

AGENDA

Board Meeting

September 23, 2020, 9:00am-10:45am

Via Webinar

To attend, please register at this link:

https://us02web.zoom.us/webinar/register/WN_oCzpqppRSV2xx7J_RdzEIQ

Time	Agenda Item
9:00-9:05	1. Welcome & Roll Call (Tenney) <i>Recording announcement</i>
9:05-9:25	2. FY2020 Audit (Tenney) – Guest Karen Carew, Carew & Wells a. Review and Acceptance of the FY2020 Draft Audit Report by Carew & Wells – VOTE b. Executive Session with Karen Carew – Board Attendance Only <i>Separate Zoom link to access</i>
9:25-9:30	3. Review and Acceptance of Minutes (Tenney) a. June 17, 2020 Board Meeting Minutes – VOTE
9:30-10:00	4. Executive Director Report (Miller) a. Review and Acceptance of the CY2020 Payer Assessment Process and CY2021 Rate Setting – VOTE b. Review of FYTD 2021 Unaudited Financial Statements c. Assessment Update
10:00-10:10	5. DHHS Update (Daly)
10:10-10:20	6. Public Comments
10:20-10:45	7. Executive Session – Board Attendance Only <i>Separate Zoom link to access</i>
10:45	8. Adjournment

Future Meetings:

- November 18, 2020, 9:00-11:30am, Location TBD; Draft Agenda:
 - Review and Approve Annual Report
 - Review of FYTD 2021 Unaudited Financial Statements
 - Assessment Update
 - Adopt Next Year’s Meeting Schedule

NEW HAMPSHIRE VACCINE ASSOCIATION

Board Chair Statement re: Public Commentary During Meetings

I welcome members of the public and ask that each of you sign the attendance sheet or announce yourself if you are participating by telephone. Please also inform the Board now if you will be recording this meeting.

If the Board has sufficient time to conduct its business, then it is our policy to reserve time later in the meeting for public commentary. This commentary should be limited to matters that are germane to the role of the NH Vaccine Association: namely, the assertion and collection of assessments to fund the non-federal portion of the State's purchase and distribution of vaccines under the federal Vaccines for Children program. The Vaccine Association is not a policy-setting organization, it has no influence over the State's participation in the Vaccines for Children Program, and its role is not to challenge the vaccine program cost estimates provided by the State absent obvious error. Therefore, as Chair of the Board, I reserve the right to interrupt and end any public commentary that is not germane to the business of this Association.

Lastly, I remind the public that the commentary period is not an interactive session. If you have questions for the Board or for its executive staff, please direct them to our Executive Director who will respond in the normal course of Association business.

Thank you in advance for adhering to these public commentary guidelines so that we may have a productive meeting.

**NEW HAMPSHIRE
VACCINE ASSOCIATION
FINANCIAL STATEMENTS
FOR THE FISCAL YEARS ENDED
JUNE 30, 2020 AND 2019**

draft

INDEX TO FINANCIAL STATEMENTS

Independent Auditors' Report 1
Statements of Financial Position..... 2
Statements of Activities and Changes in Net Assets..... 3
Statements of Cash Flows..... 4
Notes to Financial Statements..... 5-11

draft

INDEPENDENT AUDITORS' REPORT

The Board of Directors
New Hampshire Vaccine Association
Concord, NH

We have audited the accompanying financial statements of New Hampshire Vaccine Association (a nonprofit organization), which comprise the statements of financial position as of June 30, 2020 and 2019, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal controls relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of New Hampshire Vaccine Association, as of June 30, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Carew & Wells, PLLC
Concord, New Hampshire

July 31, 2020

NEW HAMPSHIRE VACCINE ASSOCIATION
STATEMENTS OF FINANCIAL POSITION
AS OF JUNE 30, 2020 AND 2019

	June 30, 2020	June 30, 2019
ASSETS		
<i>Current Assets</i>		
Cash and cash equivalents	\$ 7,514,560	\$ 12,220,200
Short-term investments	-	261,566
Prepaid expenses	<u>1,960</u>	<u>1,164</u>
Total Current Assets	<u>7,516,520</u>	<u>12,482,930</u>
<i>Non-Current Assets</i>		
Investments	<u>6,814,180</u>	-
Total Current Assets	<u>6,814,180</u>	-
 TOTAL ASSETS	 <u>\$ 14,330,700</u>	 <u>\$ 12,482,930</u>
 LIABILITIES & NET ASSETS		
 TOTAL LIABILITIES	 <u>\$ -</u>	 <u>\$ -</u>
<i>Net Assets</i>		
Net assets without donor restrictions	250,000	250,000
Net assets with donor restrictions	<u>14,080,700</u>	<u>12,232,930</u>
TOTAL NET ASSETS	<u>14,330,700</u>	<u>12,482,930</u>
 TOTAL LIABILITIES & NET ASSETS	 <u>\$ 14,330,700</u>	 <u>\$ 12,482,930</u>

The accompanying notes are an integral part of these financial statements.

NEW HAMPSHIRE VACCINE ASSOCIATION
**STATEMENTS OF ACTIVITIES
AND CHANGES IN NET ASSETS**
FOR THE FISCAL YEARS ENDED JUNE 30, 2020 AND 2019

	June 30, 2020	June 30, 2019
NET ASSETS WITHOUT DONOR RESTRICTIONS		
REVENUE AND OTHER SUPPORT		
Net assets released from restrictions		
Assets released for operations	\$ 127,226	\$ 388,786
OPERATING EXPENSES		
Administrative services	100,142	148,318
Professional fees	20,636	39,589
Insurance	2,564	4,304
License and fees	75	75
Bank fees	1,723	3,033
Washington Vaccine Association, TRICARE settlement costs	-	191,858
Stationary & printing	1,500	222
Subcontractors	100	1,250
Website	486	-
Advertising	-	137
<i>Total Operating Expenses</i>	<u>127,226</u>	<u>388,786</u>
INCREASE (DECREASE) IN NET ASSETS WITHOUT DONOR RESTRICTIONS	<u>-</u>	<u>-</u>
NET ASSETS WITH DONOR RESTRICTIONS		
Assessment income, less refunds of \$58,115 and \$0 in 2020 and 2019	12,994,817	13,667,614
TRICARE settlement income	395,271	4,128,793
Interest on late assessments	293	131,362
Bank and sweep interest	253,394	220,479
Return on investments	82,614	5,424
Net assets released from restrictions		
Remittance to the State of New Hampshire	(11,751,393)	(9,234,656)
Assets released for operations	<u>(127,226)</u>	<u>(388,786)</u>
INCREASE (DECREASE) IN NET ASSETS WITH DONOR RESTRICTIONS	<u>1,847,770</u>	<u>8,530,230</u>
CHANGES IN NET ASSETS	<u>1,847,770</u>	<u>8,530,230</u>
<i>Net Assets, Beginning of Year</i>	<u>12,482,930</u>	<u>3,952,700</u>
<i>Net Assets, End of Year</i>	<u>\$ 14,330,700</u>	<u>\$ 12,482,930</u>

The accompanying notes are an integral part of these financial statements.

NEW HAMPSHIRE VACCINE ASSOCIATION
STATEMENTS OF CASH FLOWS
 FOR THE FISCAL YEARS ENDED JUNE 30, 2020 AND 2019

	June 30, 2020	June 30, 2019
CASH FLOWS FROM OPERATING ACTIVITIES		
Increase (decrease) in net assets	<u>\$ 1,847,770</u>	<u>\$ 8,530,230</u>
<i>Adjustments to reconcile changes in net assets</i>		
(Gain) on sale of investments	(326)	-
Unrealized (gain) loss on investments	(68,011)	-
(Increase) decrease in:		
Prepaid expenses	(796)	2,310
Increase (decrease) in:		
Accrued expenses	-	(4,334)
Assessment refund	-	(66)
<i>Total Adjustments</i>	<u>(69,133)</u>	<u>(2,090)</u>
Net Cash Provided (Used) by Operating Activities	<u>1,778,637</u>	<u>8,528,140</u>
 CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of investments	(6,724,277)	-
Proceeds from sale of investments	<u>240,000</u>	<u>(5,424)</u>
Net Cash Used by Investing Activities	<u>(6,484,277)</u>	<u>(5,424)</u>
 NET INCREASE (DECREASE) IN CASH	(4,705,640)	8,522,716
<i>Cash, Beginning of Year</i>	<u>12,220,200</u>	<u>3,697,484</u>
<i>Cash, End of Year</i>	<u><u>\$ 7,514,560</u></u>	<u><u>\$ 12,220,200</u></u>

The accompanying notes are an integral part of these financial statements.

NEW HAMPSHIRE VACCINE ASSOCIATION
NOTES TO FINANCIAL STATEMENTS

A | NATURE OF ACTIVITIES & SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

New Hampshire Vaccine Association is a nonprofit corporation established pursuant to Chapter 126-Q of the New Hampshire Revised Statutes Annotated. The Association was formed to assess certain entities for a portion of the cost of vaccines provided for children in New Hampshire. The Association accomplishes its mission by assessing “assessable entities,” as defined by RSA 126-Q:1,II. That definition encompasses all insurers, all government health benefit plans and essentially all third party administrators administering health benefits for any child in New Hampshire. The Association remits funds to the State of New Hampshire so that the NH Department of Health and Human Services is able to purchase and distribute, without charge to health care providers in the State of New Hampshire, all federally-recommended childhood vaccines.

Basis of Accounting

The financial statements of New Hampshire Vaccine Association have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

Basis of Presentation

The Association is required to report information regarding its financial position and activities according to two classes of net assets that are based upon the existence or absence of donor-imposed restrictions:

Net assets without donor restrictions are those currently available at the discretion of the board for use in the Association’s operations.

Net assets with donor restrictions are those subject to stipulations imposed by law. Restrictions may be temporary in nature; those restrictions would be met by actions of the Association or by the passage of time. Other donor restrictions may be perpetual in nature, where by the donor may stipulate the funds be maintained in perpetuity. The Association does not have any net assets with perpetual donor restrictions.

Estimates

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

Cash and Cash Equivalents

New Hampshire Vaccine Association considers all short-term highly liquid investments with original maturities of three months or less to be cash equivalents with the exception of temporary cash, money market funds, and short-term investments held in the investment account.

Investments

New Hampshire Vaccine Association carries investments in debt and equity securities at their fair values in the Statement of Financial Position. Unrealized gains and losses are included in the change in net assets in the accompanying Statement of Activities.

NEW HAMPSHIRE VACCINE ASSOCIATION
NOTES TO FINANCIAL STATEMENTS

Assessment Receivables

Assessment receivables are stated at the amount the Association expects to collect from covered lives self-reported by assessable entities. The Association evaluates collectability by considering factors such as historical experience, the age of the accounts receivable balance, current economic conditions, and other circumstances, which may affect an entity's ability to pay. Past due receivables are written off at management's discretion using the direct write off method; this is not considered a departure from accounting principles generally accepted in the United States because the effects of the direct write off method approximate those of the allowance method. The Association charges a late fee at a rate of 18% per annum (about 1.5% monthly) on all past due assessments until paid in full or written off as uncollectible.

Assessment Revenue

Assessable entities self-report the number of covered lives for each month of the quarter. The assessment is due 45 days after the close of the preceding quarter. Assessment revenue is recognized as an increase in temporarily restricted net assets at that time.

RSA 126-Q and the Plan of Operation do not provide any requirement for the Association to identify or verify the self-reported covered lives of assessable entities. Accordingly, revenue is recognized as self-reported by the assessable entities. Any subsequent adjustments in covered lives reported to the Association are treated as an increase or decrease in assessment revenue at that time.

Restricted Revenue

RSA 126-Q restricts all revenue, including assessments, interest on late payment of assessments, and investment income. Unexpended revenue is included in reducing the next year's assessment rate.

Expense Allocation

Due to the limited purpose of the Association's mandate as defined in RSA 126-Q, the remittance of assessments to the State comprises the entirety of program activities. The remittance is reflected on the financial statements as a release of net assets with donor restrictions. All remaining expenses are related to management and general activities. Following is an analysis of expenses by natural and functional classifications:

	2020	2019
<i>Program Expense</i>		
Remittance to State of NH	\$ <u>11,751,393</u>	\$ <u>9,234,656</u>
<i>Management & General</i>		
Administrative services	100,142	148,318
Professional fees	20,636	39,589
Insurance	2,564	4,304
License and fees	75	75
Bank fees	1,723	3,033
TRICARE settlement costs	-	191,858
Stationary & printing	1,500	222
Subcontractors	100	1,250
Website	486	-
Advertising	-	137
<i>Total Management & General</i>	<u>127,226</u>	<u>388,786</u>
<i>TOTAL EXPENSES</i>	<u>\$ 11,878,619</u>	<u>\$ 9,623,442</u>

(Continued on next page)

NEW HAMPSHIRE VACCINE ASSOCIATION
NOTES TO FINANCIAL STATEMENTS

Income Tax Status

The Association was organized as a nonprofit corporation under RSA 292. On January 20, 2004, the Internal Revenue Service ruled that the Association was a nonprofit 501(c)(3) organization, furthermore that it was not a private foundation within the meaning of Internal Revenue Code Section 509(a). Accordingly, the Association has not made any provision for income taxes. In addition, the Internal Revenue Service ruled that the Association met the requirements set forth in Revenue Procedure 95-48, 1995-2 CB 418 section 4.02(b) and 4.03. Therefore, the Association is not required to file Form 990 annually.

For the years ended June 30, 2020 and 2019, management has evaluated its tax positions in accordance with financial accounting standards board (FASB) accounting standards codification (ASC) 740-10, *Accounting for Uncertain Tax Positions*. This evaluation includes consideration that the Association is operating in compliance with its tax-exempt status and that there are no matters that would create taxable income. The Association's management does not believe they have taken uncertain tax positions, therefore, a liability for income taxes associated with uncertain tax positions has not been recognized.

New Accounting Pronouncement

ASU 2016-15, Statement of Cash Flows (Topic 230)

In August 2016, the FASB issued ASU 2016-15, "Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments (A Consensus of the FASB Emerging Issues Task Force)." To reduce diversity in reporting practice, the ASU provides solutions for eight specific statement of cash flow classification issues. The new standard is effective for fiscal years beginning after December 15, 2019. Early adoption is permitted. The Association currently follows the ASU guidelines for reporting the Statement of Cash Flows.

