

**AGENDA**

**Board Meeting**

**September 22, 2021, 9:00am-11:00am**

**Location: Online Zoom Meeting**

**To attend via Zoom webinar, please register at this link:**

<https://nhvaccine.org/event/nhva-september-22-2021/>

<b>Time</b>	<b>Agenda Item</b>
<b>9:00-9:05</b>	<b>1. Welcome &amp; Roll Call (Tenney)</b> <ul style="list-style-type: none"> <li>a. Recording announcement</li> <li>b. Roll Call</li> <li>c. Board Chair Statement re: Public Commentary During Meetings*</li> </ul>
<b>9:05-9:25</b>	<b>2. FY2021 Audit (Tenney) – Guest Karen Carew, Carew &amp; Wells, PLLC</b> <ul style="list-style-type: none"> <li>a. Review and Acceptance of the FY2021 Draft Audit Report by Carew &amp; Wells – <b>VOTE*</b></li> </ul>
<b>9:25-9:30</b>	<b>3. Review and Acceptance of Minutes (Tenney)</b> <ul style="list-style-type: none"> <li>a. June 16, 2021 Board Meeting Minutes – <b>VOTE*</b></li> </ul>
<b>9:30-10:15</b>	<b>4. Executive Director Report (Miller) – Guest Leslie Walker, Mason+Rich, PA</b> <ul style="list-style-type: none"> <li>a. Review and Acceptance of the FY2022 Payer Assessment Process and CY2022 Rate Setting – <b>VOTE*</b></li> <li>b. Review of FYTD 2022 Unaudited Financial Statements*</li> <li>c. Preliminary CY2022 Meeting Schedule*</li> </ul>
<b>10:15-10:25</b>	<b>5. DHHS Update (Daly)</b>
<b>10:25-10:35</b>	<b>6. Public Comment</b>
<b>10:35-11:00</b>	<b>7. Executive Session – Board Attendance Only</b>
<b>11:00</b>	<b>8. Adjournment</b>

\* Indicates an attachment.

## **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.

July 31, 2021

Board of Directors of  
New Hampshire Vaccine Association

We have audited the financial statements of New Hampshire Vaccine Association for the year ended June 30, 2021, and we will issue our report thereon dated July 31, 2021. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards (and, if applicable, *Government Auditing Standards* and the Uniform Guidance), as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated April 8, 2021. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Matters

*Qualitative Aspects of Accounting Practices*

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by New Hampshire Vaccine Association are described in Note A to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during June 30, 2021. We noted no transactions entered into by the Organization during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimates affecting the financial statements were:

Management's estimate of the vaccine expense is based on the amount projected and requested for remittance by the State of New Hampshire. We evaluated the key factors and assumptions used to develop the vaccine expense estimate in determining that it is reasonable in relation to the financial statements taken as a whole.

Management's estimate of the balance due and collectible in accounts receivable (including no amount due) is based on the assumption that the amount of covered lives self-reported by the payor is accurate and not subject to change materially. Further that the RSA provides for the recognition of revenue when self-reported by the insurer irrespective of the time period for the covered lives being reported. We evaluated the factors and assumptions used to develop the balance due and collectible in accounts receivable estimate in determining that it is reasonable in relation to the financial statements taken as a whole.

The financial statement disclosures are neutral, consistent, and clear.

*Difficulties Encountered in Performing the Audit*

We encountered no significant difficulties in dealing with management in performing and completing our audit.

### *Corrected and Uncorrected Misstatements*

Professional standards require us to accumulate all misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. The attached schedule summarizes uncorrected misstatements of the financial statements. Management has determined that their effects are immaterial, both individually and in the aggregate, to the financial statements taken as a whole. The uncorrected misstatements or the matters underlying them could potentially cause future period financial statements to be materially misstated, even though, in our judgment, such uncorrected misstatements are immaterial to the financial statements under audit.

### *Disagreements with Management*

For purposes of this letter, a disagreement with management is a disagreement on a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

### *Management Representations*

We have requested certain representations from management that are included in the management representation letter dated July 31, 2021.

### *Management Consultations with Other Independent Accountants*

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Organization's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

### *Other Audit Findings or Issues*

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Organization's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention. There were no new recommendations in the current year.

### Other Matters

This information is intended solely for the use of Board of Directors and management of New Hampshire Vaccine Association and is not intended to be, and should not be, used by anyone other than these specified parties.

Very truly yours,

Carew & Wells, PLLC

# Adjustments

## Adjustment 1

Proposed | Workpaper Reference: [X.a - BNH Investments, stmt.pdf](#)

Notes: KMCo1 - immaterial AJE to reclass between investment income and gain/loss - no misstatement total ROI

Account	Debits	Credits
45610 - Interest Income - Investments	-	199.00
47500 - Unrecognized Gain or Loss	199.00	-
✓ Net income effect: 0	Dr: 199.00	Cr: 199.00

## Adjustment 2

Proposed | Workpaper Reference: [0501 - Professional fees, gl detail](#)

Notes: KMCo2 - immaterial AJE to reclass between prepaid and prior year. Waive as annualized expense is not significantly misstated and immaterial effect on net income.

Account	Debits	Credits
14000 - Prepaid Expenses	3,500.00	-
60302 - Professional Fees - Audit	-	3,500.00
35000 - Retained Earnings	-	3,000.00
60302 - Professional Fees - Audit	3,000.00	-
✓ Net income effect: 500	Dr: 6,500.00	Cr: 6,500.00

**NEW HAMPSHIRE  
VACCINE ASSOCIATION  
FINANCIAL STATEMENTS  
FOR THE FISCAL YEARS ENDED  
JUNE 30, 2021 AND 2020**

## INDEX TO FINANCIAL STATEMENTS

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## INDEPENDENT AUDITORS' REPORT

The Board of Directors  
New Hampshire Vaccine Association

### Opinion

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, 2021 and 2020, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

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, 2021 and 2020, and the changes in net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of New Hampshire Vaccine Association and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about New Hampshire Vaccine Association's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

### Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.



In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 New Hampshire Vaccine Association's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about New Hampshire Vaccine Association's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Carew & Wells, PLLC  
Concord, New Hampshire

July 31, 2021

NEW HAMPSHIRE VACCINE ASSOCIATION  
**STATEMENTS OF FINANCIAL POSITION**  
AS OF JUNE 30, 2021 AND 2020

	June 30, 2021	June 30, 2020
<b>ASSETS</b>		
<i><b>Current Assets</b></i>		
Cash and cash equivalents	\$ 11,448,477	\$ 7,514,560
Accounts receivable	5,486	-
Prepaid expenses	1,960	1,960
<i><b>Total Current Assets</b></i>	<u>11,455,923</u>	<u>7,516,520</u>
<i><b>Non-Current Assets</b></i>		
Investments	<u>4,466,645</u>	<u>6,814,180</u>
<b>TOTAL ASSETS</b>	<u><u>\$ 15,922,568</u></u>	<u><u>\$ 14,330,700</u></u>
<b>LIABILITIES &amp; NET ASSETS</b>		
<i><b>Current Liabilities</b></i>		
Accrued expenses	<u>\$ 1,980</u>	<u>\$ -</u>
<b>TOTAL LIABILITIES</b>	<u>1,980</u>	<u>-</u>
<i><b>Net Assets</b></i>		
Net assets without donor restrictions	250,000	250,000
Net assets with donor restrictions	15,670,588	14,080,700
<b>TOTAL NET ASSETS</b>	<u>15,920,588</u>	<u>14,330,700</u>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<u><u>\$ 15,922,568</u></u>	<u><u>\$ 14,330,700</u></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, 2021 AND 2020

