,025	\$9,200	\$6,200	\$3,200	\$9,200	\$9,200	\$8,300	\$9,200
Family Out of Pocket Max	\$9,000	\$11,700	\$18,400	\$16,050	\$18,400	\$12,400	\$6,400	\$18,400	\$18,400	\$16,600	\$18,400
PHYSICIAN OFFICE VISITS											
PCP Visit (HMO must use RMG PCP)	\$0	\$45	\$50	\$0	\$50	CYD, \$50	CYD, \$0	02	\$65	CYD, \$65	CYD, 0%
Specialist Visit	\$20	\$50	\$55	CYD, 20%	\$80	CYD, \$80	CYD, \$0	CYD, 30%	\$100	CYD, \$100	CYD, 0%
Preventive (ACA Covered) Screenings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
LAB, IMAGING AND DIAGNOSTICS											
Routine Lab Services	\$0	\$50	\$55	\$0	\$80	CYD, \$80	CYD, \$0	\$0	\$100	CYD, \$100	CYD, 0%
Diagnostic and X-Ray	\$20	\$50	\$55	CYD, 20%	\$80	CYD, \$80	CYD, \$0	CYD, 30%	\$100	CYD, \$100	CYD, 0%
Imaging (CT / PET / MRI)	\$250	\$250	\$300	CYD, 20%	\$500	CYD, \$500	CYD, \$0	CYD, 30%	\$500	CYD, \$500	CYD, 0%
FACILITY / SURGICAL			_ <								
Inpatient Facility Fee (Inc. MH/SUD)	\$2,000	\$1,100	20%	CYD, 20%	30%	CYD, 30%	CYD, \$0	CYD, 30%	CYD, 40%	CYD, 40%	CYD, 0%
Outpatient Surgery Facility Fee	\$400	\$400	\$400	CYD, 20%	\$500	CYD, \$500	CYD, \$0	CYD, 30%	\$600	CYD, \$600	CYD, 0%
Outpatient Surgery Physician/Surgical Services	\$0	\$0	\$0	CYD, 20%	\$0	CYD, \$0	CYD, \$0	CYD, 30%	\$0	\$0	CYD, 0%
EMERGENCY AND URGENT CARE											
Urgent Care Center Services	\$20	\$50	\$50	\$50	\$50	CYD, \$50	CYD, \$0	\$50	\$50	CYD,\$50	\$50
Emergency Room Services	CYD, \$200	\$550	\$675	CYD, 20%	\$1,500	CYD,\$1,500	CYD, \$0	CYD, 30%	CYD, 40%	CYD, 40%	CYD, 0%
Ambulance Services (ground / air / water)	\$200	20%	20%	CYD, 20%	30%	CYD, 30%	CYD,\$0	CYD, 30%	CYD, 40%	CYD, 40%	CYD, 0%
Rx											
Rx - Generic Drugs	\$10	\$10	\$15	\$0	\$20	CYD, \$20	CYD, \$0	\$0	\$30	CYD, \$30	CYD, 0%
Rx - Preferred Brand Drugs	\$30	\$50	\$40	CYD, 20%	\$65	CYD, \$65	CYD, \$0	CYD, 30%	\$250	CYD, \$250	CYD, 0%
Rx - Non-Preferred Drugs	\$50	\$150	\$200	CYD, 20%	\$250	CYD, \$250	CYD, \$0	CYD, 30%	CYD, 50%	CYD, 50%	CYD, 0%
Special Pharmaceuticals	20%	50%	50%	CYD, 20%	50%	CYD, 50%	CYD, \$0	CYD, 30%	CYD, 50%	CYD, 50%	CYD, 0%
PRODUCT TYPES	НМО	HMO/EPO/PPO	HMO/EPO/PPO	HMO/EPO/PPO	HMO/EPO/PPO	HMO/EPO/PPO	PPO	HMO/EPO/PPO	HMO/EPO/PPO	HMO/EPO/PPO	HMO/EPO/PPO

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CALENDAR YEAR DEDUCTIBLES (CYD)

Individual Medical Deductible
Family Medical Deductible

Individual Pharmacy Deductible

PHYSICIAN OFFICE VISITS

PCP Office Visits (Renown/non-Renown)

Preventive (ACA Covered) Screenings

LAB, IMAGING AND DIAGNOSTICS

EMERGENCY AND URGENT CARE

Ambulance Services (ground/air/water)

Family Pharmacy Deductible
Individual Out of Pocket Max

Family Out of Pocket Max

Specialist Office Visits

Routine Lab Services

Diagnostic and X-Ray

Imaging (CT/PET/MRI)