There was no effect on the amounts previously reported. The Association has used the indirect method of reporting cash flows and was not subject to income tax for June 30, 2020 and 2019.

B | CONCENTRATIONS

Revenue

The Association derives nearly all of its revenue from assessments of licensed insurers in the State of New Hampshire. In addition 49% of the assessments are derived from 3 assessable entities. Given the requirements of RSA 126-Q, the Plan of Operations and the industry within which assessable entities operate, management does not believe the Association is exposed to significant risk from the concentration of assessment revenue, nor from a concentration with a particular assessable entity.

NEW HAMPSHIRE VACCINE ASSOCIATION
NOTES TO FINANCIAL STATEMENTS

C | CURRENT RESOURCES

Financial Assets Available to Meet Cash Needs for General Expenditures within One Year

The Association has the following financial assets available within 1 year of the balance sheet dates (June 30, 2020 and 2019) to meet cash needs for general expenditures consisting of:

	2020	2019
Cash and cash equivalents	\$ 7,514,560	\$ 12,220,200
Short-term investments	-	261,566
Total	\$ 7,514,560	\$ 12,481,766

None of the financial assets are subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the balance sheet date. General expenditures include the required remittance to the State of New Hampshire and reasonable and necessary operating costs. Investments set aside for long-term investing are not included in the current resources available for general expenditures. However, these amounts could be drawn upon if needed by the Association.

Liquidity Management

The Association is substantially supported by assessment income. To manage liquidity, the Association maintains sufficient financial asset balances to satisfy general expenditures as they come due. The Association invests cash in excess of immediate operations in investments to provide a reasonable rate of return to offset the operating expenses and reduce the total cost of the program to insurers.

In determining assessment rates, the Board of Directors have annually designated \$250,000 to ensure adequate cash flow for operating expenses. In addition, during the year ended, June 30, 2020, the Association reserved \$5 million of the available restricted net assets used in setting the assessment rates. This reserve provides for consistent and stable assessment rates to insurers over time.

D | INVESTMENTS

Composition of Investments

Investments are comprised of the following at June 30, 2020 and 2019:

	2020	2019
Fixed Income Funds (Level 1 measured at fair value)		
Negotiable Certificates of Deposit	\$ 6,592,129	\$ -
Federated Government Money Market	222,050	261,566
Total Investments	\$ 6,814,180	\$ 261,566

Investments include funds in excess of those necessary for immediate operating needs, including the funds reserved to stabilize assessment rates over time. Investments are presented in the financial statements as follows:

	2020	2019
Short-term Investments	\$ -	\$ 261,566
Investments	6,814,180	-
Total	\$ 6,814,180	\$ 261,566

(Continued on next page)

NEW HAMPSHIRE VACCINE ASSOCIATION
NOTES TO FINANCIAL STATEMENTS

Fair Value Measurements

Generally accepted accounting principles provide a framework for measuring fair value. That framework establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The Association's investments are comprised of money market funds and negotiable certificates of deposit reported at fair value based on quoted market prices (Level 1) as follows:

	Cost	Fair Value	Unrealized Gain (Loss)
<i>As of June 30, 2020</i>			
Negotiable Certificates of Deposit	\$ 6,524,118	\$ 6,592,129	\$ 68,011
Money market	<u>222,050</u>	<u>222,050</u>	<u>-</u>
Total Investments	<u>\$ 6,746,168</u>	<u>\$ 6,814,180</u>	<u>\$ 68,011</u>
<i>As of June 30, 2019</i>			
Money market	<u>\$ 261,566</u>	<u>\$ 261,566</u>	<u>\$ -</u>

Return on Investments

The return on investments is reported as a change in net assets with donor restrictions in the Statement of Activities. Investment return is summarized as follows:

	2020	2019
Interest	\$ 14,933	\$ -
Dividends	5,065	5,424
Realized gain (loss)	326	-
Unrealized gain (loss)	68,011	-
Investment fees	<u>(5,721)</u>	<u>-</u>
Total	<u>\$ 82,614</u>	<u>\$ 5,424</u>

E | COMMITMENTS AND CONTINGENCIES

Risk of Reconsideration of Assessments

The Association's plan of operation provides that assessable entities are assessed a fee based upon the number of covered lives as self-reported. No request for reconsideration of any assessment or refund of payment made shall be considered by the Association with respect to any request which is not filed with the Association, in writing, on or before that date which is six months after the first due date for the corresponding assessment year. The Association's plan of operations also states that any overpayments are first considered in connection with the assessment determination for the following year and may, depending upon the cash flow needs of the Association, be spread over multiple years. As a result, the Association does not record a commitment or contingency related to this matter.

Termination of the Association

In the event of dissolution of the Association, unexpended assessments, including unexpended funds from prior assessments, shall be returned to assessable entities in proportion to their respective assessments paid over the most recent 8 quarters preceding the discontinuation of the Association's operations. As there are no plans to dissolve, the Association does not record a commitment or contingency related to this matter.

NEW HAMPSHIRE VACCINE ASSOCIATION
NOTES TO FINANCIAL STATEMENTS

TRICARE Assessment

The Association has been pursuing collection from the Federal Defense Agency ("DHA") assessments for TRICARE child beneficiaries resident in the State of New Hampshire. Effective December 23, 2016, Congress adopted Section 719 of the 2017 National Defense Authorization Act ("NDAA") which authorized the DHA to make payments to the Association and certain other state vaccine programs. The 2017 NDAA provides for reimbursement of the amount assessed by the Association further limited to an amount that may not exceed the amount the Department would reimburse an entity under the TRICARE program for providing vaccines.

In a memorandum dated November 29, 2018, the Association has accepted a stipulated sum of \$3,970,307 with regards to arrearages for the TRICARE specified assessments from July 17, 2010 to September 30, 2018. This stipulated sum was \$1,492,489 less than the TRICARE increment (the difference between the TRICARE inflation and vaccine adjusted per capita cap, and the total Association assessments amounts). The remaining TRICARE increment (arrearage) is being incorporated into future TRICARE specific assessments and is expected to be paid over multiple years. Given that collection is not certain and that the amounts collected cannot be determined until future budgets and assessments are implemented, the TRICARE increment payments will be recognized as revenue in future quarterly assessment as they become determined and due. Following is summary of the arrearage balance on the TRICARE specified assessments:

	2020	2019
TRICARE arrearage, beginning balance	\$ 1,334,003	\$ 5,462,796
Stipulated sum received	-	(3,970,307)
Increment payments received	<u>(395,271)</u>	<u>(158,486)</u>
TRICARE arrearage, ending balance	<u>\$ 938,732</u>	<u>\$ 1,334,003</u>

Minuteman Health, Inc. Assessment

As of December 31, 2017, Minuteman Health, Inc. ("MHI"), is no longer in operation and the Massachusetts Commissioner of Insurance has been appointed to liquidate MHI under the supervision of the Massachusetts Supreme Judicial Court for Suffolk County (Docket No. SJ-2017-0288). MHI self-reported an assessment of \$58,270 for 5,602 covered lives for the quarter ended, December 31, 2017 (due February 15, 2018) which remained unpaid as of June 30, 2018 and June 30, 2019. The Association had determined collectability was uncertain and written off the receivable as of June 30, 2018. Bankruptcy proceedings are ongoing as of June 30, 2019, however the Association has received a letter, dated June 19, 2019, from the Commission of Insurance, as Liquidator of Minuteman Health, Inc. This letter indicated that MHI is insolvent and does not have adequate assets to pay all of its obligations to members and their healthcare providers. Further, it has determined that the Association is a priority class 7 claim and that no distribution will be possible on class 7 claims. Accordingly, the Association has removed both the receivable and allowance account for the year ended, June 30, 2019.

F | DESIGNATION OF NET ASSETS

Net Assets Without Donor Restrictions

It is the policy of the Board of Directors of the Association to designate appropriate sums of unrestricted net assets to assure adequate cash flow for operations. As of June 30, 2020 and 2019, the board designated balance for this purpose was \$250,000.

(Continued on next page)

NEW HAMPSHIRE VACCINE ASSOCIATION
NOTES TO FINANCIAL STATEMENTS

Net Assets With Donor Restrictions

The Association is a limited purpose entity whose funds are dedicated for remittance to the State of New Hampshire to fund a specified portion of the cost of providing recommended vaccines to children regardless of income or insurance coverage. The Association has collected assessments in excess of amounts required to be remitted to the State. During the year ended, June 30, 2020, the Association reserved \$5 million of the available restricted net assets used in setting the assessment rates to provide for consistent and stable assessment rates to insurers over time. The remaining unexpended assessments will be applied to the determination of future assessments, or reasonable and necessary operating costs of the Association.

As of June 30, 2020 and 2019, net assets with donor restrictions is comprised of the following:

	2020	2019
<i>Unexpended assessments:</i>		
Available for rate setting	\$ 9,080,700	\$ 12,232,930
Reserved for rate stabilization	<u>5,000,000</u>	<u>-</u>
Net assets with donor restrictions	<u>\$ 14,080,700</u>	<u>\$ 12,232,930</u>

G | RELATED PARTY TRANSACTIONS

State of New Hampshire

The Association collects assessments for the State of New Hampshire. The organizations are financially interrelated as they meet the following criteria:

1. The State of New Hampshire has the ability to influence the Association's operating and financial decisions.
2. The State of New Hampshire has an ongoing economic interest in the net assets of the Association. The Association transfers monies to the State of New Hampshire to fund a specified portion of the cost of purchasing vaccines for children in the State of New Hampshire. The Association transferred \$11,751,393 and \$9,234,656 to the State of New Hampshire in 2020 and 2019, respectively.

Board of Directors

In accordance with RSA 126-Q, the board composition includes three (3) directors who are also employees of assessable entities. There were no direct transactions with either the directors or the assessable entities which did not meet the same terms and conditions as all other assessable entities.

H | SUBSEQUENT EVENTS

In preparing these financial statements, the Association has evaluated events and transactions for potential recognition of disclosure through July 31, 2020, the date the financial statements were available to be issued. The Association has not experienced any disruption in operations nor volatility in the market as a result of the ongoing pandemic. However, management is actively monitoring for potential future disruptions. Management has determined that it is impracticable to estimate the effect, if any, at this time given the evolving and ongoing nature of the pandemic.

Management has determined there are no additional subsequent events that provide evidence that did not exist at the date of the statement of financial position but arose subsequently to that date which would materially affect the financial position of the Association or cause these financial statements to be misleading to the reader.

DRAFT

MINUTES

Annual Meeting and Board of Directors Meeting

June 17, 2020

9:00 – 11:00 a.m.

Presiding Officer: Susan Tenney, Chair

A meeting of the of the Board of Directors of the New Hampshire Vaccine Association (NHVA) was held via tele-video and conference call with a quorum present.

The meeting was called to order by Susan Tenney, Chair, at 9:07 a.m.

1. Welcome and Roll Call

Attendance – The following individuals attended the meeting:

Committee Members:

Susan Tenney, HPHC, Chair
David Sky, NHID, Treasurer
Sean Lyons, Cigna, Secretary
Patricia Edwards, MD, Healthcare Provider
Jason Margus, Anthem
Edward Moran, Public Member, Vice Chair
Lorraine Radick, Public Member
Janice Valmassoi, MD, Healthcare Provider

Committee Members Excused:

Elizabeth Daly, NH DHHS
Wendy Lee Parker, HealthTrust

Other Attendees & Administrative Staff:

Patrick Miller, Helms & Company, Inc.
Erin Meagher, Helms & Company, Inc.
Keith Nix, Helms & Company, Inc.
Tony Mendez, Helms & Company, Inc.

Members of the Public:

Chelsea Benedict, Raymond
Cindy Bennett, Raymond
Laura Condon, Bedford
Pam Jewel, Unknown
Rochelle Kelley, Weare
Jessica Kliskey, Stratham
Michelle McCartney, Concord
Shannon McGinley, Bedford
Tracy Stickney, Raymond
Larisa Trexler, Stoddard

For the purpose of meeting minutes, Mr. Miller announced he was recording the meeting. Separately, Ms. Condon announced she was also recording the meeting.

Ms. Tenney welcomed the Board Members, staff, and members of the public to the meeting. She proceeded to read the *Board Chair Statement Regarding Public Commentary During Meetings* drafted by Attorney McCue. A copy is attached to the minutes.

2. Annual Meeting of Members

Ms. Tenney called the Annual Meeting of the Members to order. Mr. Miller reviewed results of the proxy votes on page 2. The first chart reflects the breakdown of proxy cards sent to members. There was no response from 10 proxies, 25 replied they were not participating or decided to abstain, and the total number of proxies that voted were nine. The second chart shows the breakdown of the voting lives. A total of 391,240 lives (79%) voted, 80,987 lives (16%) abstained or did not participate, and 23,035 lives (5%) did not reply. The third chart reflects the voting results with Mr. Sean Lyons (Cigna), Mr. Jason Margus (Anthem), and Ms. Susan Tenney (Harvard Pilgrim) all receiving equal votes of 130,413 each.