	June 30, 2021	June 30, 2020
<b>NET ASSETS WITHOUT DONOR RESTRICTIONS</b>		
<b>REVENUE AND OTHER SUPPORT</b>		
Net assets released from restrictions		
Assets released for operations	\$ 125,714	\$ 127,226
<b>OPERATING EXPENSES</b>		
Administrative services	103,750	100,142
Professional fees	17,758	20,636
Insurance	3,360	2,564
License and fees	75	75
Bank fees	-	1,723
Stationary & printing	285	1,500
Subcontractors	-	100
Website	486	486
<i>Total Operating Expenses</i>	<u>125,714</u>	<u>127,226</u>
<b>INCREASE (DECREASE) IN NET ASSETS WITHOUT DONOR RESTRICTIONS</b>	<u>-</u>	<u>-</u>
<b>NET ASSETS WITH DONOR RESTRICTIONS</b>		
Assessment income, less refunds of \$0 and \$58,115 in 2021 and 2020	13,000,171	12,994,817
TRICARE settlement income	470,102	395,271
Interest on late assessments	566	293
Bank and sweep interest	55,827	253,394
Return on investments	19,465	82,614
Net assets released from restrictions		
Remittance to the State of New Hampshire	(11,830,529)	(11,751,393)
Assets released for operations	<u>(125,714)</u>	<u>(127,226)</u>
<b>INCREASE (DECREASE) IN NET ASSETS WITH DONOR RESTRICTIONS</b>	<u>1,589,888</u>	<u>1,847,770</u>
<b>CHANGES IN NET ASSETS</b>	<u>1,589,888</u>	<u>1,847,770</u>
<i>Net Assets, Beginning of Year</i>	<u>14,330,700</u>	<u>12,482,930</u>
<i>Net Assets, End of Year</i>	<u>\$ 15,920,588</u>	<u>\$ 14,330,700</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, 2021 AND 2020

	June 30, 2021	June 30, 2020
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Increase (decrease) in net assets	\$ 1,589,888	\$ 1,847,770
<i>Adjustments to reconcile changes in net assets</i>		
(Gain) on sale of investments	(800)	(326)
Unrealized (gain) loss on investments	21,277	(68,011)
(Increase) decrease in:		
Accounts receivable	(5,486)	-
Prepaid expenses	-	(796)
Increase (decrease) in:		
Accrued expenses	1,980	-
<i>Total Adjustments</i>	<u>16,971</u>	<u>(69,133)</u>
<b>Net Cash Provided (Used) by Operating Activities</b>	<u>1,606,859</u>	<u>1,778,637</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of investments	(728,942)	(6,724,277)
Proceeds from sale & maturities of investments	<u>3,056,000</u>	<u>240,000</u>
<b>Net Cash Used by Investing Activities</b>	<u>2,327,058</u>	<u>(6,484,277)</u>
<b>NET INCREASE (DECREASE) IN CASH</b>	3,933,917	(4,705,640)
<i>Cash, Beginning of Year</i>	<u>7,514,560</u>	<u>12,220,200</u>
<i>Cash, End of Year</i>	<u>\$ 11,448,477</u>	<u>\$ 7,514,560</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, whereby 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.

(Continued on next page)

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:

	2021	2020
<b><i>Program Expense</i></b>		
Remittance to State of NH	\$ <u>11,830,529</u>	\$ <u>11,751,393</u>
<b><i>Management &amp; General</i></b>		
Administrative services	103,750	100,142
Professional fees	17,758	20,636
Insurance	3,360	2,564
License and fees	75	75
Bank fees	-	1,723
Stationary & printing	285	1,500
Subcontractors	-	100
Website	486	486
<b><i>Total Management &amp; General</i></b>	<u>125,714</u>	<u>127,226</u>
<b><i>TOTAL EXPENSES</i></b>	\$ <u>11,956,243</u>	\$ <u>11,878,619</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, 2021 and 2020, 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.

**B | 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, 2021 and 2020) to meet cash needs for general expenditures consisting of:

	<b>2021</b>	<b>2020</b>
Cash and cash equivalents	\$ 11,448,477	\$ 7,514,560
Accounts receivable	<u>5,486</u>	<u>-</u>
Total	<u>\$ 11,453,963</u>	<u>\$ 7,514,560</u>

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 designated \$250,000 to ensure adequate cash flow for operating expenses. In addition, for the years ended, June 30, 2020 and 2019, 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.

NEW HAMPSHIRE VACCINE ASSOCIATION  
NOTES TO FINANCIAL STATEMENTS

**C | 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.

**D | INVESTMENTS**

***Composition of Investments***

Investments are comprised of the following at June 30, 2021 and 2020:

	<b>2021</b>	<b>2020</b>
Fixed Income Funds (Level 1 measured at fair value)		
Negotiable Certificates of Deposit	\$ 4,404,454	\$ 6,592,129
Federated Government Money Market	<u>62,191</u>	<u>222,051</u>
Total Investments	<u>\$ 4,466,645</u>	<u>\$ 6,814,180</u>

Investments include funds in excess of those necessary for immediate operating needs, including the funds reserved to stabilize assessment rates over time.

***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, 2021</i>			
Negotiable Certificates of Deposit	\$ 4,357,918	\$ 4,404,454	\$ 46,536
Money market	<u>62,191</u>	<u>62,191</u>	<u>-</u>
Total Investments	<u>\$ 4,421,109</u>	<u>\$ 4,466,645</u>	<u>\$ 46,536</u>
<i>As of June 30, 2020</i>			
Negotiable Certificates of Deposit	\$ 6,524,118	\$ 6,592,129	\$ 68,011
Money market	<u>222,051</u>	<u>222,051</u>	<u>-</u>
Total Investments	<u>\$ 6,746,169</u>	<u>\$ 6,814,180</u>	<u>\$ 68,011</u>

(Continued on next page)



NEW HAMPSHIRE VACCINE ASSOCIATION  
NOTES TO FINANCIAL STATEMENTS

***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:

	<b>2021</b>	<b>2020</b>
Interest and dividends	\$ 60,222	\$ 19,998
Realized gain (loss)	800	326
Unrealized gain (loss)	(21,277)	68,011
Investment fees	<u>(20,280)</u>	<u>(5,721)</u>
Total	<u>\$ 19,465</u>	<u>\$ 82,614</u>

**E | COMMITMENTS AND CONTINGENCIES**

***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:

	<b>2021</b>	<b>2020</b>
TRICARE arrearage, beginning balance	\$ 938,732	\$ 1,334,003
Increment payments received	<u>(470,102)</u>	<u>(395,271)</u>
TRICARE arrearage, ending balance	<u>\$ 468,630</u>	<u>\$ 938,732</u>

***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.

*(Continued on next page)*

NEW HAMPSHIRE VACCINE ASSOCIATION  
NOTES TO FINANCIAL STATEMENTS

***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.

**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, 2021 and 2020, the board designated balance for this purpose was \$250,000.