Inpatient Hospital

Rx - Generic Drugs

FACILITY / SURGICAL

Outpatient Surgical Services

Urgent Care Center Services
Emergency Room Services

PRESCRIPTION DRUGS

Rx - Preferred Brand Drugs
Rx - Non-Preferred Brand Drugs

Special Pharmaceuticals

	Effective July 1, 2025. In-Network Benefits.	EPO 30-70	EPO 40-CO	PPO 30-70	PPO 40-CO		
	Plans are guaranteed - through June 30, 2026.	CINS S D1000X3 A4	2000 A D2500X3 A1	CINS S D1000X3 A4	2000 A D2500X3 A1		
AND	OOPMax						
		\$1,000	\$2,500	\$1,000	\$2,500		
		\$3,000	\$7,500	\$3,000	\$7,500		
		\$0	\$0	\$0	\$0		
		\$0	\$0	\$0	\$0		
		\$7,500	\$7,500	\$7,500	\$7,500		
		\$15,000	\$15,000	\$15,000	\$15,000		
		\$30	\$40	\$30	\$40		
		\$60	\$80	\$60	\$80		
		No Cost	No Cost	No Cost	No Cost		
1							
		\$25	\$25	\$25	\$25		
	\square	\$60	\$80	\$60	\$80		
I	1-<	CYD, 30%	CYD, \$250	CYD, 30%	CYD, \$250		
	IIIIII		7				
		CYD, 30%	CYD, \$2,000	CYD, 30%	CYD, \$2,000		
		\$1,000	CYD, \$1,000	\$1,000	CYD, \$1,000		
		\$50	\$50	\$50	\$50		
		\$500	\$500	\$500	\$500		
		CYD, 30%	CYD, \$250	CYD, 30%	CYD, \$250		
		\$15	\$15	\$15	\$15		
		\$40	\$40	\$40	\$40		
		\$60	\$60	\$60	\$60		

30%

30%

30%

30%

available only enrolled are ns plai already grandfathered groups Φ S U

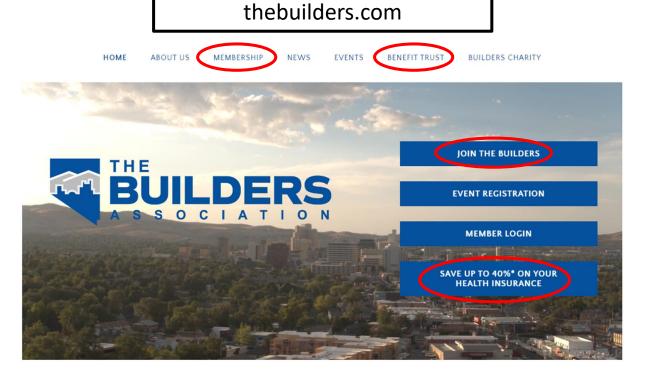
Broker Compensation

- Same as SG ACA plans
- \$28 / \$31 / \$34, depending on broker's overall production
- Broker Bonus
 - Beginning with 9/1/24 effective dates and in effect until further notice
 - Tiered by membership
 - 15 20 new members \$1,000
 - 21 30 new members \$1,500
 - 31 40 new members \$2,000
 - 41 50 new members \$2,500
 - 51+ new members \$3,000
 - Does not apply to groups moved from one HTH product to another Hometown
 - Bonus not additive. Applies to single sales only
 - Paid quarterly