33
34 Ms. Tenney stated she would entertain a motion to certify the vote count.
35

36 **VOTE RECORDED:** *On a motion by Ms. Tenney, seconded by Mr. Margus, all three insurance representatives*
37 **VOTED:** *To continue their roles as the three assessable entity representatives being Mr.*
38 *Sean Lyons from Cigna, Mr. Jason Margus from Anthem, and Ms. Susan Tenney*
39 *from Harvard Pilgrim.*
40

41 The Annual Meeting of the Members was adjourned at 9:20 a.m.
42

43 3. Annual Board Meeting

44
45 Ms. Tenney reviewed the Board Officer Slate and the Audit Committee Appointment Slate and acknowledged Mr.
46 Moran had been inadvertently left off the Board Slate in the meeting packet on page 3:
47

<u>Board Officer Slate</u>	<u>Audit Committee Appointment Slate</u>
48 Susan Tenney, Chair	48 David Sky, Chair
49 Ed Moran, Vice Chair	49 Susan Tenney, Vice Chair
50 David Sky, Treasurer	50 Elizabeth Daly
51 Sean Lyons, Secretary	51 Jason Margus
52	52
53	53

54 Ms. Tenney asked if there was any discussion about changing roles. After hearing no comment or discussion, Ms.
55 Tenney stated she would entertain a motion to accept the slates as presented.
56

57 **VOTE RECORDED:** *On a motion by Mr. Lyons, seconded by Dr. Edwards, it was unanimously*
58 **VOTED:** *To adopt the Board Officer Slate and Audit Committee Appointments Slate as*
59 *presented with the Edward Moran as Vice Chair.*
60

61 Ms. Tenney moved to the topic of the Oath of Office (page 4). After brief discussion, it was determined each Board
62 member would complete and return their signed document to Ms. Meagher. Mr. Sky requested a separate
63 document be distributed for ease of signing, and Ms. Meagher agreed to do so.
64

65 Ms. Tenney moved to the topic of the Policy Governing Conflict of Interest document (pages 5-6). Ms. Tenney
66 requested the Board Members complete this document and return their signed document to Ms. Meagher. Ms.
67 Radick stated she had previously completed a conflict of interest document for the State of New Hampshire as she
68 came onto the board, and she questioned if today's document replaces the one signed earlier. Attorney McCue
69 replied this is a separate document required by NHVA as a non-profit entity. Ms. Radick thanked Attorney McCue
70 for the clarification.
71

72 4. Review and Acceptance of the April 29, 2020 Board Meeting Minutes

73
74 Ms. Tenney moved to the topic of the need to review and accept the draft April 29, 2020, board meeting minutes,
75 and asked if there was any discussion. Hearing none, she stated she would entertain a motion to approve the
76 minutes.
77

78 **VOTE RECORDED:** *On a motion by Mr. Sky, seconded by Ms. Radick, it was unanimously*
79 **VOTED:** *To accept the April 29, 2020 Board Meeting minutes as presented.*
80
81
82

83 **5. Executive Director Report**

84

85 Mr. Miller stated that the annual payment to the Department of Health and Human Services needed to be re-ratified
86 and authorized by the Board. The payment amount, determined at the September 2018 Board meeting and
87 reconfirmed at the September 2019 Board meeting as part of the rate setting process, is \$11,751,393.

88

89 Ms. Tenney asked if there was any discussion regarding the payment amount. Hearing none, she stated she would
90 entertain a motion to authorize the payment.

91

92 **VOTE RECORDED:** *On a motion by Mr. Lyons, seconded by Ms. Radick, it was unanimously*

93 **VOTED:** *To authorize the \$11,751,393 payment to the State of New Hampshire's*
94 *Department of Health and Human Services.*

95

96 Mr. Miller then moved to the review and approval of the proposed fiscal year 2021 (FY2021) administrative budget
97 (page 13). He stated the Audit Committee reviewed it at their June 5, 2020 meeting, and recommended it be
98 approved by the Board at today's meeting. Mr. Miller highlighted several items including:

99

- 100 ■ The blue column contains the proposed budget totaling \$146,550;
- 101 ■ The green column contains last year's budget totaling \$142,700;
- 102 ■ The budget increase for FY2021 is \$3,850;
- 103 ■ There is a reference table below these two budget totals depicting the past four year's budgets;
- 104 ■ Detailed budget notes regarding administrative fees, subcontractors, bank fees, etc. are shown at the
105 bottom of the page;
- 106 ■ The most variable expense recently is the D&O insurance. Two years ago, it was \$8,000. After rebidding
107 two years ago it dropped to \$2,000 and this year is up to \$3,360 due to the to the amount of funds currently
108 shown on the balance sheet;
- 109 ■ Audit costs and legal fees remain the same as the past two years;
- 110 ■ The administrative fees were set at \$100,000 for the first two contract years and an escalator to \$105,000
111 occurs in the third year; and the amount of interest earned in the current fiscal year covered the
112 administrative budget.

113

114 Dr. Edwards asked if the insurance expense is \$3,360, then why is it listed as \$4,000 on the budget? Mr. Miller
115 explained it includes a buffer in anticipation of another rate increase. The premium is not going to be received until
116 January of 2021, and until then, we will not know the actual premium mount. Dr. Edwards thanked Mr. Miller for
117 the clarification.

118

119 Ms. Tenney reiterated that the Audit Committee did recommend acceptance of this budget, and asked for any
120 comments, questions, or concerns Board members might have before a vote occurs. Hearing none, she stated she
121 would entertain a motion to approve the FY2021 administrative budget.

122

122 **VOTE RECORDED:** *On a motion by Dr. Edwards, seconded by Ms. Radick, it was unanimously*

123 **VOTED:** *To accept the Audit Committee's recommendation to adopt the fiscal year 2021*
124 *Administrative Budget as presented.*

125

126 Mr. Miller then provided an update to child covered lives and total assessments for the most recent collection period
127 ending May 15, 2020 (page 14). The average monthly covered lives was 165,295 and the assessment amount
128 collected was \$3,474,785. The covered lives are down slightly by 1,261 from projected numbers.

129

- 130 ■ The Financial Statements (page 15) were presented to the Audit Committee earlier this month. Mr. Miller
131 highlighted several items on the Statement of Cash Flow: the assessment collections are \$109,559 below
132 budget for the whole year, however, once June collections are accounted for, this will be a smaller number;

- 133
- 134
- 135
- 136
- 137
- 138
- 139
- 140
- 141
- 142
- The second line reflects the TRICARE settlements;
 - Investment interest is running ahead of budget as of May 31, by \$96,479. It is anticipated investment interest will decrease this coming year due to falling interest rates falling;
 - The short-term CDs line shows the funds that were transferred from the ICS account to the Wealth Management Group at the Bank of New Hampshire earlier this year for investment in a set of higher interest-yielding of laddered CDs. This number will fluctuate depending upon when CDs are called;
 - Total expenses as of May 31, are down \$16,105. Most of this is due to budgeted legal expenses that were not incurred; and
 - The beginning and ending cash balances are shown at the bottom.

143 Mr. Miller highlighted several items on the Statement of Financial Position (balance sheet):

- 144
- 145
- 146
- 147
- 148
- As of May 31, 2020, the total current assets stand at \$26,077,057. The majority of which are held in the ICS account, the laddered CD portfolio, and the original liquidity reserve account; and
 - At the very bottom of the page is the payment amount that we just approved to the State of New Hampshire (\$11,751,393). This will be reflected on the June statement and as the fiscal year closes.

149 Mr. Miller highlighted several items on the Statement of Changes in Net Assets:

- 150
- 151
- 152
- 153
- 154
- Income was reviewed on the prior pages;
 - Expenses are running within budget;
 - The assessed covered lives and assessments collected are reported for the four most recent quarters at the bottom of the page.

155 Mr. Nix advised the Board that he will be working with Karen Carew and her staff during the audit this summer to ensure the unrecognized gains and losses are being properly categorized within the financial statements.

157

158 **6. DHHS Update**

159

160 Ms. Tenney asked if there was a representative presently dialed into the meeting from the Department of Health and Human Services. Ms. Daly and Ms. Haggerty were unable to join the meeting so the update will be moved to the next scheduled meeting.

163

164 **7. New Matters**

165

166 Ms. Tenney asked the Board members if there were any new matters for discussion. There were no new matters identified for discussion.

168

169 **8. Public Comment**

170

171 Ms. Tenney invited comments from the members of the public.

172

173 Ms. Condon thanked the Board for the opportunity to speak and expressed appreciation for the public access to the meetings. She requested that the Zoom meeting information be added to the NHVA website and meeting packet to make it easier for public participation. She finds that the email request process is cumbersome and an effort to more easily allow for public involvement with the Association is appropriate since the public funds the program through health insurance premiums.

174

175

176

177

178

179 Ms. Benedict stated that she is new to this process and the function of the Association. She asked about the funds that are being voted on to provide to the State, are whether they are always approved. Mr. Miller responded that the public statement portion of the meeting is not for questions, however, he offered to connect with Ms. Benedict

180

181

182 offline to provide additional information on the process and functions of the Association. Ms. Benedict thanked Mr.
 183 Miller for his offer.

184
 185 Ms. Klinsky asked if the Conflict of Interest Statement that the Board members complete are available. Mr. Miller
 186 responded that this portion of the meeting is not meant to directly respond to such questions, however, he would
 187 be happy to follow up directly after the meeting.

188
 189 Ms. Condon stated that having served on the Board as public member for five years, if individuals have questions,
 190 they can feel free to reach out to her as well.

191
 192 Having no additional members of the public wishing to speak, Ms. Tenney asked for a motion to move into Executive
 193 Session should any Board member wish to do so.

194

195 **VOTE RECORDED:** *On a motion by Mr. Sky, seconded by Ms. Radick, by roll call it was*
 196 **VOTED:** *To move into Executive Session at 9:45 a.m.*

197

	<u>Yes</u>	<u>No</u>
198		
199	<i>Patricia Edwards, MD</i>	X
200	<i>Sean Lyons</i>	X
201	<i>Jason Margus</i>	X
202	<i>Edward Moran</i>	X
203	<i>Lorraine Radick RPh</i>	X
204	<i>David Sky</i>	X
205	<i>Susan Tenney</i>	X
206	<i>Janice Valmassoi, MD</i>	X

207

208 The initial webinar was terminated and a new webinar, specifically for the Executive Session was started.

209

210 **9. Executive Session**

211

212 With no topics for discussion, Ms. Tenney asked for a motion to adjourn the Executive Session.

213

214 **VOTE RECORDED:** *On a motion by Mr. Sky, seconded by Jason Margus, by roll call it was*
 215 **VOTED:** *To adjourn Executive Session at 9:55 a.m.*

216

	<u>Yes</u>	<u>No</u>
217		
218	<i>Patricia Edwards, MD</i>	X
219	<i>Sean Lyons</i>	X
220	<i>Jason Margus</i>	X
221	<i>Edward Moran</i>	X
222	<i>Lorraine Radick RPh</i>	X
223	<i>David Sky</i>	X
224	<i>Susan Tenney</i>	X
225	<i>Janice Valmassoi, MD</i>	X

226

227 Ms. Tenney then asked for a motion to adjourn the Board meeting.

228

229 **VOTE RECORDED:** *On a motion by Mr. Sky, seconded by Jason Margus, by roll call it was*
 230 **VOTED:** *To adjourn Board meeting at 9:56 a.m.*

231

		<u>Yes</u>	<u>No</u>
232			
233	<i>Patricia Edwards, MD</i>	X	
234	<i>Sean Lyons</i>	X	
235	<i>Jason Margus</i>	X	
236	<i>Edward Moran</i>	X	
237	<i>Lorraine Radick RPh</i>	X	
238	<i>David Sky</i>	X	
239	<i>Susan Tenney</i>	X	
240	<i>Janice Valmassoi, MD</i>	X	

241
242
243 **Draft** Annual Meeting and Board of Directors Meeting minutes respectfully submitted by
244 Sean Lyons, Board Secretary
245 June 17, 2020

246
247 # # #

DRAFT

CY 2021 Rate Setting

NHVA Audit Committee Meeting
September 23, 2020
Held Via Zoom Videoconference

Materials Updated September 17, 2020

Contents

1. Background
2. Historical Trends
3. Model Impact of COVID-19
4. DHHS Data for Assessment Process & FY2021 Administrative Budget
5. Rate Assumptions and Assessment Rates

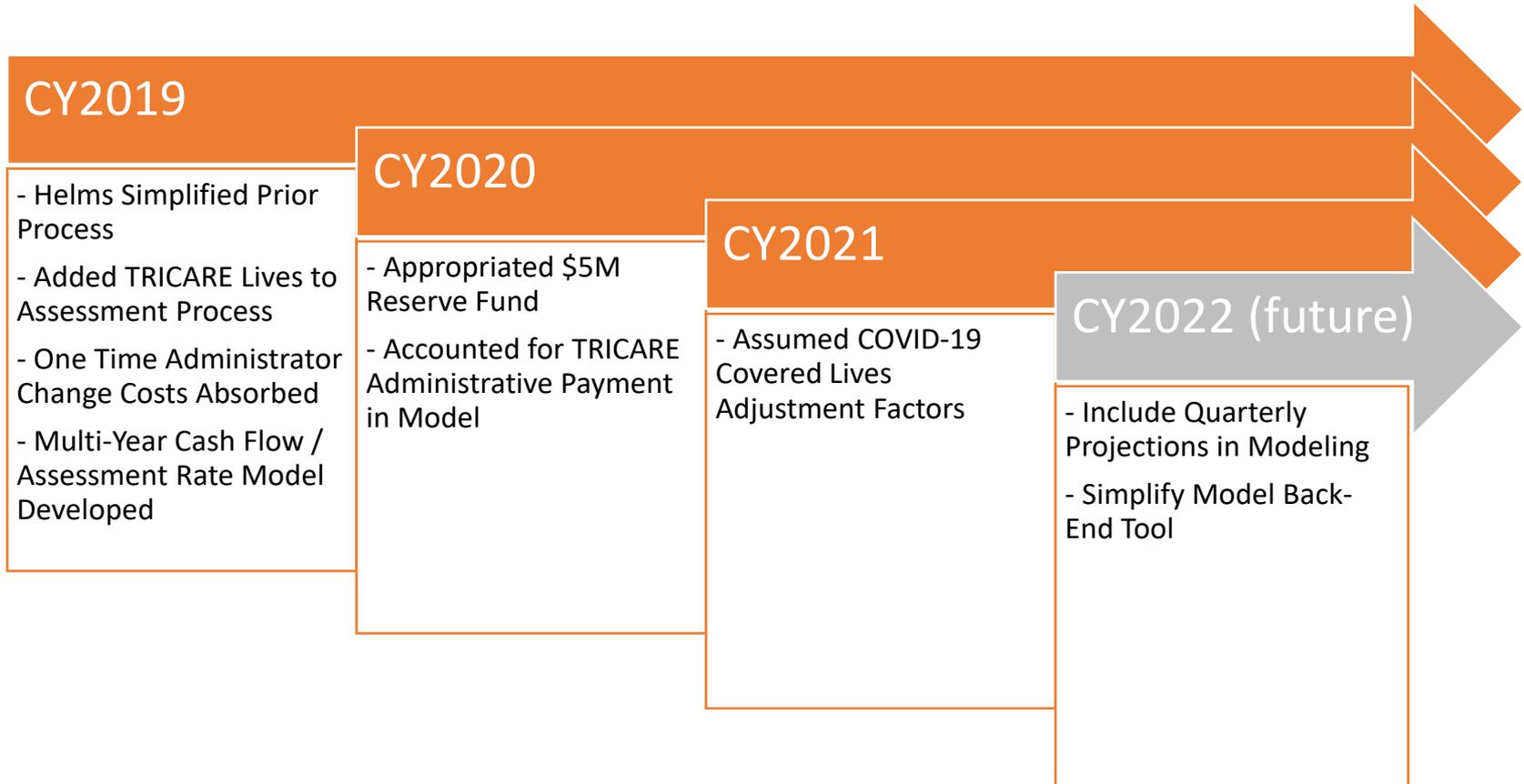
1. Background

CY2021 Assessment Rate Setting Process Timeline

- July 2020
 - ✓ Data collection for Actual FY2020 and YTD CY2020
 - ✓ Modeling prep work begins; factors for COVID-19 developed
- August 2020
 - ✓ Modeling based upon trends and initial NH DHHS data (8/3)
 - ✓ Work session with the Audit Committee (8/20)
 - ✓ Modeling final assumptions (8/20-9/2)
- September 2020
 - ✓ Review and approval by Audit Committee (9/9)
- September 2020
 - Review and approval by Board of Directors (9/23)
- October 2020
 - Actual CDC credit received by DHHS (10/1)
 - Carrier notification of CY2021 rates (10/9)
 - Actual TRICARE rate established and updated (10/TBD)