***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, 2021 and 2020, net assets with donor restrictions is comprised of the following:

	2021	2020
<i>Unexpended assessments:</i>		
Available for rate setting	\$ 10,670,588	\$ 9,080,700
Reserved for rate stabilization	<u>5,000,000</u>	<u>5,000,000</u>
Net assets with donor restrictions	<u>\$ 15,670,588</u>	<u>\$ 14,080,700</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 \$11,830,529 and \$11,751,393 to the State of New Hampshire in 2021 and 2020, respectively.

(Continued on next page)

NEW HAMPSHIRE VACCINE ASSOCIATION  
NOTES TO FINANCIAL STATEMENTS

***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, 2021, 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.

**MINUTES**  
**Board of Directors Meeting**  
**June 16, 2021**  
**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 Zoom Webinar with a quorum present.

The meeting was called to order by Susan Tenney, Chair, at 9:11 a.m.

**1. Welcome and Roll Call**

**Attendance** – The following individuals attended the meeting:

**Board Members:**

Susan Tenney, HPHC, Chair  
David Sky, NHID, Treasurer  
Harold Young, Cigna, Secretary  
Elizabeth Daly, NH DHHS  
Patricia Edwards, MD, Healthcare Provider  
Jason Margus, Anthem  
Wendy Lee Parker, Self-Insured Entity  
Lorraine Radick, RPh, Public Member  
Janice Valmassoi, MD, Healthcare Provider

**Other Attendees & Administrative Staff:**

Mark McCue, Esq., Hinckley Allen  
Patrick Miller, Helms & Company, Inc.  
Erin Meagher, Helms & Company, Inc.  
Keith Nix, Helms & Company, Inc.  
Anne Marie Mercuri, NH DHHS

**Members of the Public:**

Laura Condon, Bedford  
Alexandra Helleberg, Sanofi Pasteur, Boston, MA

**Board Members Excused:**

Edward Moran, Public Member, Vice Chair

Ms. Tenney asked that a roll call for attendance be taken. Upon completion, Mr. Miller announced he was recording the meeting for the facilitation of meeting minutes. Ms. Condon also indicated she would be 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*.

Attorney McCue provided an update on the ending of the Governor's emergency order relative to the Right to Know Law (RSA-91). Attorney McCue explained the statute pertains to public bodies that are defined typically as governmental unit legislative bodies and NHVA is a voluntary nonprofit corporation. However, in various opinions, the New Hampshire Supreme Court has expanded the portability of the Right to Know Law to certain entities which have both a public element and a private element. It was determined many years ago that the NHVA does have some applicability and the Board voluntarily decided to follow the Right to Know Law.

When Governor Sununu declared the state of emergency, one of his emergency orders was to waive the applicability of the Right to Know Law and permit public bodies to meet via electronic means, which this board has been doing since. Last Thursday, the Governor provided a little more than 24-hour notice that the state of emergency was ending as of midnight last Friday.

In the statute, an emergency is defined as a situation in which the Board needs to take immediate action. After talking with Mr. Miller and based on many factors, including that the meeting had already been scheduled, meeting materials had been sent out, the impracticality of finding a public space to meet, many still are not vaccinated so

there is still the question of safety and, more importantly, the fact that members of the public are able to participate, Attorney McCue concluded it was permissible for the Board to meet today by these electronic means understanding that in the future we will be going back to having at least a quorum of the board meeting at a physical location, at which public members will be invited to attend.

Ms. Tenney thanked Attorney McCue for the explanation.

## 2. Annual Meeting of Members

Ms. Tenney called the annual meeting of members into session at 9:19am and provided the proxy submissions report. There were 13 carriers that voted, 14 that either abstained or chose not to participate, and 16 that did not respond to the proxy request. Overall, 78% of covered lives were represented in the votes received (375,748 lives), 13% (64,038 lives) abstained or chose to not participate and 9% (44,355 lives) did not respond. The breakdown for votes cast concluded with 125,191 votes for Jason Margus from Anthem, 125,191 for Sue Tenney of Harvard Pilgrim, and the remaining 125,366 votes for Harold Young from Cigna.

Attorney McCue reminded the group that named proxies now needed to cast the votes on behalf of the member carriers, and Ms. Tenney stated that an email vote took place in April 2021 to name Mr. Sky and herself as the proxies. Mr. Miller displayed page 14 of the meeting packet reflecting the votes received from all Board Members naming the proxies.

Mr. Sky stated that as a proxy on behalf of the member carriers, he casts 125,191 votes for Jason Margus from Anthem, 125,191 for Sue Tenney of Harvard Pilgrim, and 125,366 votes for Harold Young from Cigna.

**VOTE RECORDED:** *On a motion by Ms. Tenney, seconded by Mr. Margus, by roll call it was*  
**VOTED:** *To adjourn the Annual Meeting of the Members at 9:23 a.m.*

	<u>Yes</u>	<u>No</u>
Elizabeth Daly	X	
Patricia Edwards, MD	X	
Jason Margus	X	
Wendy Parker	X	
Lorraine Radick, RPh	X	
David Sky	X	
Susan Tenney	X	
Janice Valmassoi, MD	X	
Harold Young	X	

## 3. Annual Board Meeting Items

Ms. Tenney reviewed the proposed Board Officer Slate and Audit Committee Appointment Slate for August 1, 2021 to July 31, 2022.

### Board Officer Slate

Susan Tenney, Board Chair  
Edward Moran, Board Vice-Chair  
David Sky Board Treasurer  
Harold Young, Board Secretary

### Audit Committee Appointment Slate

David Sky, Committee Chair  
Susan Tenney, Committee Vice-Chair  
Elizabeth Daly  
Jason Margus

**VOTE RECORDED:** *On a motion by Ms. Parker, seconded by Ms. Radick, by roll call it was*

**VOTED:** *To confirm both the slate for Board of Directors and the Audit Committee Appointments as proposed.*

	<u>Yes</u>	<u>No</u>
Elizabeth Daly	X	
Patricia Edwards, MD	X	
Jason Margus	X	
Wendy Parker	X	
Lorraine Radick, RPh	X	
David Sky	X	
Susan Tenney	X	
Janice Valmassoi, MD	X	
Harold Young	X	

Mr. Miller explained that pages five through eight of the meeting packet contain three documents that are renewed annually: the Oath of Office, Conflict of Interest Statement, and the Code of Ethics Annual Affirmation Statement. These documents are also reviewed by the auditor as part of the annual audit. Mr. Miller asked that they each be completed and returned to Ms. Meagher as soon as you are able. There were no questions.

#### 4. Review and Acceptance of Minutes

Ms. Tenney asked if there were any changes needed to the March 3, 2021 minutes or discussion. Ms. Radick indicated prior to the meeting that on line 92 the word "an" should be replaced with "a". There were no other corrections or comments.

**VOTE RECORDED:** *On a motion by Ms. Radick, seconded by Ms. Parker, by roll call it was*  
**VOTED:** *To accept the March 3, 2021 Board Meeting minutes with the noted correction.*

	<u>Yes</u>	<u>No</u>
Elizabeth Daly	X	
Patricia Edwards, MD	X	
Jason Margus	X	
Wendy Parker	X	
Lorraine Radick, RPh	X	
David Sky	X	
Susan Tenney	X	
Janice Valmassoi, MD	X	
Harold Young	X	

Ms. Tenney mentioned that documentation of the email vote from April 21, 2021, was included in the meeting packet. It will become part of this meeting's minutes and is posted on the website with the meeting materials.