Summary

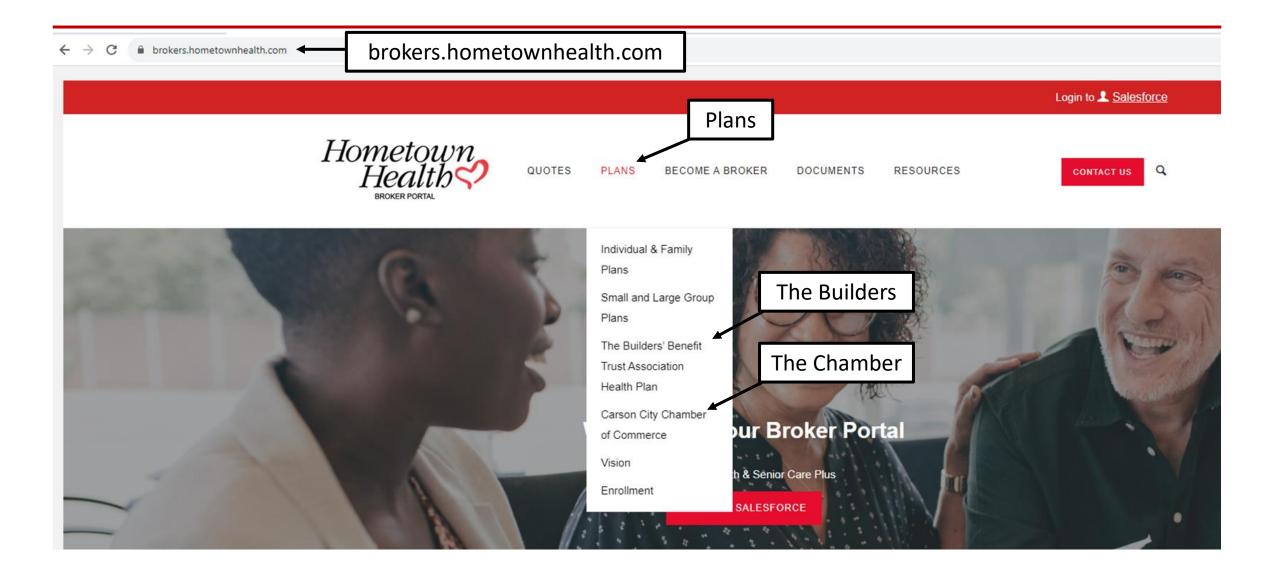
Plans	9 HMO, EPO and PPO plans similar to small group ACA plans with minor differences, plus a platinum HMO and a silver HSA PPO
Rating	Traditional rating (EE, ES, EC, F) with up to 20% discounts
Renewal	Renews throughout the year like small group
Underwriting	Guaranteed issue (though rates may be unfavorable in some cases); census required
Number of plans	Groups may select up to 3 plans
Group size	Groups with 2-50 employees (renewing groups may be larger); 50+ on a case-by-case basis
Broker compensation	Broker compensation same as ACA plans

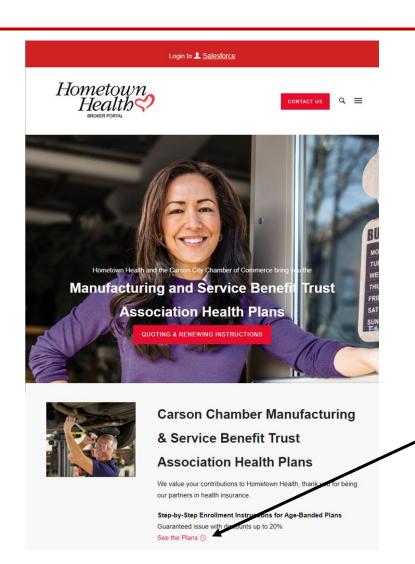




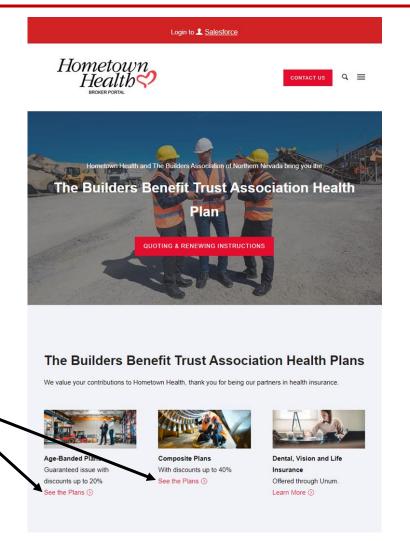
carsoncitychamber.com







"See the Plans"
These links take you to
the step-by-step
instructions shown on
the following page



Step 1. Pick Your Plans

- 2024 The Builders Age-Banded Benefits at a Glance
- 2024 The Builders Crosswalk Rate Table

Step 2. Determine Your Eligibility

Every employer must be able to comply with the requirements of The Builders Eligib

Every employer must also meet the standards in the Association Health Plan Partic

Additionally, for Composite Plan eligibility, your group must pass underwriting by:

Step 3. Become a Builders Association Member

Enroll in The Builders Association by completing the Membership Application.

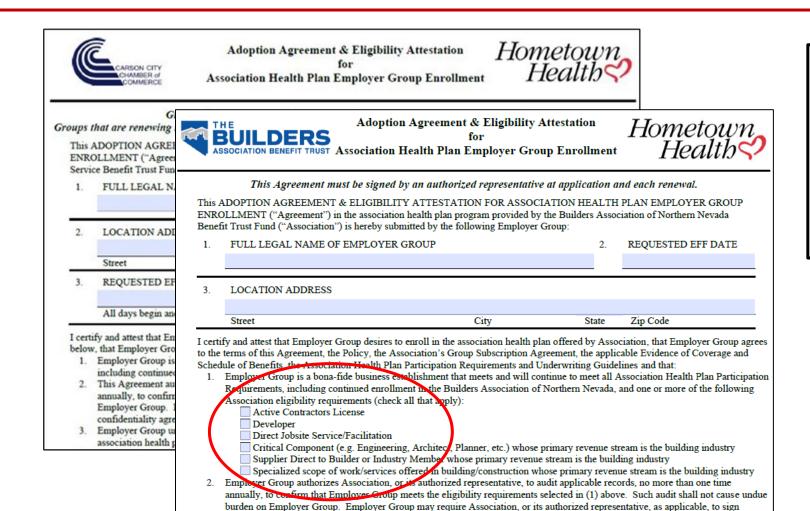
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Step 7. Distribute Documents to Your Employees