✓	= completed milestone
•	= future milestone

Assessment Process Development History



FY2020 Significant Fiscal Events

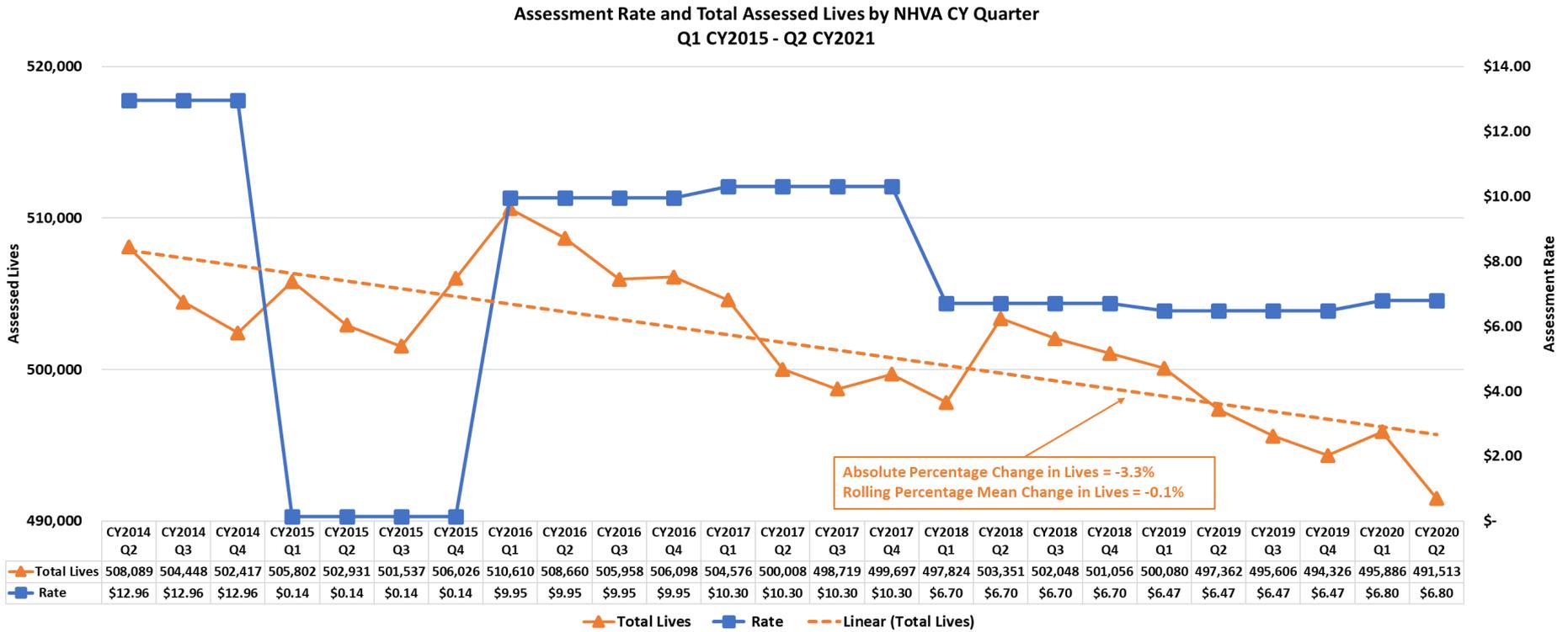
1. FY2020 had no extraordinary expenses to report.
2. The following is an accounting of notable income in FY2020:
 - TRICARE specific assessment receipt– \$395,271
 - Assessment interest recoupment – \$293
 - Investment interest income – \$268,327
 - Dividend income – \$5,065
 - Unrecognized gain/loss – \$68,011



	JAN	FEB	MAR	APR	MAY	JUN	JULY	AUG	SEP	OCT	NOV	DEC
CY 2015									Assessment Set CY 2016. \$9.95			
									DHHS payment \$19,653,132 due 6/30/17	CDC Replacement Credit \$4,377,668		
							SFY 16	SFY 16	SFY 16	SFY 16	SFY 16	SFY 16
CY 2016		Assessment Collected \$0.14			CY 2016 Assessment Collected \$9.95			CY 2016 Assessment Collected \$9.95	CY 17 DHHS payment \$18,819,145 due 6/30/18	CDC Replacement Credit \$3,564,068	CY 2016 Assessment Collected \$9.95	
	SFY 16	SFY 16	SFY 16	SFY 16	SFY 16	SFY 16	SFY 17	SFY 17	SFY 17	SFY 17	SFY 17	SFY 17
CY 2017									Assessment Set CY 2018. \$6.70			
		CY 2016 Assessment Collected \$9.95			CY 2017 Assessment Collected \$10.30	CY 2016 Assessment Paid to DHHS \$19,653,132 6/30/17		CY 2017 Assessment Collected \$10.30	CY2018 DHHS payment \$9,234,656 due 6/30/19	CDC Replacement Credit \$4,282,619	CY 2017 Assessment Collected \$10.30	
	SFY 17	SFY 17	SFY 17	SFY 17	SFY 17	SFY 17 DHHS Reports Balance Forward \$9,915,173	SFY 18	SFY 18	SFY 18	SFY 18	SFY 18	SFY 18
CY 2018									Assessment Set CY 2019 \$6.47			
		CY 2017 Assessment Collected \$10.30			CY2018 Assessment Collected \$6.70	CY 2017 Assessment Paid to DHHS \$18,819,145 6/30/18		CY2018 Assessment Collected \$6.70	CY 2019 DHHS expected payment due 6/30/20 \$11,751,393	CDC Replacement Credit \$1,856,544	CY2018 Assessment Collected \$6.70	
	SFY 18	SFY 18	SFY 18	SFY 18	SFY 18	SFY 18 DHHS Reports Balance Forward \$12,979,343	SFY 19	SFY 19	SFY 19	SFY 19	SFY 19	SFY 19
CY 2019									Assessment Set CY 2020 \$6.80			
		CY2018 Assessment Collected \$6.70			CY 2019 Assessment Collected \$6.47	CY 2018 Assessment Paid to DHHS \$9,234,656 6/30/19		CY 2019 Assessment Collected \$6.47	CY 2019 DHHS expects \$9,590,307 due 6/30/21	CDC Replacement Credit \$2,804,834 10/01/19	CY 2019 Assessment Collected \$6.47	
	SFY 19	SFY 19	SFY 19	SFY 19	SFY 19	SFY 2019 DHHS Reports Balance Forward \$6,722,034	SFY 20	SFY 20	SFY 20	SFY 20	SFY 20	SFY 20
CY 2020									Assessment Set CY 2021 \$6.25			
		CY 2019 Assessment Collected \$6.47			CY 2020 Assessment Collected \$6.80	CY 2019 Assessment Paid to DHHS \$11,751,393 6/30/20		CY 2020 Assessment Collected \$6.80	DHHS payment \$13,620,000 due 6/30/22	CDC Replacement Credit \$3,500,000 10/01/20	CY 2020 Assessment Collected \$6.80	
	SFY 20	SFY 20	SFY 20	SFY 20	SFY 20	SFY 2020 DHHS Reports Balance Forward \$3,224,124	SFY 21	SFY 21	SFY 21	SFY 21	SFY 21	SFY 21
CY 2021									Assessment Set CY 2022 \$6.25			
		CY 2020 Assessment Collected \$6.80			CY 2021 Assessment Collected \$6.25	CY 2020 Assessment Paid to DHHS \$9,590,307 6/30/21		CY 2021 Assessment Collected \$6.25	DHHS payment \$13,660,000 due 6/30/23	CDC Replacement Credit \$2,500,000 10/01/21	CY 2021 Assessment Collected \$6.25	
	SFY 21	SFY 21	SFY 21	SFY 21	SFY 21	SFY 2021 DHHS Reports Balance Forward \$0	SFY 22	SFY 22	SFY 22	SFY 22	SFY 22	SFY 22

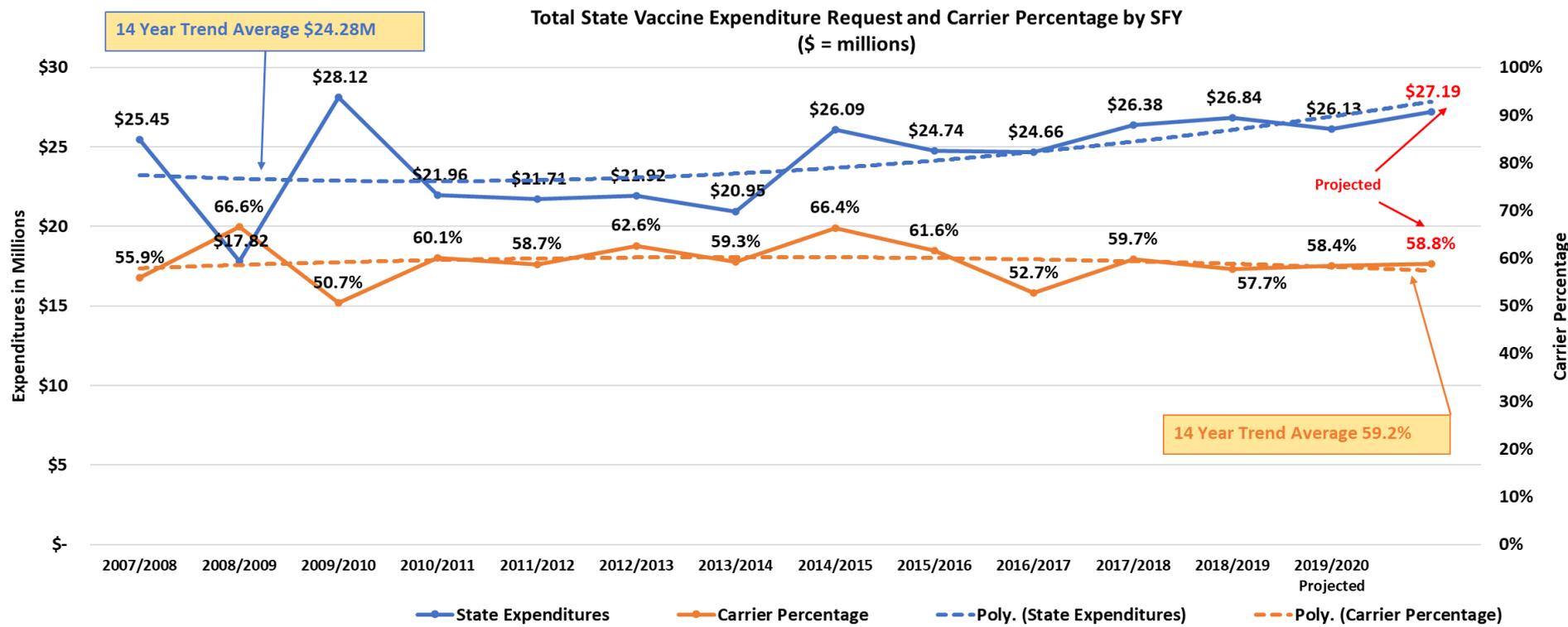
2. Historical Trends

Shrinking Assessed Lives and Variability in Assessed Rate



Source: NHVA KidsVax® reconciliation spreadsheet, 09-06-2018; NHVA Data August 2019
 Note: Total Assessed Lives reflects CY2019 Tufts recovery activity and EBPA refund activity