#### 5. Executive Director Report

Mr. Miller advised there would be two votes to be taken, one in terms of the payment to the State of New Hampshire and a second related to the FY2021 Administrative Budget which the Audit Committee recommended for approval at their April 28, 2021, meeting.

Mr. Miller reminded the group that several years ago the NHVA determined that unused funds held in the state vaccine account would be returned to the NHVA so that the NHVA could earn interest to help fund the Association.



If the payment needed by the State in June was a different amount than what had been estimated, it was just “absorbed” in the funds held by the state. Going forward, as we have effectively zeroed out the state account, we will need to discuss the annual payment amount each June because there is a zero balance at the state. This year, the amount requested by the state is \$11,830,529.14 as specified in the enclosed memorandum.

Mr. Miller reports that as we prepare for the next assessment setting process this summer, we will examine the entire process again. Three years ago when Helms became the Administrator, a major recommendation was to determine how to move excess funds back to the Association. Now that this has been done, we are in a different position whereby the funds at the State have been zeroed out, but our estimates need to be validated each June with actual expenditure data provided by the State.

Ms. Daly explained for newer Board Members, that under the prior Administrator, a payment amount was identified nearly two years in advance and that amount was paid in June even though the State did not necessarily spend that amount during the year which resulted in overpayments to the State account. This is the first year there are not leftover funds that have been used as a buffer to the estimate. As a result, it is even more important that the estimate is as exact as possible, but it is also quite difficult to be exact nearly two years in advance. The \$11.8M being requested this year is based on actual expenses that the Department paid for vaccines this year.

Mr. Miller added that as Helms has done in the past to stabilize the assessment rate, we would look to try and stabilize the payment to the State as much as possible as it has varied over the past years from \$9M to \$19M albeit the actual insurer portion of the budget each year has been in the \$15M range.

Mr. Miller reminded the group that we have successfully set aside \$5M in assessment reserves and these dollars are to support future unknowns such as a new vaccine or the new COVID-19 vaccinations once the federal government no longer pays for them.

Ms. Tenney asked if there were any questions. Hearing none, she asked for a motion for the payment to the State of New Hampshire.

**VOTE RECORDED:** *On a motion by Ms. Radick, seconded by Ms. Parker, by roll call it was*  
**VOTED:** *To approve the payment of \$11,830,529.14 to the State of New Hampshire.*

	<u>Yes</u>	<u>No</u>
Elizabeth Daly	X	
Patricia Edwards, MD	X	
Jason Margus	X	
Wendy Parker	X	
Lorraine Radick, RPh	X	
David Sky	X	
Susan Tenney	X	
Janice Valmassoi, MD	X	
Harold Young	X	

Ms. Tenney stated the Audit Committee recommended approval of the administrative budget that was presented at the April 28, 2021, meeting. Mr. Miller reviewed the proposed FY2022 budget, and the total FY2022 administrative budget totals \$148,647. Previous years’ budgets are reflected in the document.

Mr. Miller asked if any of the Audit Committee Members would like to comment. Mr. Sky added that the Audit Committee did a full review of this budget when presented to them and it was voted to recommend to the Board of Directors to approve the budget as presented.

Mr. Miller identified one typographical error at the very top of the page. The document states FY 21 and it actually reflects FY 22.

Ms. Tenney asked if there were any questions. Hearing none she asked for a motion.

**VOTE RECORDED:** *On a motion by Mr. Sky, seconded by Ms. Parker, by roll call it was*

**VOTED:** *To approve the FY2022 Administrative Budget as presented with the noted correction.*

	<u>Yes</u>	<u>No</u>
Elizabeth Daly	X	
Patricia Edwards, MD	X	
Jason Margus	X	
Wendy Parker	X	
Lorraine Radick, RPh	X	
David Sky	X	
Susan Tenney	X	
Janice Valmassoi, MD	X	
Harold Young	X	

Ms. Tenney then asked Mr. Miller to review the unaudited financial statements. Mr. Miller highlighted a few items on the *Statement of Cash Flow* noting the past three quarters' assessment income have been very consistent. The fourth quarter is an interim figure since the quarter has not been completed. The assessed lives have been higher than budget as the impact of COVID has not been as high as anticipated. The investment portfolio balance continues to decline as instruments are called and funds are redeposited to the ICS account.

The *Statement of Financial Position* shows nothing remarkably different from prior quarters.

The *Statement of Change in Net Assets* details the budgeted-to-actual expenses and the quarterly assessed lives. The variance between the projected covered lives of 153,000 and the actual covered lives reported of 161,828. Similarly, to the last several quarters, NHVA holds a strong cash position.

Dr. Edwards asked if the increase in assessed lives could be a result of more people moving into the State. Mr. Miller explained that the higher assessed lives being reported, compared to the projection, is the result of less loss of commercial coverage than anticipated due to COVID. While the total assessed lives do continue to drop, they are higher than what we budgeted.

With the close of the quarter at the end of June, Mr. Miller advised updated financial statements would be available in a few weeks. These will be provided to the auditor for their review.

Mr. Miller provided several updated charts in the *Assessment Trends Update Memorandum*. Newly added to the *Average Number of Assessed Child Lives by CY Quarter* chart is the insert breaking out the TRICARE assessed lives trend. We see that while the overall lives are decreasing the TRICARE lives are increasing.

Reviewing the *NH Medicaid Enrollment* chart, Mr. Miller pointed out the slow and steady march upward in Medicaid enrollment since the start of the pandemic. The Medicaid Expansion population is increasing at a faster rate than the traditional population.



The final chart reflects the new unemployment rate for NH, and it has dropped to 2.5%, which is lower than at the beginning of the pandemic.

Mr. Miller closed his reporting stating that the audit is scheduled to take place in July, and Carew & Wells has been retained to conduct the audit. Helms has already begun to provide requested documentation. The kickoff meeting will be in person at the beginning of July, and they are scheduled to be on site for two days. Results of the audit will be provided to the Audit Committee and then will be presented to the full Board at the September meeting.

#### **6. Department of Health and Human Services Update**

Ms. Tenney invited Ms. Daly to provide her update for DHHS. Ms. Daly began by stating that both Pfizer and Moderna have submitted their applications to the FDA for regular licensure (removal of the emergency usage authorization status). She expects this new approval to occur given that we have had hundreds of millions of people vaccinated in our country. The new approval might be in place by the end of the calendar year. At that point, it is possible that the cost of the vaccine will transition from being fully government funded to the normal vaccine payment processes. Ms. Daly clarified that she is not sure whether or not that will happen, or the timing if it does. As information is received, Ms. Daly indicated she will share it with the Board.

Ms. Daly reported that kids 12 years of age and up now have access to COVID vaccinations through Pfizer, and Moderna has submitted their authorization request to the FDA which might make two vaccines available by the end of June. Both companies also are conducting clinical trials for kids six months to 11 years of age. The Pfizer trials were done in stages, so approval could be done in stages. Johnson and Johnson is conducting clinical trials for ages 12 to 17 years.

DHHS is moving vaccination operations from a heavily State-provided distribution approach to the health care system via pharmacies and healthcare provider offices; there are more than 240 pharmacies currently providing vaccines. At the end of this month, the State-run sites will close.

Dr. Edwards expressed concern that the vaccinations may slow down due to the initial myocarditis concerns asking Ms. Daly if she had any thoughts on this. Ms. Daly said that both the FDA and CDC are reviewing this. Ms. Daly advised that COVID-19 vaccines have been administered to 18 million people with minimal reports of myocarditis so they continue to recommend the vaccine as the benefits certainly outweigh any potential myocarditis.