These online step-by-step instructions (abbreviated here) provide you with everything you need to complete the application and enrollment process

Combined Adoption Agreement

reasonable confidentiality agreements.



The Eligibility Attestation has been combined with the Adoption Agreement.
The first page must be signed and provided at application and each renewal

SPD Distribution and COBRA

- Employers must distribute the Summary Plan Description Wrap document and all other plan documents to employees
- All member employers, regardless of number of employees, must offer COBRA
- iSolved will provide training to each employer
- Employers will need to notify iSolved of terminations through their portal

Other Non-AHP Benefits of The Builders

NETWORKING

- FREE Membership Mixers.
- Forecast Breakfasts.
- Golf & Poker Tournaments.
- Industry Networking events.
- Charity Fundraisers.
- Industry Recognition, i.e.
 The BANN-ER Awards.
- Holiday Events and more!

Businesses like doing business with fellow BANN members!



ADVOCACY



- Our members benefit from the strength of the National Association of Home Builders.
- NAHB's advocacy victories saved builder members about \$6,200 per housing start in 2013. Total est. industry victories in 2013 were \$5.7 billion.
- We represent your interests at local, state and national levels.
- We provide information and resources to help your business grow.

EDUCATION

- BANN offers professional education classes and resources which keep you on the cutting edge of your industry.
- NAHB offers workshops, tradeshows, conferences, and online courses all designed to help members succeed.



MORE BENEFITS

- Exclusive Members Only Directory of over 400 members.
- Member Discounts for a wide range of products and services you use every day.
- NAHB Membership Included.
- Savings on Group Health and Workers Compensation.
- Weekly Industry News and Information.
- Regulatory Assistance.
- Industry Advocacy Groups.
- Community Involvement.



Other Non-AHP Benefits of The Chamber

- Networking
- Directory provides community advertising
- Advocacy at state and local level
- Community improvement including safety & security, community growth & attracting new businesses, and quality of life
- Educational seminars
- Partnership with Small Business Development Center and NNDA
- Membership with the U.S. Chamber of Commerce and monthly Business Report of Northern Nevada.

AHP Experts

- Founded in 1997
- Built on Trust
 - AHP Experts focuses only on associations
 - AHP Experts does not compete with the brokers for direct groups sales
- Four areas of focus:
 - MEWA Compliance and trust set up
 - Insurer efficiency
 - Broker outreach
 - Long-term, sustainable growth





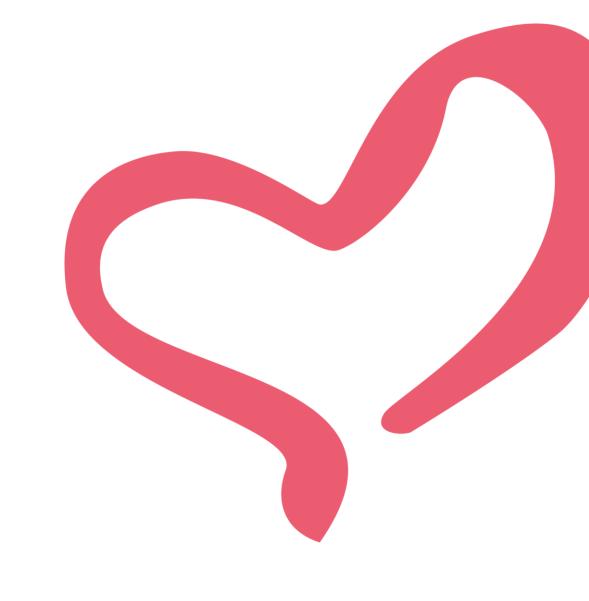
AHP Experts

- Your success is our success
 - No barriers to sell
 - No difference in broker compensation between direct market plans and association health plans
 - We refer employers back to their current broker and follow up with that broker to resolve any issues
 - We provide referrals to brokers that are members of the association
 - We provide training and answer questions; call us any time





Questions



Thank you!