Increasing State Vaccine Expenditures and Stability in Payer Proportion



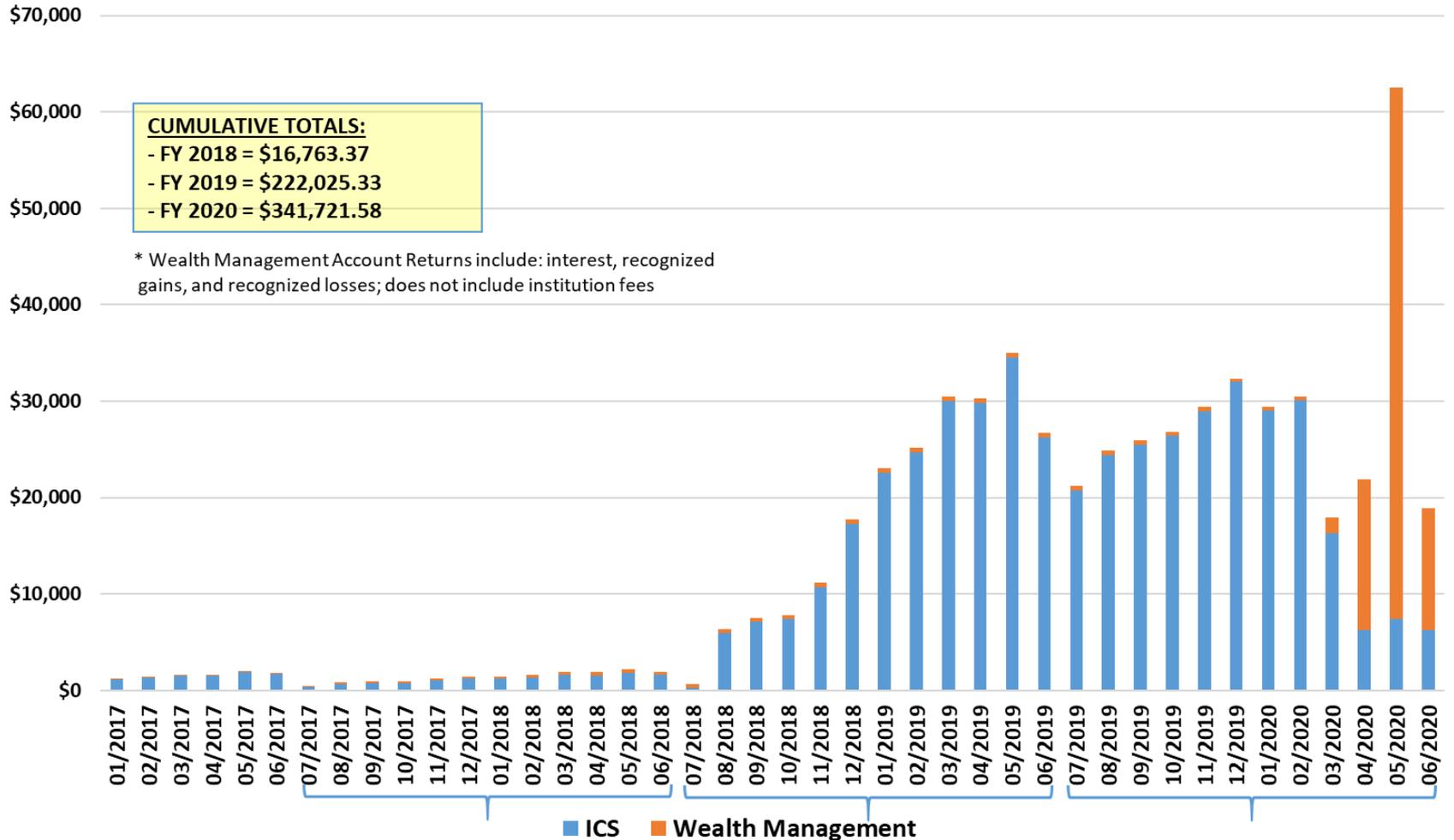
Source: NH DHHS spreadsheet, 08-01-2019; NHVA Historical Data

Copyright © 2003-2020 New Hampshire Vaccine Association



ICS and Wealth Management Returns

**ICS and Wealth Management* Returns
January 2017 to June 2020**



3. Model Impact of COVID-19

Multiple Predictions of Commercial Losses

1

State	Total Uninsured Due to ESI Loss	Medicaid Eligible	Coverage Gap	Tax Credit Eligible	Ineligible for Financial Assistance due to Income, ESI Offer, or Citizenship
New Hampshire	144,000	109,000	–	27,000	8,000

Source: Kaiser Family Foundation: May 13, 2020; <https://www.kff.org/coronavirus-covid-19/issue-brief/eligibility-for-aca-health-coverage-following-job-loss/>

2

Low Unemployment			Medium Unemployment			High Unemployment		
Medicaid	Employer	Mktplc & Uninsrd	Medicaid	Employer	Mktplc & Uninsrd	Medicaid	Employer	Mktplc & Uninsrd
43K	-54K	11K	73K	-108K	35K	105K	-163K	58K

Source: HMA: April 3, 2020; <https://www.healthmanagement.com/wp-content/uploads/HMA-Estimates-of-COVID-Impact-on-Coverage-public-version-for-April-3-830-CT.pdf>

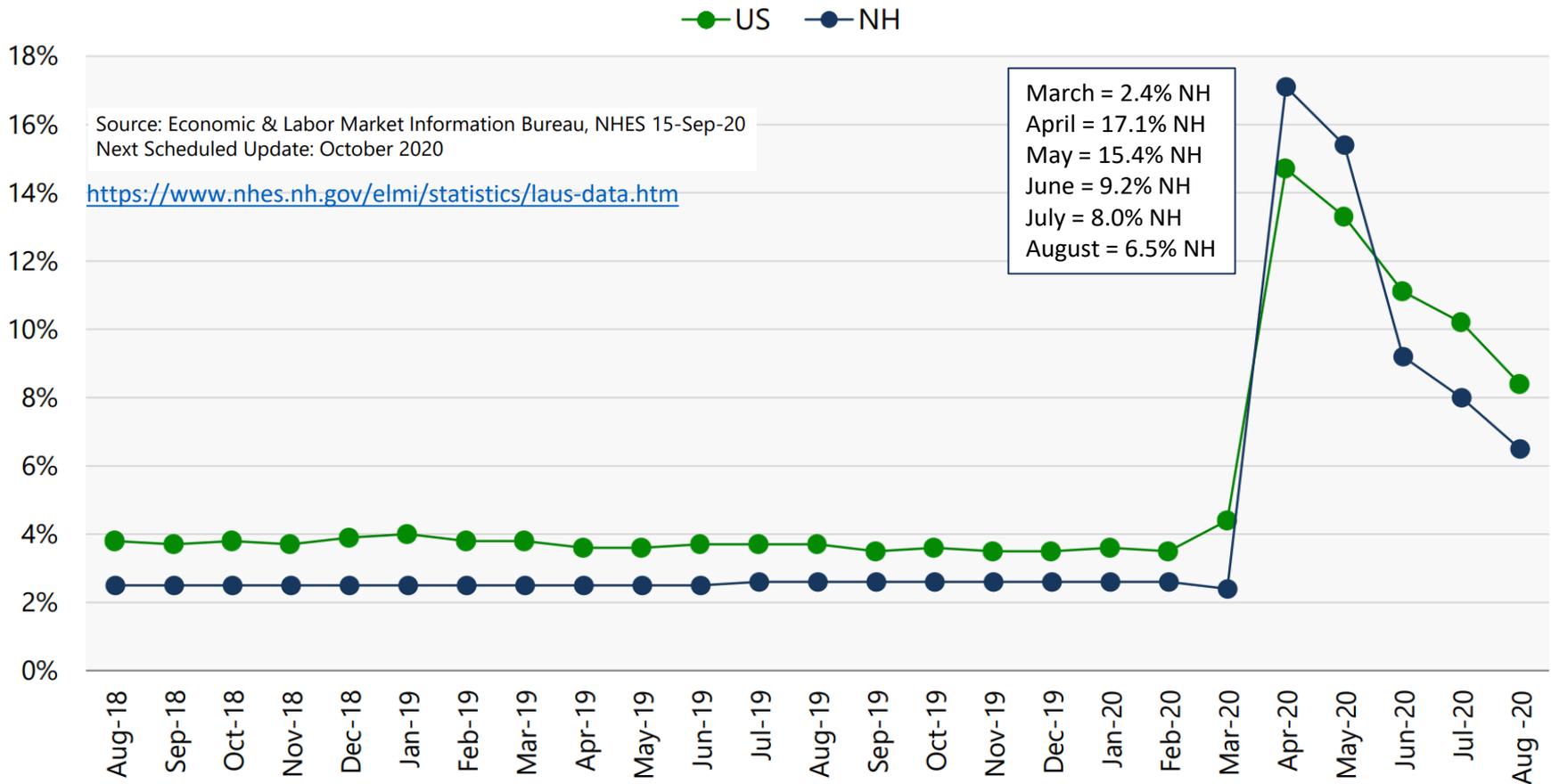
3

“Unprecedented levels of unemployment will cause tens of millions of people to lose job-based coverage, and millions to become uninsured, further reducing utilization. During subsequent waves of COVID-19, it is virtually certain that non-COVID related health care utilization will decrease as well.”

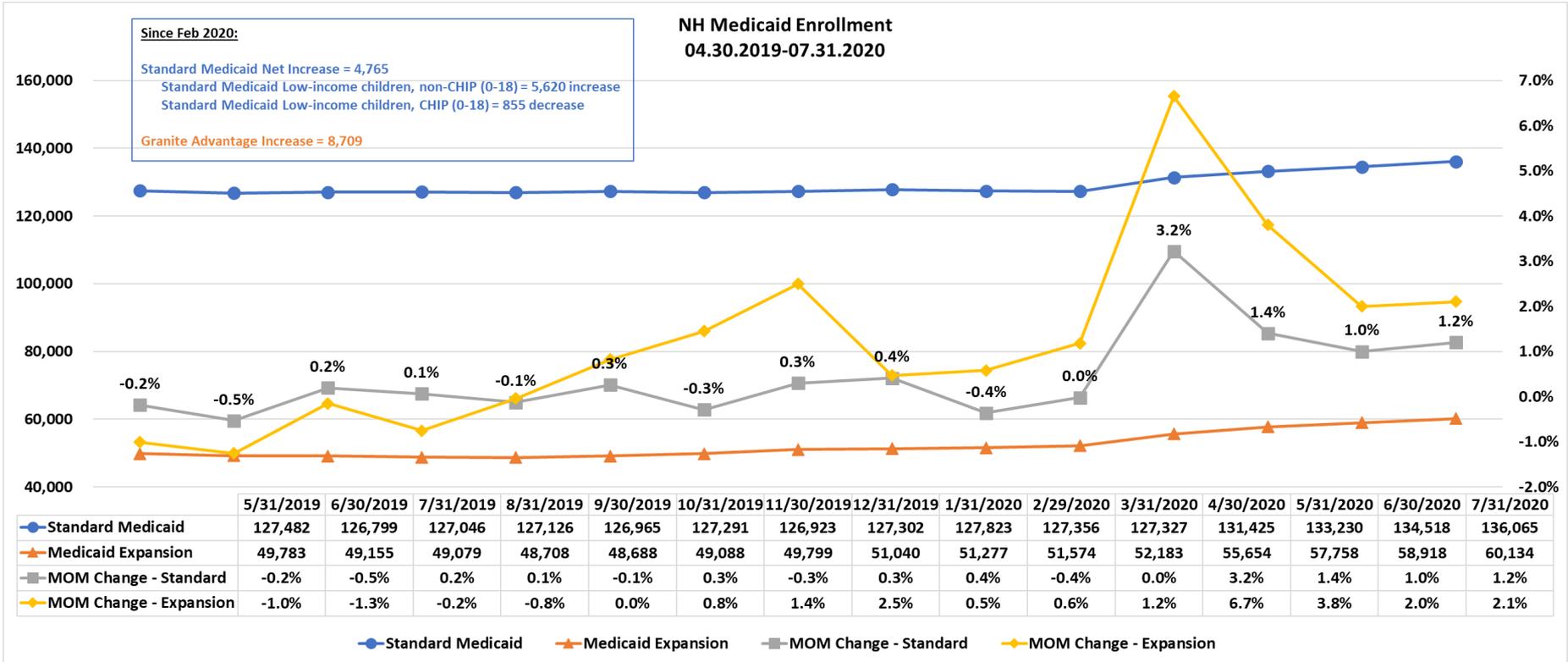
Source: “How COVID-19 Will Likely Affect Spending, And Why Many Other Analyses May Be Wrong, ” Health Affairs Blog, May 19, 2020.DOI: 10.1377/hblog20200518.567886

U.S. and New Hampshire Unemployment Rates, Seasonally Adjusted

Preliminary August 2020 Rates: US = 8.4%; NH = 6.5%



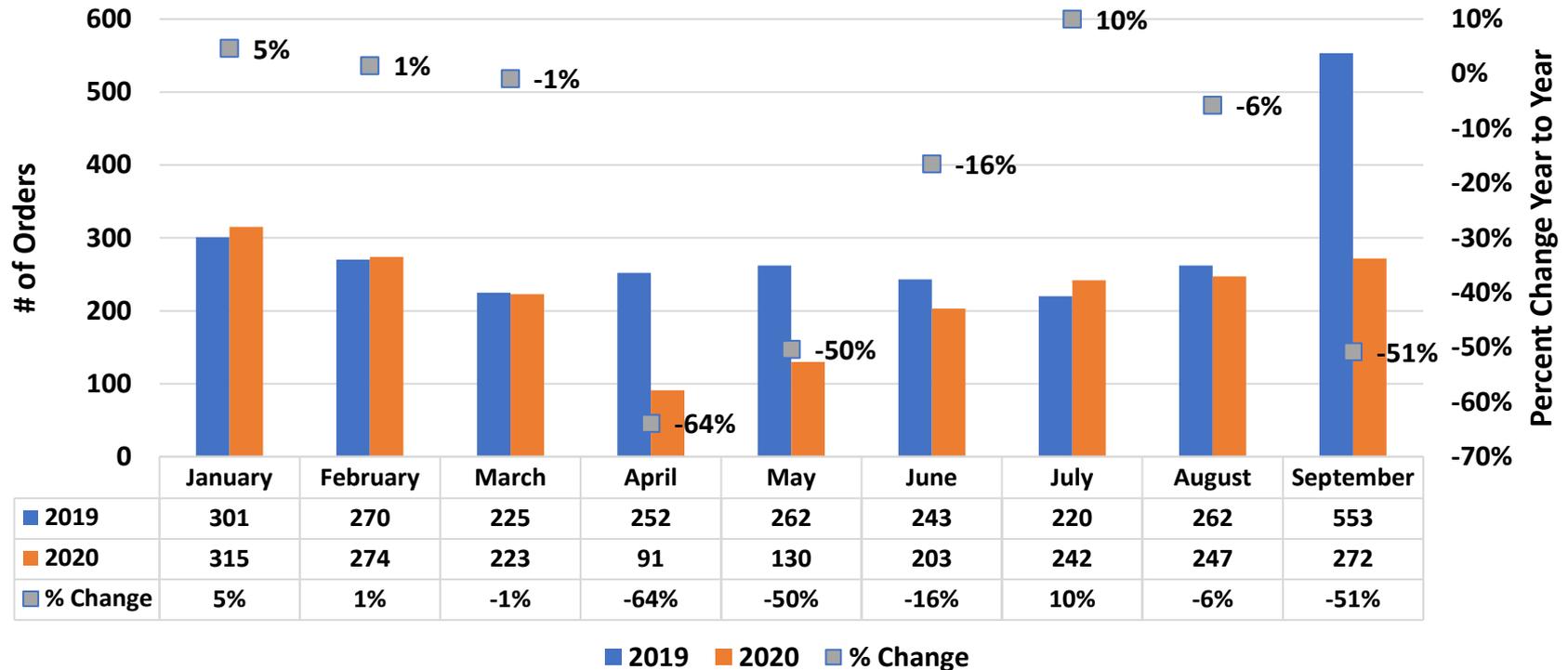
NH Medicaid Enrollment



Source: NH DHHS

NH Childhood Immunization Program Vaccine Order Trends

Orders Trend



Source: NH DHHS

NH Childhood Immunization Program Actions and Insights

- Working with healthcare practices since the beginning of the pandemic
 - CDC and AAP support
 - Maintenance strategies for practices have been implemented
 - Not relaxing school and childhood vaccination requirements
 - Mitigating risks of an outbreak by keeping vaccination rates high (e.g., measles)
- Vaccine orders
 - March and April decrease in order quantity
 - End of April through July, vaccine order quantities have swung back upward; restocking occurring
 - July-Aug-Sept typically high order months given back to school
- Annual fund split assessments done annual when provider re-certifies
 - Based on a calendar year timeline; done by March; will not account for COVID-19 until next year
- Vaccination volumes
 - Family practice / pediatric practices strategy re: well-child visits and back to school
 - Volume going up as practices re-open
 - Unemployment could impact split
 - Believed that many furloughed employees kept their insurance
- Resurgence of COVID-19
 - Per CDC, seasonality is likely/possible
 - CDC continues to encourage annual flu vaccination, especially as a way to mitigate the stress on health care systems during this pandemic
- COVID-19 vaccine
 - No formal discussion yet regarding reimbursement when available