Dr. Valmassoi asked how the new, combination vaccine called Vaxelis will impact the NHVA from a budgetary perspective. Ms. Daly advised that she does not currently have any information on that. Dr. Edwards stated that national data projects it will be less expensive than then current dosing arrangement as it reduces the number of doses.

Mr. Miller asked Ms. Daly about the timing of the commercial insurers' responsibility for the cost of the COVID vaccine and the potential for booster shots. Ms. Daly advised that there is speculation about booster shots, but her office has not received any information on this. The length of immunity is being monitored and the government will probably provide recommendations depending on different strains of the virus as well.

Ms. Tenney congratulated Ms. Daly for the success the Department has had with rolling out the vaccine program. Dr. Valmassoi and Dr. Edwards also expressed their appreciation of the hard work. All agreed that the work was well done. Ms. Daly further highlighted the entities that partnered to make it a successful rollout including: healthcare providers, hospitals, regional public health networks, and the National Guard.

Dr. Edwards asked if Ms. Daly knew the percent of the New Hampshire population that had been vaccinated. Ms. Daly stated that approximately 60% of the entire population, including those that are not eligible yet to receive the

vaccination, have been vaccinated. It varies by age group with approximately 30% of the younger demographic and well over 90% for those over age 70.

## 7. New Matters

No new matters were identified.

## 8. Public Comment

Ms. Condon identified several questions during the public comment period:

- Why aren't the replacement credits and unspent DHHS funds reported in the NHVA financial report and where are they reported to the public other than this meeting?
- Is there an audit of state vaccine purchases and where beyond the spreadsheets provided is that information accessible?
- How did the NH DHHS spend more this year in vaccine purchases in a year when utilization was reportedly down?
- How can there be losses on investments and incurred investment advisory fees and isn't it time to consider an investment advisory review?
- Would allowing providers the ability to purchase their own vaccine inventory provide manufacturer discounts as a way to contain costs and making this a more efficient process?

## 9. Adjournment

Ms. Tenney asked if there were Board Members that wished to enter into Executive Session to discuss legal or personnel matters. Hearing none, Ms. Tenney asked for a motion to adjourn.

**VOTE RECORDED:** *On a motion by Ms. Radick, seconded by Ms. Parker, by roll call it was*  
**VOTED:** *To adjourn the Board of Directors meeting at 10:16 a.m.*

	<u>Yes</u>	<u>No</u>
Elizabeth Daly	X	
Patricia Edwards, MD	X	
Jason Margus	X	
Wendy Parker	X	
Lorraine Radick, RPh	X	
David Sky	X	
Susan Tenney	X	
Janice Valmassoi, MD	X	
Harold Young	X	

Board of Directors Meeting minutes respectfully submitted by  
Harold Young, Board Secretary  
June 21, 2021

# # #

# CY2022 Rate Setting

NHVA Board Meeting  
September 22, 2021

**Materials Updated September 14, 2021**

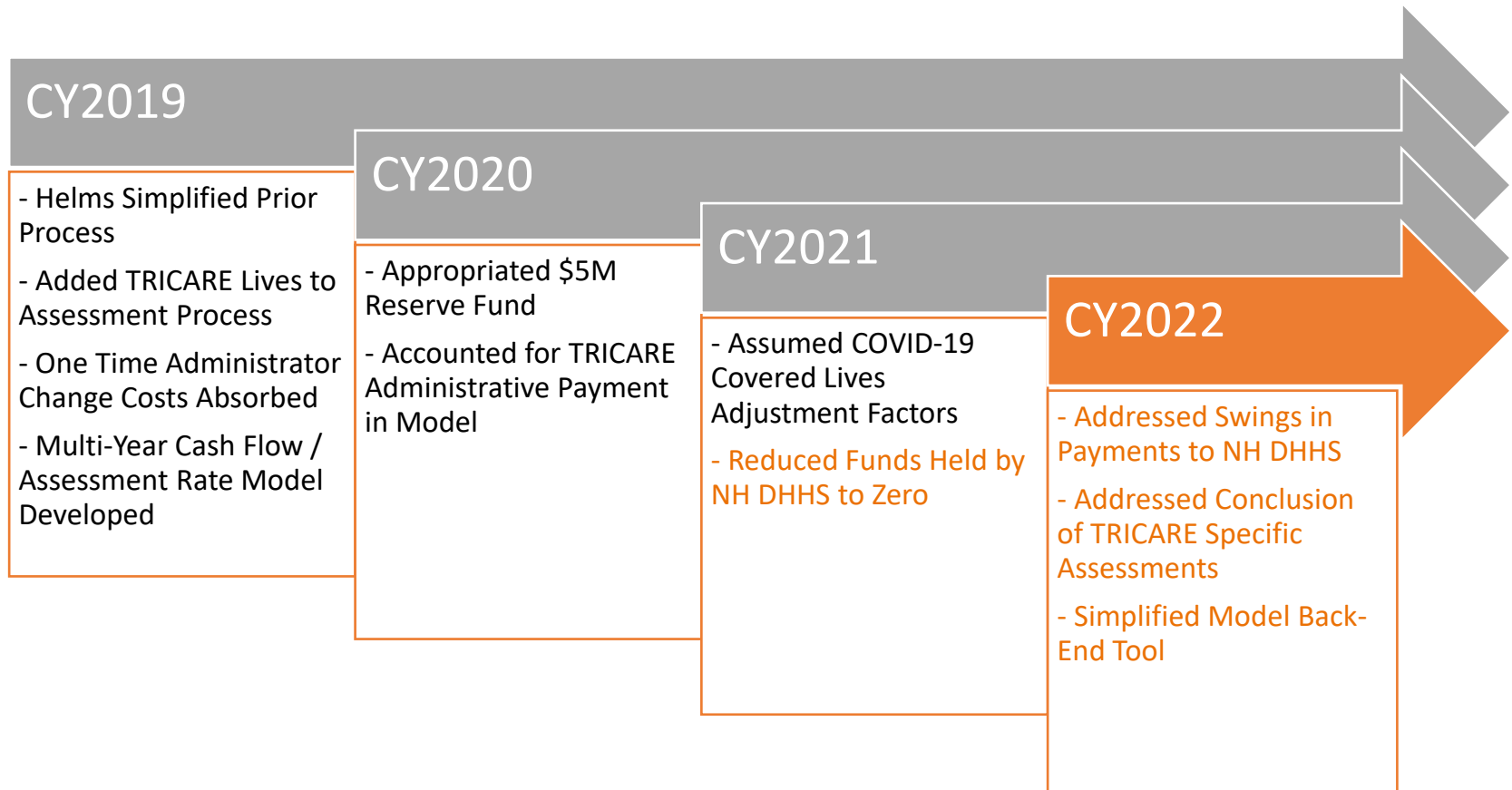
# Contents

1. Process
2. Historical Trends
3. NH DHHS Data and NHVA Administrative Budget for Assessment Process
4. Rate Assumptions and Assessment Rates

# 1. Process



# Assessment Process Development History



# CY2022 Assessment Rate Setting Process Timeline

- ☑ Mason+Rich PA retained
- ☑ Data collection for Actual FY2021 and YTD CY2021
- ☑ Modeling prep work begins