4. DHHS Data and NHVA Administrative Budget for Assessment Process



Vaccine Forecast for SFY 21 New Hampshire Immunization Program																								
SFY 20															SFY 20 Total Cost					SFY 21 Total Projected Cost				
VACCINE	2019 Price per Doses Cost	1st Qtr Totals	Total	2nd qtr totals	Total	3rd qtr totals	Total	4th qtr totals	2020 Price Per Doses Cost	Total	Total ordered in SFY 20	.05% wastage	SFY 2021 +1.5%	Roundings	2020 Price Per Doses Cost	Private Price*								
DT	\$ 54.63	13	\$ 710.19	4	\$ 218.52	6	\$ 327.78	0	\$ 56.69	\$ -	23	\$ 1,256.49	0	23	30	\$ 56.69	\$ 1,700.70	\$ 56.69	\$ 1,310.39					
ACTHIB	\$ 9.48	5715	\$ 54,178.20	5960	\$ 56,500.80	5525	\$ 52,377.00	5535	\$ 9.74	\$ 53,910.90	22735	\$ 216,966.90	114	22849	22800	\$ 9.74	\$ 222,072.00	\$ 17.14	\$ 391,626.29					
HIBERIX	\$ 9.46	340	\$ 3,216.40	290	\$ 2,743.40	0	\$ -	10	\$ 9.46	\$ 94.60	640	\$ 6,054.40	3	643	600	\$ 9.46	\$ 5,676.00	\$ 10.85	\$ 6,978.72					
DAPTACEL	\$ 18.07	300	\$ 5,421.00	320	\$ 5,782.40	260	\$ 4,698.20	220	\$ 18.54	\$ 4,078.80	1100	\$ 19,980.40	6	1106	1100	\$ 18.54	\$ 20,394.00	\$ 31.70	\$ 35,044.35					
INFANRIX	\$ 18.67	1860	\$ 34,726.20	2140	\$ 39,953.80	1480	\$ 27,631.60	1440	\$ 19.16	\$ 27,590.40	6920	\$ 129,902.00	35	6955	7000	\$ 19.16	\$ 134,120.00	\$ 24.71	\$ 171,848.17					
ENGERIX B	\$ 16.02	3470	\$ 55,589.40	3510	\$ 56,230.20	3760	\$ 60,235.20	4220	\$ 17.39	\$ 73,385.80	14960	\$ 245,440.60	75	15035	15000	\$ 17.39	\$ 260,850.00	\$ 23.72	\$ 356,625.46					
RECOMBIVAX HE	\$ 12.30	1920	\$ 23,616.00	1870	\$ 23,001.00	1060	\$ 13,038.00	730	\$ 12.53	\$ 9,146.90	5580	\$ 68,801.90	28	5608	5600	\$ 12.53	\$ 70,168.00	\$ 23.95	\$ 134,309.21					
HAVRIX	\$ 20.52	10310	\$ 211,561.20	8500	\$ 174,420.00	6900	\$ 141,588.00	5120	\$ 21.11	\$ 108,083.20	30830	\$ 635,652.40	154	30984	31000	\$ 21.11	\$ 654,410.00	\$ 32.89	\$ 1,019,068.69					
VAQTA	\$ 19.66	790	\$ 15,531.40	1000	\$ 19,660.00	590	\$ 11,591.40	420	\$ 20.61	\$ 8,656.20	2800	\$ 55,447.00	14	2814	2800	\$ 20.61	\$ 57,708.00	\$ 33.29	\$ 93,678.06					
IPOD	\$ 13.55	830	\$ 11,246.50	900	\$ 12,195.00	470	\$ 6,368.50	350	\$ 13.85	\$ 4,847.50	2550	\$ 34,657.50	13	2563	2600	\$ 13.85	\$ 36,010.00	\$ 35.17	\$ 90,131.92					
KINRIX	\$ 41.31	2930	\$ 121,038.30	2570	\$ 106,166.70	1800	\$ 74,358.00	1730	\$ 42.45	\$ 73,438.50	9030	\$ 375,001.50	45	9075	9100	\$ 42.45	\$ 386,295.00	\$ 52.14	\$ 473,178.32					
QUADRACEL	\$ 40.66	900	\$ 36,594.00	1050	\$ 42,693.00	660	\$ 26,935.60	450	\$ 41.79	\$ 18,905.50	3060	\$ 124,928.10	15	3075	3100	\$ 41.79	\$ 129,549.00	\$ 54.83	\$ 168,003.64					
M-M-R II	\$ 21.22	3430	\$ 72,784.60	3810	\$ 80,848.20	2460	\$ 52,201.20	2830	\$ 21.70	\$ 61,411.00	12530	\$ 267,245.00	63	12593	12600	\$ 21.70	\$ 273,420.00	\$ 78.67	\$ 990,663.78					
PROQUAD	\$ 131.40	4070	\$ 534,798.00	3590	\$ 471,726.00	2660	\$ 349,524.00	2080	\$ 137.51	\$ 286,020.80	12400	\$ 1,642,068.80	62	12462	12500	\$ 137.51	\$ 1,718,875.00	\$ 224.93	\$ 2,803,077.66					
PEDIARIX	\$ 59.05	3940	\$ 232,657.00	4240	\$ 250,372.00	4210	\$ 248,600.50	3720	\$ 60.70	\$ 225,804.00	16110	\$ 957,433.50	81	16191	16200	\$ 60.70	\$ 983,340.00	\$ 79.15	\$ 1,281,482.03					
PENTACEL	\$ 59.42	5220	\$ 310,172.40	5230	\$ 310,766.60	5310	\$ 315,520.20	5590	\$ 61.84	\$ 344,567.60	21350	\$ 1,281,026.80	107	21457	21500	\$ 61.84	\$ 1,325,260.00	\$ 99.83	\$ 2,142,027.35					
INFLUVAX 23	\$ 56.30	43	\$ 2,420.90	80	\$ 4,504.00	70	\$ 3,941.00	16	\$ 59.12	\$ 945.92	209	\$ 11,811.82	1	210	200	\$ 59.12	\$ 11,824.00	\$ 105.19	\$ 22,094.63					
PREVNAR 13 TM	\$ 137.01	10920	\$ 1,496,149.20	11290	\$ 1,546,842.90	10920	\$ 1,496,149.20	10630	\$ 143.82	\$ 1,528,806.60	43760	\$ 6,067,947.90	219	43979	44000	\$ 143.82	\$ 6,328,080.00	\$ 202.00	\$ 8,883,717.60					
ROTARIX	\$ 94.69	1760	\$ 166,654.40	1330	\$ 125,937.70	1250	\$ 118,362.50	1580	\$ 97.50	\$ 154,050.00	5920	\$ 565,004.60	30	5950	5900	\$ 97.50	\$ 575,250.00	\$ 120.95	\$ 719,604.12					
ROTATEQ	\$ 70.49	5410	\$ 381,350.90	5870	\$ 413,776.30	5990	\$ 422,235.10	5750	\$ 71.88	\$ 413,310.00	23020	\$ 1,630,672.30	115	23135	23100	\$ 71.88	\$ 1,660,428.00	\$ 84.53	\$ 1,955,610.00					
VARIVAX	\$ 104.09	3330	\$ 346,619.70	3210	\$ 334,128.90	2870	\$ 298,738.30	2720	\$ 109.26	\$ 297,187.20	12130	\$ 1,276,674.10	61	12191	12200	\$ 109.26	\$ 1,332,972.00	\$ 135.72	\$ 1,654,515.02					
Adolescent																								
ADACEL	\$ 31.75	1275	\$ 40,481.25	1370	\$ 43,497.50	670	\$ 21,272.50	565	\$ 32.63	\$ 18,435.95	3880	\$ 123,687.20	19	3899	3900	\$ 32.63	\$ 127,257.00	\$ 46.80	\$ 182,491.92					
BEXSERO	\$ 135.48	5507	\$ 746,088.36	2590	\$ 350,893.20	2530	\$ 342,764.40	1710	\$ 120.24	\$ 205,610.40	12337	\$ 1,645,356.36	62	12399	12400	\$ 120.24	\$ 1,490,976.00	\$ 170.75	\$ 2,117,075.46					
BOOSTRIX	\$ 32.24	3860	\$ 124,446.40	3090	\$ 99,621.60	1700	\$ 54,808.00	1420	\$ 33.14	\$ 47,058.80	10070	\$ 325,934.80	50	10120	10100	\$ 33.14	\$ 334,714.00	\$ 41.19	\$ 416,857.22					
GARDASIL9	\$ 178.14	9700	\$ 1,727,958.00	8710	\$ 1,551,599.40	5710	\$ 1,017,179.40	2990	\$ 187.01	\$ 559,159.90	27110	\$ 4,855,896.70	136	27260	27200	\$ 187.01	\$ 5,086,672.00	\$ 227.93	\$ 6,210,078.21					
MENACTRA	\$ 93.45	7735	\$ 722,835.75	6620	\$ 618,639.00	4055	\$ 378,939.75	2420	\$ 96.23	\$ 232,876.60	20830	\$ 1,953,291.10	104	20934	20900	\$ 96.23	\$ 2,011,207.00	\$ 128.38	\$ 2,687,526.18					
MENVEO	\$ 94.84	1440	\$ 136,569.60	1010	\$ 95,788.40	755	\$ 71,604.20	520	\$ 95.78	\$ 49,805.60	3725	\$ 353,767.80	19	3744	3700	\$ 95.78	\$ 354,386.00	\$ 130.75	\$ 489,478.97					
TENIVAC	\$ 20.60	120	\$ 2,472.00	86	\$ 1,771.60	57	\$ 1,174.20	32	\$ 21.18	\$ 677.76	295	\$ 6,095.56	1	296	300	\$ 21.18	\$ 6,354.00	\$ 34.80	\$ 10,317.33					
TRUMENBA	\$ 108.95	640	\$ 69,728.00	200	\$ 21,790.00	180	\$ 19,611.00	40	\$ 114.36	\$ 4,574.40	1060	\$ 115,703.40	5	1065	1100	\$ 114.36	\$ 125,796.00	\$ 149.89	\$ 159,677.82					
Total (6-37)			\$ 7,687,615.25		\$ 6,862,068.12		\$ 5,631,682.73			\$ 4,812,340.83		\$ 24,993,706.93					\$ 25,725,763.70		\$ 35,668,098.51	-28%				
															Committed State Doses to Purchase									
															Influenza									
															ordered for Next Season									
															2020 Price per Dose									
Influenza Vaccine		1st Qtr Totals		2nd qtr totals		3rd qtr totals		4th qtr totals			Spend this Season													
SANOFI 5 flu	\$ 13.76	8380	\$ 115,283.66	24780	\$ 340,898.46	10,390	\$ 142,935.23	120	\$ 13.76	\$ 1,650.84	43,670	\$ 600,768.19			50,800	\$ 13.50	\$ 685,800.00	\$ 18.14	\$ 921,512.00	SANOFI 5 flu				
GSK 5 fluarix	\$ 13.50	32330	\$ 436,455.00	18630	\$ 251,505.00	720	\$ 9,720.00	0	\$ 13.50	\$ -	51,680	\$ 697,680.00			33,000	\$ 13.75	\$ 453,750.00	\$ 17.30	\$ 570,900.00	GSK 5 fluarix				
GSK 5 Flulaval	\$ 13.55	8910	\$ 120,730.50	23550	\$ 319,102.50	2,540	\$ 34,417.00	0	\$ 13.55	\$ -	35,000	\$ 474,250.00			23,000	\$ 13.75	\$ 316,250.00	\$ 17.30	\$ 397,900.00	GSK 5 Flulaval				
Flucelvax	\$ 15.55	40	\$ 622.00	70	\$ 1,088.50	30	\$ 466.50	0	\$ 15.55	\$ -	140	\$ 2,177.00			100	\$ 16.02	\$ 1,602.00	\$ 32.47	\$ 3,247.00	Flucelvax				
Flumist	\$ 18.88	300	\$ 5,664.00	700	\$ 13,216.00	-	\$ -	0	\$ 18.88	\$ -	1,000	\$ 18,880.00			400	\$ 18.88	\$ 7,552.00	\$ 23.70	\$ 9,480.00	Flumist				
Total (41-46)			\$ 678,755.16		\$ 925,810.46		\$ -			\$ 1,650.84		\$ 1,793,755.19					\$ 1,464,954.00		\$ 1,903,039.00	-23%				
															Difference = \$328,801.19									
															\$ 27,190,717.70									
															\$ 37,571,137.51					-28%				
Total (37+47)			\$ 8,366,370.41		\$ 7,787,878.58		\$ 5,631,682.73			\$ 4,813,991.67		\$ 26,787,462.12												
															VFC Estimated Vaccine Funds Contribution					\$ (11,966,849.00)				
															Estimated State Funds Contribution					\$ (274,502.00)				
															NHVA Estimated Cost					\$ 16,314,430.62				
															Unspent NHVA revenue from prior SFYs					\$ (3,224,124.00)				
															NHVA share of replacement credits					\$ (3,500,000.00)				
															DHHS Program Administrative Costs Request					\$ 484,346.00				
															Estimated NHVA funds needed for SFY20					\$ 10,074,652.62				
															Amount is subject to change. Final amount will be available in October 2020.									
															60% of total estimated expense.									
															Approximate 5-year average. We will know exact amount on October 1st. See worksheet e for detail.									
															Note that the SFY21 NHVA payment was already set in Sept 2019.									

Note: The \$484,346 requested by DHHS for Program Administrative Costs will not be funded by the NHVA, thus reducing the Estimated NHVA funds needed for SFY21 to \$9,590,306.62.

Note: The \$16,314,430.62 is a straight 60% of \$27,190,717.70.



SFY 2020 Year end calculations to bring cash forward															
			SFY20	SFY19	SFY18	SFY17	SFY16	SFY15	SFY14	SFY13	SFY12	SFY11	SFY10	SFY09	SFY08
		Source	2019/2020	2018/2019	2017/2018	2016/2017	2015/2016	2014/2015	2013/2014	2012/2013	2011/2012	2010/2011	2009/2010	2008/2009	2007/2008
Actual Total exp		4+7	\$ 26,126,101	\$ 26,837,646	\$ 26,377,918	\$ 24,657,418	\$ 24,741,423	\$ 26,092,637	\$ 20,945,469	\$ 21,918,042	\$ 21,707,838	\$ 21,961,081	\$ 28,121,414	\$ 17,820,721	\$ 25,454,043
VFC	1	CDC Mon Rpt	\$ 10,773,619	\$ 11,071,713	\$ 10,329,733	\$ 11,259,750	\$ 9,194,539	\$ 8,570,780	\$ 8,070,843	\$ 7,551,690	\$ 7,715,921	\$ 7,549,887	\$ 11,624,679	\$ 5,002,497	\$ 8,588,458
317 - not used for children	2	CDC Mon Rpt	not provided	not provided	not provided	\$ 156,375	\$ 920,358	\$ 720,612	\$ 1,676,638	\$ 735,871	\$ 2,219,343				
State Funds	3	St. Ap(5178-513)	\$ 103,178	\$ 273,969	\$ 293,211	\$ 392,339	\$ 302,821	\$ 206,762	\$ 460,501	\$ 482,467	\$ 320,494	\$ 492,762	\$ 573,306	\$ 213,821	\$ 422,798
TOTAL GOV'T EXPENDED	4	1+2+3	\$ 10,876,797	\$ 11,345,682	\$ 10,622,944	\$ 11,652,089	\$ 9,497,360	\$ 8,777,542	\$ 8,531,344	\$ 8,190,532	\$ 8,956,773	\$ 8,763,261	\$ 13,874,623	\$ 5,952,189	\$ 11,230,599
beg balance	5	State Approp	\$ 6,722,035	\$ 12,979,343	\$ 9,915,172	\$ 3,267,370	\$ (1,107,266)	\$ 3,797,531	\$ 207,631	\$ 3,042,624	\$ 6,102,932	\$ 7,039,214	\$ 12,293,560	\$ 7,759,278	\$ 4,919,231
revenue from NHVA*	6	State Approp	\$ 11,751,393	\$ 9,234,656	\$ 18,819,145	\$ 19,653,132	\$ 19,618,699	\$ 12,410,298	\$ 16,004,025	\$ 10,892,517	\$ 9,690,757	\$ 12,261,538	\$ 8,992,444	\$ 16,402,814	\$ 17,063,492
Vaccine Insurers expended	7	State Approp	\$ 15,249,304	\$ 15,491,964	\$ 15,754,974	\$ 13,005,330	\$ 15,244,063	\$ 17,315,095	\$ 12,414,125	\$ 13,727,510	\$ 12,751,065	\$ 13,197,820	\$ 14,246,791	\$ 11,868,532	\$ 14,223,444
year end encumbered	8	State Approp	\$ 3,284,045	\$ 214,014	\$ 4,119,258	\$ 3,912,837	\$ 5,360,641	\$ (1,217,018)	\$ 4,922,400	\$ 2,278,387	\$ 3,498,954	\$ 4,183,155	\$ 2,658,211	\$ 2,636,659	\$ 5,038,824
year end cash	9	State Approp	\$ (59,921)	\$ 6,508,021	\$ 8,860,085	\$ 6,002,336	\$ (2,093,271)	\$ 0	\$ 1,124,869	\$ (2,070,756)	\$ (456,331)	\$ 1,919,776	\$ 4,381,002	\$ 9,656,901	\$ 2,720,454
TOTAL BAL FORWARD	10	(5+6) -7	\$ 3,224,124	\$ 6,722,035	\$ 12,979,343	\$ 9,915,172	\$ 3,267,370	\$ (1,107,266)	\$ 3,797,531	\$ 207,631	\$ 3,042,624	\$ 6,102,932	\$ 7,039,213	\$ 12,293,560	\$ 7,759,279
CDC end of fiscal year credit	11	CDC Vtracks	\$2,804,834	\$ 1,856,544	\$ 4,282,619	\$ 3,564,068	\$ 4,377,668	not provided	not provided	not provided	N/A	N/A	N/A	N/A	N/A
Reimbursement from Providers and Excise Tax	6A	State Approp				\$ 19,863	\$ 13,916	\$ 37,311	\$ 29,970	\$ 119,460					
Added into this account															
		Source: From Beth Daly 603-271-4927 on August 2, 2020													

Note: NHVA as % of total budget 58.37% 57.72% 59.73% 52.74% 61.61% 66.36% 59.27% 62.63% 58.74% 60.10% 50.66% 66.60% 55.88%



Expense	Description	Total Cost	Amount Requested from NHVA
Immunization Information System	System utilized to order vaccines, document individual doses administered and show insurance coverage for individuals vaccinated. System also provides quality assurance measures with vaccine forecasting and reminder/recall abilities.	\$360,063.00	\$216,037.80
Vaccine Accountability Coordinator	Responsible for the purchase and distribution of all vaccines within the program. This position manages Vaccine For Children (VFC), 317, and state/local vaccine funding. This individual tracks vaccine inventory, vaccine distribution and administration, vaccine wastage, trends, all of which informs forecasting. This position plays a key role during the influenza season by closely tracking flu vaccine expenditures and distribution to ensure the vaccines are in the right quantities and the right location, allowing for successful clinic outcomes. This position works directly with the Public Health Regions to plan vaccine distribution for Pandemic Exercises or vaccine-preventable disease outbreaks. The position collaborates with the Immunization Information System (IIS), Vaccine Data Coordinator to provide vaccine ordering management system training for health care provider staff (vaccine managers, assistant vaccine managers) to assure accountability across the > 300 enrolled provider practices.	\$96,422.00	\$57,853.20
Vaccine Quality Specialist	Conducts VFC site visits with enrolled health care providers. Conducts on-site training for new Vaccine Managers; offers educational programs related to overall vaccine management, including storage and handling. Reviews all health care provider vaccine management (including emergency) plans; coordinates annual vaccine provider enrollment process, reviewing all health care provider agreements.	\$85,842.00	\$51,505.20
Program Specialist II	Under the direction of the Vaccine Accountability Coordinator, adhering to the standards of vaccine accountability and the VFC Operations Policy & Procedures, this position is responsible for working in the Vaccine Ordering Management System (VOMS/IIS); working with health care provider vaccine ordering-related documents, including vaccine orders, temperature logs and applicable reports. This position works directly with health care providers and staff related to overall vaccine management, including assistance with temperature excursions, vaccine ordering questions, VOMS Help Desk questions and VOMS education and training.	\$79,420.00	\$47,652.00
Immunization Information System Staff (2)	This positions operates the technical support Help Desk for the Vaccine Ordering Management System. Interacts with VTrckS (CDC vaccine ordering system) as it relates to the ExIS connection (VOMS) that passes information between the two systems. Works with both systems to assure data quality and vaccine ordering accountability. Works directly with medical health care provider practices to assure education for staff. Develops interoperability processes to inform evidence-based strategies.	\$185,496.00	\$111,297.60
		Total	\$807,243.00
	Request is based on the principle that approximately 60% of the vaccines that the New Hampshire Immunization Section orders and assures the quality of, is NHVA purchased vaccine. Oversight includes bi-annual site visits of all enrolled health care provider practices to review vaccine accountability practices (ie., federally required documentation, NHIP required documentation; vaccine storage and handling, vaccine emergency management plan); monthly review of > 300 health care practice temperature logs to assure proper cold chain management; additional site visits, as indicated; technical support.		



FY2021 Administrative Budget – Adopted by Board June 17, 2020

	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	FY2021 Budget Total
EXPENSE													
Administrative Fees	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$105,000
Subcontractors													\$ -
Subtotal	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$ 8,750	\$105,000
Bank Fees	\$ 167	\$ 167	\$ 167	\$ 167	\$ 167	\$ 167	\$ 167	\$ 167	\$ 167	\$ 167	\$ 167	\$ 167	\$ 2,000
Board Meeting Expense	\$ -	\$ -	\$ 215	\$ 120	\$ 120	\$ -	\$ 120	\$ -	\$ 120	\$ 95	\$ -	\$ 120	\$ 910
Stationary and Printing	\$ 35	\$ 35	\$ 35	\$ 35	\$ 35	\$ 35	\$ 35	\$ 35	\$ 35	\$ 35	\$ 35	\$ 35	\$ 420
Dues and Subscriptions													\$ -
** Insurance (D&O)							\$ 4,000						\$ 4,000
Licenses and Fees				\$ 75									\$ 75
Postage and Shipping	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 120
Professional Fees - Audit	\$ 8,500												\$ 8,500
Professional Fees - Legal	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 2,083	\$ 25,000
Public Information Expense													\$ -
Website			\$ 525										\$ 525
Subtotal	\$10,795	\$ 2,295	\$ 3,035	\$ 2,490	\$ 2,415	\$ 2,295	\$ 6,415	\$ 2,295	\$ 2,415	\$ 2,390	\$ 2,295	\$ 2,415	\$ 41,550
TOTAL EXPENSE	\$19,545	\$11,045	\$11,785	\$11,240	\$11,165	\$11,045	\$15,165	\$11,045	\$11,165	\$11,140	\$11,045	\$11,165	\$146,550

5. Rate Assumptions and Assessment Rates

CY2021 Core Rate Assumptions

(as of September 2, 2020)

1. Board commitment to keeping rates stable in future years
2. NHVA will continue to hold at \$5M reserve fund, and any excess cash beyond the \$5M will be used for rate stabilization in future years
3. A reserve of 10% will be taken of the total non-Federal program cost for the succeeding year (RSA 126-Q:4 II.(c))
4. The percentage paid by the carriers is 60.0% (projection) for CY2021 calculations and 59.23% (trended %) for outer years
5. NHVA funds of \$3,224,124 held by NH DHHS will be recovered in June CY2021 for the third year in a row; the model will continue to recover CDC credit the year following the receipt
6. The estimated CDC annual credit on October 1, 2020 will be \$2.5M with \$2.5M thereafter *
7. Interest rate assumptions for cash on hand assume 0.5% starting CYQ3 2020
8. Total assessed lives has declined 3.3% between CY2014 Q2 and CY2020 Q2 with quarter-to-quarter declines of 0.1% per quarter. COVID-19 adjustments include:
 - FY2021 = 153,000
 - FY2022 = 155,000
 - FY2023 = 157,000
 - FY2024 = 159,000
 - FY2025 = 161,000
9. The TRICARE cap rate* of \$13.95 will continue in CY2021 and TRICARE's \$938,732 future, specific assessment receivable will be paid down in full in five quarters at the current rate of \$13.95*
10. No reimbursement of NH DHHS Immunization Section administrative cost request of \$484,346 (Tab C)
11. Annual 3% administrative budget increase
12. No late payment interest assessments