- ☑ Review and approval by Audit Committee (9/9)
- ☐ Review and approval by Board of Directors (9/22)



- ☑ Modeling based upon trends and initial NH DHHS data
- ☑ Work session with the Audit Committee (8/25)
- ☑ Modeling final assumptions (8/25-9/2)

- ☐ TRICARE establishes actual rate (10/TBD)
- ☐ Actual CDC credit received (10/1)
- ☐ Carrier notification of CY2022 rates (10/8)

☑ = completed milestone  
☐ = future milestone

# Review of FY2021 Notable Fiscal Events

## 1. Notable revenues in FY2021:

- TRICARE specific assessment receipt– \$470,102
- Assessment interest recoupment – \$566
- ICS and bank interest income – \$55,827
- Investment interest income – \$60,183
- Dividend income – \$39
- Realized gain – \$800

## 2. Notable expenses in FY2021:

- Investment advisory fees – \$20,280
- Unrecognized loss – \$21,277

## 3. COVID Impact to Covered Lives Less Than Expected

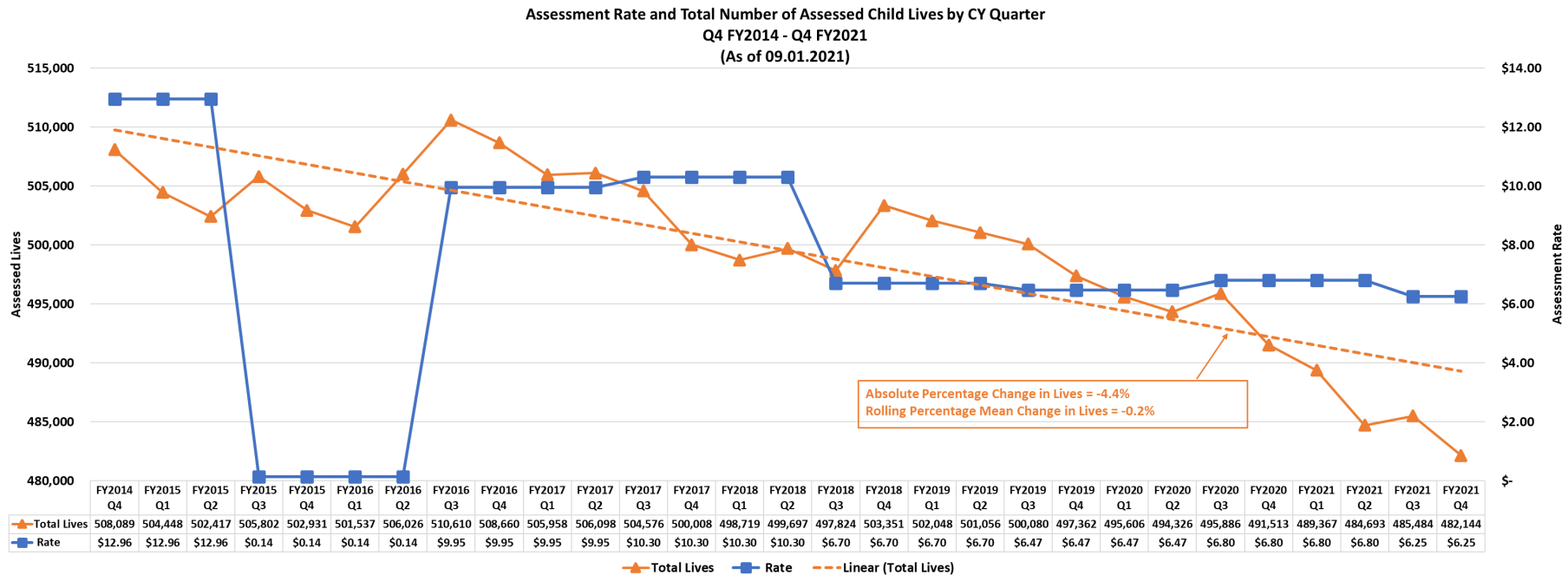
- 459,000 projected vs. FY2021Q3 = 485,484 & FY2021Q4 = 482,144



## 2. Historical Trends



# Shrinking Assessed Lives and Variability in Assessed Rate

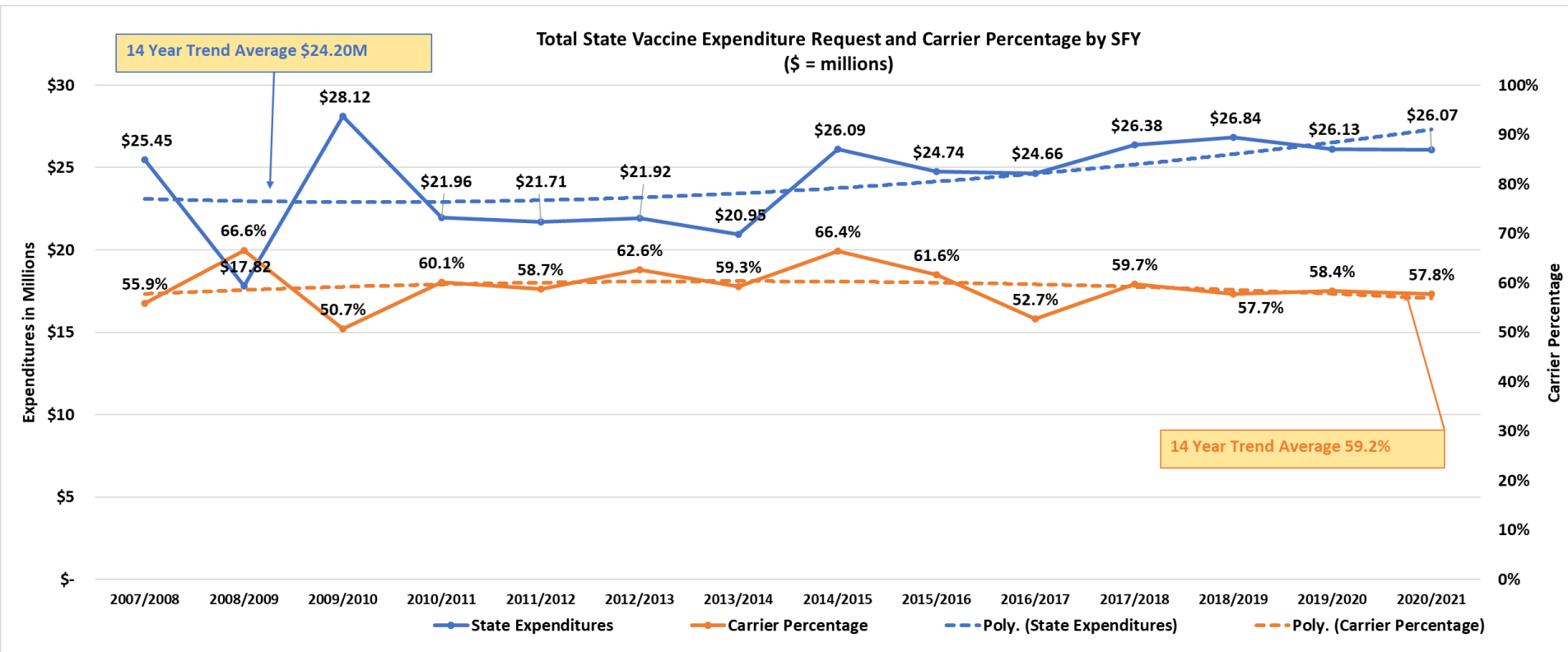


Source: NHVA KidsVax® reconciliation spreadsheet, 09-06-2018; NHVA Data August 2021

Note: Total Assessed Lives reflects CY2019 Tufts recovery activity and EBPA refund activity



# Increasing State Vaccine Expenditures and Stability in Payer Proportion



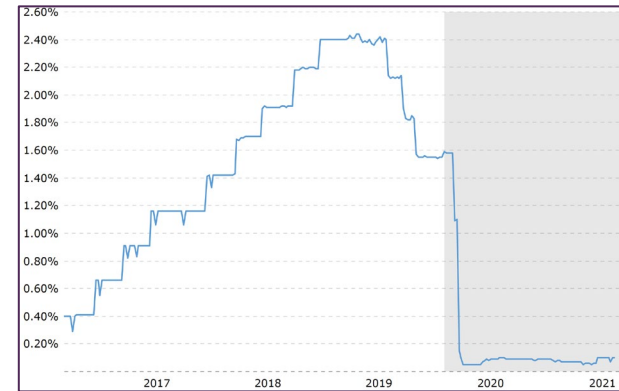


# Bank of New Hampshire Analysis

(as of August 18, 2021)

- ICS rate changes

- July 2018 – 1bps
- Nov 2018 – 200bps ← Helms negotiated new rate
- Jan 2020 – 180bps
- Mar 2020 – 50bps ← Pandemic began;  
Federal rate plunged
- Oct 2020 – 40bps
- Jan 2021 – 30bps

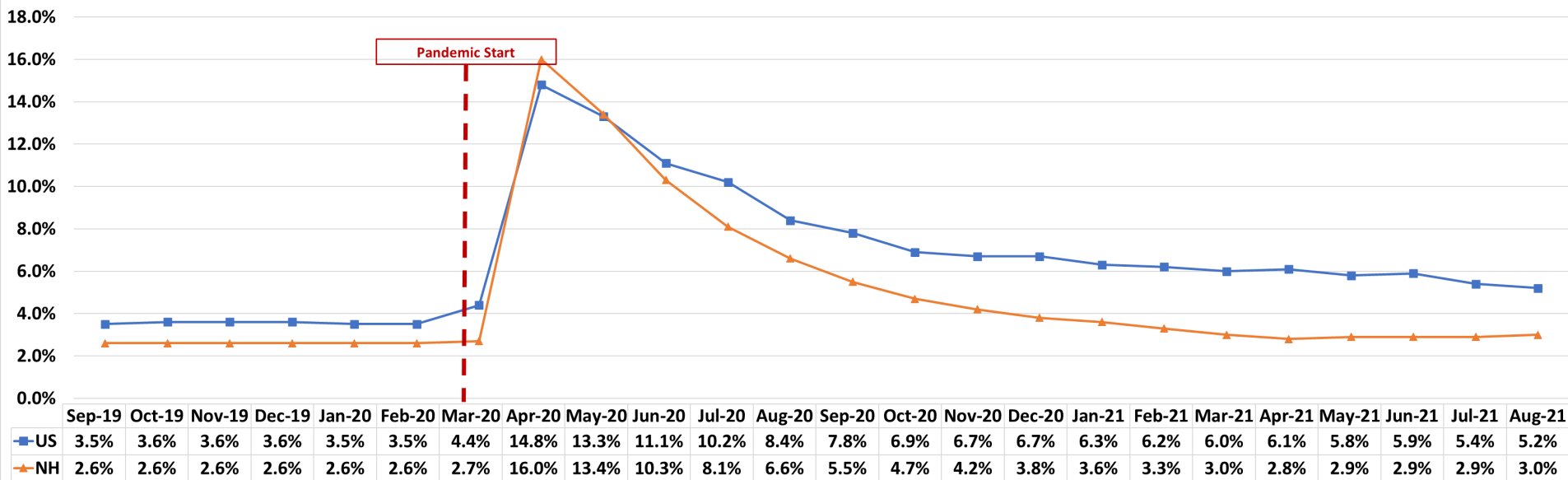


- Laddered CD portfolio performance

- Since March 2020 - \$8.6M invested average yield 1.41%
  - \$4.217M matured with average yield 1.47%
  - \$4.338M still invested with average yield 1.32%
    - \$2.597M matures or is callable by Aug 2022 with average yield of 1.39%

# US and NH Unemployment Trends

U.S. and New Hampshire Unemployment Rates, Seasonally Adjusted  
September 2019 - August 2021  
(as of 09.14.2021)