*Actual credits and rates not known until after 10/1/2020

Description	NEW MODEL			NEW MODEL			NEW MODEL			Annual Adjustment Factors	FUTURE YEARS			
	CY19 Annual Adjustment Factors	SFY19 for CY19 Rate	CY20 Annual Adjustment	Draft SFY20 for		CY21 Annual Adjustment	Actual SFY21 for		Projected Assessment Rate - 4 years					
				CY20	Rate		CY21	Rate	SFY21/22		SFY22/23	SFY23/24	SFY24/25	
4 Prior Year ACTUAL Avg Total Expenditure + Increase from Act SFY	1.74%	\$ 26,837,646	0.2%	\$ 26,126,101	0.2%	\$ 27,190,718			0.2%	\$ 27,249,033	\$ 27,307,473	\$ 27,366,039	\$ 27,424,730	
Provision for Vaccine Utilization Increase + Vaccine Cost Increase		Actual SFY19		Actual SFY19		DHHS Trend Proj								
Subtotal														
Less: Estimated VFC and Estimated NH General Fund														
4 Prior Year ACTUAL Average % Paid by Insurers		57.72%		58.37%		60.00%			59.23%	59.23%	59.23%	59.23%	59.23%	
Amount NHVA to pay DHHS (projected) Before Offsetting DHHS Surplus		\$ 15,490,000		\$ 15,250,000		\$ 16,314,431				\$ 16,140,000	\$ 16,170,000	\$ 16,210,000	\$ 16,240,000	
Normalized Administrative Expenses		\$ 147,000	0.00%	\$ 142,700	0.00%	\$ 146,550			3.00%	\$ 150,946	\$ 155,475	\$ 160,139	\$ 164,943	
Provision for One-Time Expenditures		\$ 174,359		\$ -		\$ -				\$ -	\$ -	\$ -	\$ -	
Admin % of Total Vaccine Costs		1.20%		0.55%		0.54%				0.55%	0.57%	0.59%	0.60%	
Total Assessment to be Raised - Before "Cushion"		\$ 15,811,359		\$ 15,392,700		\$ 16,460,981				\$ 16,290,946	\$ 16,325,475	\$ 16,370,139	\$ 16,404,943	
Apply Cushion ("Reserve") 10% per RSA 126-Q:4 II.(c)	10.00%	\$ 1,581,136	10.00%	\$ 1,539,270	10.00%	\$ 1,646,098			10.00%	\$ 1,629,095	\$ 1,632,547	\$ 1,637,014	\$ 1,640,494	
Actual Cushion ("reserve")														
Investment Earnings		\$ (351,842)		\$ (341,722)		\$ (130,158)				\$ (130,174)	\$ (118,450)	\$ (108,505)	\$ (99,463)	
Grand Total Assessment to be Raised - Before DHHS Offset		\$ 17,040,653		\$ 16,590,248		\$ 17,976,920				\$ 17,789,867	\$ 17,839,572	\$ 17,898,648	\$ 17,945,974	
Final Assessment to be Raised														
Less: Q1 Assessments Collected in May		\$ (3,235,518)		\$ (3,372,025)		\$ (2,906,250)				\$ (2,943,750)	\$ (2,981,250)	\$ (3,018,750)	\$ (3,056,250)	
Estimated Assessable Lives	-1.30%	166,693	-0.10%	165,295	COVID	153,000			COVID	155,000	157,000	159,000	161,000	
Rate Based on Proposed Cash Flow Outcomes														
Q1 - Q3		\$ 10.30		\$ 6.70		\$ 6.47				\$ 6.80	\$ 6.25	\$ 6.25	\$ 6.25	
Q4 Collected in May following at new rate		\$ 6.70		\$ 6.47		\$ 6.80				\$ 6.25	\$ 6.25	\$ 6.25	\$ 6.25	
Projected Year End Cash Balance		Actual 6/30/19		Actual 6/30/20		Projected 6/30/21				Projected 6/30/22	Projected 6/30/23	Projected 6/30/24	Projected 6/30/25	
Beginning Balance		\$ 3,697,484		\$ 12,220,200		\$ 14,053,689			Proj Year Beg =>	\$ 16,912,270	\$ 14,870,624	\$ 13,160,899	\$ 11,546,565	
Projected Cash Received from Assessments - FY basis		\$ 17,796,406		\$ 13,390,110		\$ 12,460,630				\$ 11,598,326	\$ 11,986,500	\$ 12,136,500	\$ 12,286,500	
Projected Interest Received		\$ 351,842		\$ 341,722		\$ 130,158				\$ 130,174	\$ 118,450	\$ 108,505	\$ 99,463	
Total Receipts		\$ 18,148,248		\$ 13,731,832		\$ 12,590,788				\$ 11,728,500	\$ 12,104,950	\$ 12,245,005	\$ 12,385,963	
Projected Gross Vaccine Costs after deducting VFC and NH credits	Actual=Green	\$ 19,149,829		\$ 15,491,964		\$ 12,814,431			Projected	\$ 16,120,000	\$ 16,160,000	\$ 16,200,000	\$ 16,240,000	
Less: Carryforward DHHS unspent funds		\$ (9,915,173)		\$ (3,740,571)		\$ (3,224,124)				\$ (2,500,000)	\$ (2,500,000)	\$ (2,500,000)	\$ (2,500,000)	
Net cash payments due DHHS		\$ 9,234,656		\$ 11,751,393		\$ 9,590,307				\$ 13,620,000	\$ 13,660,000	\$ 13,700,000	\$ 13,740,000	
Cash Paid for Administrative Expenses		\$ 390,876		\$ 146,950		\$ 141,900				\$ 150,147	\$ 154,675	\$ 159,339	\$ 164,143	
Total Disbursements		\$ 9,625,532		\$ 11,898,343		\$ 9,732,207				\$ 13,770,147	\$ 13,814,675	\$ 13,859,339	\$ 13,904,143	
Projected Ending Balance		\$ 12,220,200		\$ 14,053,689		\$ 16,912,270			Proj Year Ending =>	\$ 14,870,624	\$ 13,160,899	\$ 11,546,565	\$ 10,028,385	
Projected Q1 Assessments collected in May		\$ 3,315,354		\$ 3,235,518		\$ 2,754,000				\$ 2,754,000	\$ 2,906,250	\$ 2,943,750	\$ 2,981,250	
Projected Year end Cash Reserve - Target \$5.0M		\$ 382,130		\$ 8,984,682		\$ 14,158,270				\$ 12,116,624	\$ 10,254,649	\$ 8,602,815	\$ 7,047,135	
Total Cash on Hand 6/30 each year		\$ 3,697,484		\$ 12,220,200		\$ 14,053,689				\$ 14,870,624	\$ 13,160,899	\$ 11,546,565	\$ 10,028,385	

Contact

Patrick Miller, MPH

Executive Director, NHVA

pmiller@helmsco.com

603-225-6633

NHVA
Statement of Cash Flow
YTD FY2021
Month Ended August 31, 2020

	FY21 - Q1	FY21 - Q2	FY21 - Q3	FY21 - Q4	FY 2021	FY 2021	Difference		FY 2021
	Actual	Actual	Actual	Actual	YTD Actual	YTD Budget	YTD	Act	Annual Budget
	08/31/20				08/31/20	08/31/20	to Bud		
Receipts (Source)									
Assessment Income	3,340,595	-	-	-	3,340,595	3,108,200	232,395		12,059,485
Assessment Income - TRICARE	103,217	-	-	-	103,217	100,815	2,402		401,145
* Accounts Receivable	-	-	-	-	-	-	-		-
Interest Income - Assessments	-	-	-	-	-	-	-		293
Interest Income - Bank & Sweep (ICS)	7,740	-	-	-	7,740	9,780	(2,040)		58,679
Interest Income - Investments	15,204	-	-	-	15,204	15,858	(654)		95,146
Dividend Income	13	-	-	-	13	16	(2)		93
Investment Advisory fees	(4,563)	-	-	-	(4,563)	(4,563)	0		(27,376)
Unrecognized Gain or Loss	2,153	-	-	-	2,153	2,153	-		12,920
Realized Gain or Loss	603	-	-	-	603	603	0		3,616
** Investment - Short term and CDs	1,844,589	-	-	-	1,844,589	-	1,844,589		-
	5,309,552	-	-	-	5,309,552	3,232,862	2,076,691		12,604,002
Disbursements (Use)									
Expenses	24,025	-	-	-	24,025	28,257	(4,232)		10,221,203
* Prepaids & Payables Change	(560)	-	-	-	(560)	-	(560)		-
Vaccine Expenses	-	-	-	-	-	-	-		-
	23,465	-	-	-	23,465	28,257	(4,792)		10,221,203
Increase (Decrease)	5,286,088	-	-	-	5,286,088	3,204,605	2,081,483		2,382,800
Cash Balance - Beginning	7,514,560	12,800,648	12,800,648	12,800,648	7,514,560	7,514,560	-		7,514,560
Cash Balance - Ending	12,800,648	12,800,648	12,800,648	12,800,648	12,800,648	10,719,164	2,081,483		9,897,359

Notes:

* Changes in Balance Sheet accounts are denoted as () = Increases and positive = decrease

** The positive number represents amounts transferred back to the ICS account from the Short Term Investments (CD's)

NHVA
Statement of Financial Position
 YTD FY2021
 Month Ended August 31, 2020

	Jun 30, 20	Sep 30, 20	Dec 31, 20	Mar 31, 21	Jun 30, 21
	FYE 20	FY21 - Q1	FY21 - Q2	FY21 - Q3	FY21 - Q4
	Audited	08/31/20	Interim	Interim	Audited
ASSETS					
Current Assets					
Checking/Savings					
Bank of NH #851031104	\$ 50,000	\$ 55,861	\$ -	\$ -	\$ -
Bank of NH - ICS	\$ 7,464,560	\$ 12,744,787	\$ -	\$ -	\$ -
Total Checking/Savings	\$ 7,514,560	\$ 12,800,648	\$ -	\$ -	\$ -
Accounts Receivable					
Accounts Receivable (A/R)	\$ -	\$ -	\$ -	\$ -	\$ -
Allowance for Account Receivable	\$ -	\$ -	\$ -	\$ -	\$ -
Total Accounts Receivable	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Assets					
Prepaid Expenses	\$ 1,960	\$ 1,400	\$ -	\$ -	\$ -
Short Term Investments	\$ 6,814,180	\$ 4,969,590	\$ -	\$ -	\$ -
Unrecognized Gain or Loss - ST	\$ -	\$ -	\$ -	\$ -	\$ -
Total Other Current Assets	\$ 6,816,140	\$ 4,970,990	\$ -	\$ -	\$ -
Total Current Assets	\$ 14,330,699	\$ 17,771,638	\$ -	\$ -	\$ -
TOTAL ASSETS	\$ 14,330,699	\$ 17,771,638	\$ -	\$ -	\$ -
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
* Accounts Payable	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Liabilities					
Liquidity Reserve	\$ 250,000	\$ 250,000	\$ -	\$ -	\$ -
Total Current Liabilities	\$ 250,000	\$ 250,000	\$ -	\$ -	\$ -
Total Liabilities	\$ 250,000	\$ 250,000	\$ -	\$ -	\$ -
Equity					
Retained Earnings	\$ 10,386,901	\$ 12,234,671	\$ -	\$ -	\$ -
Fund Balance to be Distributed	\$ 1,846,029	\$ 1,846,029	\$ -	\$ -	\$ -
Net Income	\$ 1,847,770	\$ 3,440,938	\$ -	\$ -	\$ -
Total Equity	\$ 14,080,699	\$ 17,521,638	\$ -	\$ -	\$ -
TOTAL LIABILITIES & EQUITY	\$ 14,330,699	\$ 17,771,638	\$ -	\$ -	\$ -

Notes: * AP State of New Hampshire Payable (June 15, 2021)

\$ 10,074,653

NHVA
Statement of Changes in Net Assets
 YTD FY2021
 Month Ended August 31, 2020

	FY21 - Q1 Actual 08/31/20	FY21 - Q2 Actual	FY21 - Q3 Actual	FY21 - Q4 Actual	FY 2021 YTD Actual 08/31/20	FY 2021 YTD Budget 08/31/20	Difference YTD Act to Bud	FY 2021 Annual Budget
Ordinary Income/Expense								
Income								
Assessment Income	\$ 3,340,595	\$ -	\$ -	\$ -	\$ 3,340,595	\$ 3,108,200	\$ 232,395	\$ 12,059,485
Assessment Income - TRICARE	\$ 103,217	\$ -	\$ -	\$ -	\$ 103,217	\$ 100,815	\$ 2,402	\$ 401,145
Interest Income - Assessments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 293
Interest Income - Bank & Sweep (ICS)	\$ 7,740	\$ -	\$ -	\$ -	\$ 7,740	\$ 9,780	\$ (2,040)	\$ 58,679
Interest Income - Investments	\$ 15,204	\$ -	\$ -	\$ -	\$ 15,204	\$ 15,858	\$ (654)	\$ 95,146
Dividend Income	\$ 13	\$ -	\$ -	\$ -	\$ 13	\$ 16	\$ (2)	\$ 93
Investment Advisory fees	\$ (4,563)	\$ -	\$ -	\$ -	\$ (4,563)	\$ (4,563)	\$ 0	\$ (27,376)
Unrecognized Gain or Loss	\$ 2,153	\$ -	\$ -	\$ -	\$ 2,153	\$ 2,153	\$ -	\$ 12,920
Realized Gain or Loss	\$ 603	\$ -	\$ -	\$ -	\$ 603	\$ 603	\$ 0	\$ 3,616
Total Income	\$ 3,464,963	\$ -	\$ -	\$ -	\$ 3,464,963	\$ 3,232,862	\$ 232,101	\$ 12,604,002
Expenses								
Bank Service Charges	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 333	\$ (333)	\$ 2,000
Vaccine - Annual State Payment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,074,653
Management Fees	\$ 16,667	\$ -	\$ -	\$ -	\$ 16,667	\$ 17,500	\$ (833)	\$ 105,000
Professional Fees - Legal	\$ 1,204	\$ -	\$ -	\$ -	\$ 1,204	\$ 4,167	\$ (2,963)	\$ 25,000
Professional Fees - Audit	\$ 5,500	\$ -	\$ -	\$ -	\$ 5,500	\$ 5,500	\$ -	\$ 8,500
Insurance	\$ 560	\$ -	\$ -	\$ -	\$ 560	\$ 667	\$ (107)	\$ 4,000
Postage & Printing (Office)	\$ 94	\$ -	\$ -	\$ -	\$ 94	\$ 90	\$ 4	\$ 540
Website & SubContractors	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 525
Board Meetings Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 910
Dues & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TRICARE - Washington	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Public Information	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Advertising	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Licenses and Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75
Total Expenses	\$ 24,025	\$ -	\$ -	\$ -	\$ 24,025	\$ 28,257	\$ (4,232)	\$ 10,221,203
Net Ordinary Income	\$ 3,440,938	\$ -	\$ -	\$ -	\$ 3,440,938	\$ 3,204,605	\$ 236,334	\$ 2,382,800
Net Income	\$ 3,440,938	\$ -	\$ -	\$ -	\$ 3,440,938	\$ 3,204,605	\$ 236,334	\$ 2,382,800
Collection Data:								
Quarter being collected	SFY21 - Q1	SFY21 - Q2	SFY21 - Q3	SFY21 - Q4				
Payment Due Date	11/15/20	02/15/21	05/15/21	08/15/21				
Projected Average Monthly Lives	-	-	-	-				
Actual Average Monthly Lives	-	-	-	-				
Avg Lives Variance +(-)	-	-	-	-				
Approved Assessment Rate	\$ -	\$ -	\$ -	\$ -				
Actual Average Monthly Lives - TRICARE	-	-	-	-				