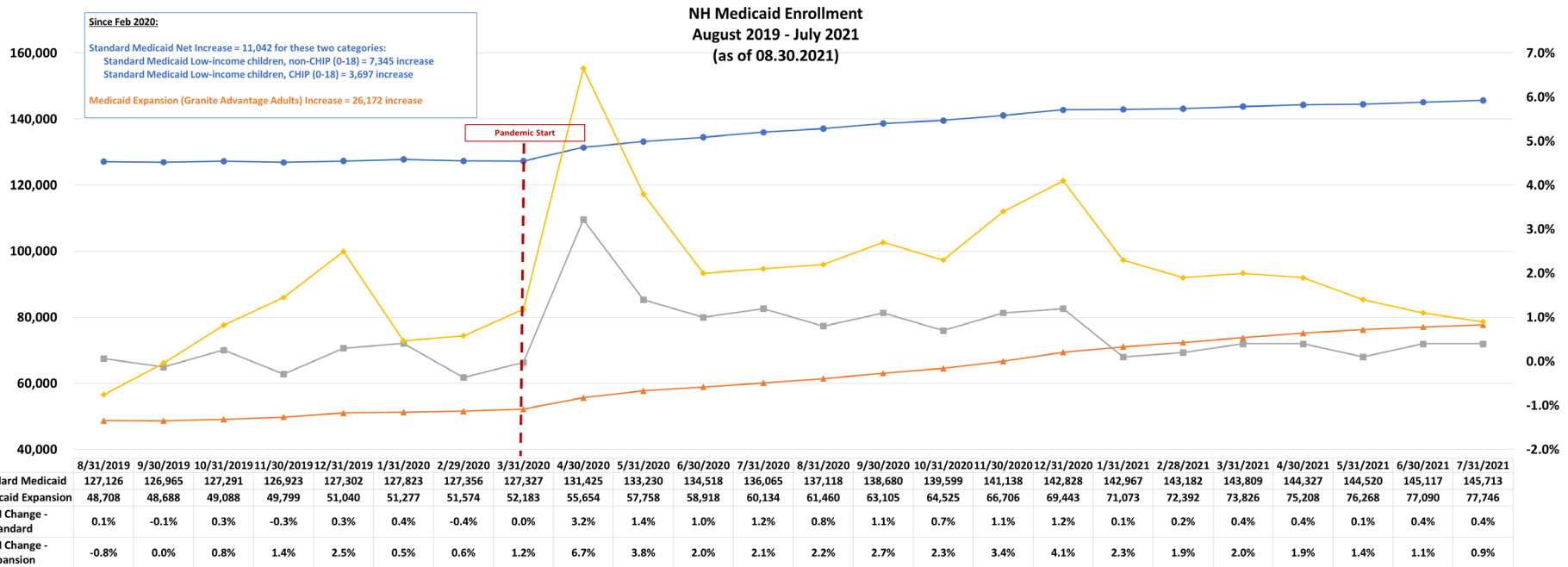


<https://www.nhes.nh.gov/elmi/statistics/laus-data.htm>



Medicaid Child  
Enrollment is Leveling  
Off but Higher than  
Pre-Pandemic

# NH Medicaid Enrollment



Source: NH DHHS

### 3. NH DHHS Data and NHVA Administrative Budget for Assessment Process



NH DHHS Tab C  
Received 08-18-2021

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Association



			SFY21	SFY20	SFY19	SFY18	SFY17	SFY16	SFY15	SFY14	SFY13	SFY12	SFY11	SFY10	SFY09	SFY08
		Source	2020/2021	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	\$26,067,468	\$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	\$10,907,515	\$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	not provided	not provided	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)	\$ 105,300	\$ 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	\$11,012,815	\$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	\$ 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	\$ 7,039,214	\$12,293,560	\$ 7,759,278	\$ 4,919,231
revenue from NHVA*	6	State Approp	\$11,830,529	\$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	\$15,054,653	\$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	\$ 3,734,347	\$ 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	\$ (3,734,347)	\$ (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	\$2,823,837	\$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   elizabeth.daly@dhhs.nh.gov on August 16, 2021; revised August 18, 2021.														
Note: NHVA as % of total budget			57.75%	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
<b>Total</b>		<b>\$807,243.00</b>	<b>\$484,345.80</b>

# FY2022 Administrative Budget – Adopted by Board June 16, 2021

	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 22	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22	FY2022 Budget Total
<b>EXPENSE</b>													
Administrative Fees	\$ 8,750	\$ 8,750	\$ 8,750	\$ 9,083	\$ 9,083	\$ 9,083	\$ 9,083	\$ 9,083	\$ 9,083	\$ 9,083	\$ 9,083	\$ 9,083	\$ 107,997
Subcontractors													
Subtotal	\$ 8,750	\$ 8,750	\$ 8,750	\$ 9,083	\$ 9,083	\$ 9,083	\$ 9,083	\$ 9,083	\$ 9,083	\$ 9,083	\$ 9,083	\$ 9,083	\$ 107,997
Bank Fees													\$ -
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)							\$ 4,250						\$ 4,250
Licenses and Fees				\$ 75									\$ 75
Postage and Shipping	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 10	\$ 120
Professional Fees - Audit	\$ 3,500		\$ 2,350								\$ 3,500		\$ 9,350
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	\$ 5,628	\$ 2,128	\$ 5,218	\$ 2,323	\$ 2,248	\$ 2,128	\$ 6,498	\$ 2,128	\$ 2,248	\$ 2,223	\$ 5,628	\$ 2,248	\$ 40,650
<b>TOTAL EXPENSE</b>	<b>\$ 14,378</b>	<b>\$ 10,878</b>	<b>\$ 13,968</b>	<b>\$ 11,406</b>	<b>\$ 11,331</b>	<b>\$ 11,211</b>	<b>\$ 15,581</b>	<b>\$ 11,211</b>	<b>\$ 11,331</b>	<b>\$ 11,306</b>	<b>\$ 14,711</b>	<b>\$ 11,331</b>	<b>\$ 148,647</b>

## 4. Rate Assumptions and Assessment Rates

# This Year's Rate Assessment Goals

- Address Historical Swings in Payments to NH DHHS
- Incorporate Concept of Zero Funds Held at NH DHHS
- Address Conclusion of TRICARE Specific Assessments
- Simplify Model Back-End Tool



# CY2022 Model Rate Assumptions

(as of September 1, 2021)

1. Board commitment to keeping rates stable in future years
2. No NHVA funds will be held by NH DHHS to recover in June CY2022
3. The TRICARE cap rate\* of \$14.82 will continue in CY2022; assessment receivable will be paid down in full in ~four quarters; no revenue in FY2023-24
4. Two reserves:
  1. 10% reserve of the total non-Federal program cost for the succeeding year (RSA 126-Q:4 II.(c))
  2. \$5M assessment reserve fund; can be used for rate stabilization as needed
5. No reimbursement of NH DHHS Immunization Section administrative cost request of \$484,346 (Tab C)
6. The percentage paid by the carriers is 60.0% for CY2022 based on NH DHHS/Federal fund source split
7. Interest rate assumptions for cash on hand assume 0.9%
8. Total assessed lives have declined 4.4% between CY2014 Q2 and CY2021 Q4 with quarter-to-quarter declines of 0.2% per quarter; model assumes smaller drop in FY2022
9. FY2022 CDC credit estimated at \$2.5M\*
10. Annual 4% administrative budget increase
11. No late payment interest assessments



## SFY2022 -24 Rate Model (as of September 9, 2021)

Draft for Discussion 09.09.2021	Actual SFY17 2016/2017	Actual SFY18 2017/2018	Actual SFY19 2018/2019	Actual SFY20 2019/2020	Actual SFY21 2020/2021	Forecast SFY22 2021/2022	Forecast SFY23 2022/2023	Forecast SFY24 2023/2024
<b>ASSUMPTIONS</b>								
1 Average Annual Covered Lives per Quarter	506,323	499,062	501,634	495,795	487,764	485,000	480,000	475,000
2 Assessment Rate	9.95- <b>10.30</b>	10.30- <b>6.70</b>	6.70- <b>6.47</b>	6.47- <b>6.80</b>	6.80- <b>6.25</b>	6.25- <b>6.85</b>	6.80- <b>7.75</b>	7.80- <b>7.95</b>
3 TRICARE Rate				12.47-13.95	13.95-14.82	14.82	0.00	0.00
<b>RESERVES</b>								
4 10% Reserve (RSA 126-Q:4 II.(c))	\$ 1,965,313	\$ 1,881,915	\$ 1,549,196	\$ 1,524,930	\$ 1,505,465	\$ 1,662,525	\$ 1,670,838	\$ 1,679,192
5 Assessment Reserve			\$ 250,000	\$ 250,000	\$ 250,000	\$ 5,000,000	\$ 5,000,000	\$ 5,000,000
6 Operational Reserve						\$ 250,000	\$ 250,000	\$ 250,000
7 Remainder Reserves	\$ 2,374,357	\$ 2,071,713	\$ 10,682,570	\$ 12,553,810	\$ 14,159,657	\$ 5,198,515	\$ 1,981,706	\$ (116,051)
<b>TOTAL EXPENSES</b>	\$ 24,657,418	\$ 26,377,918	\$ 26,837,646	\$ 26,126,101	\$ 26,067,468	\$ 27,708,757	\$ 27,847,301	\$ 27,986,537
8 <b>Total Government Expended</b>	\$ 11,345,682	\$ 10,622,944	\$ 11,345,682	\$ 10,876,797	\$ 11,012,815	\$ 11,083,503	\$ 11,138,920	\$ 11,194,615
9 %	46.01%	40.27%	42.28%	41.63%	42.25%	40.00%	40.00%	40.00%
10 <b>Total NHVA Expended</b>	\$ 13,311,737	\$ 15,754,974	\$ 15,491,964	\$ 15,249,304	\$ 15,054,653	\$ 16,625,254	\$ 16,708,381	\$ 16,791,922
11 %	53.99%	59.73%	57.72%	58.37%	57.75%	60.00%	60.00%	60.00%
<b>NHVA OUTFLOWS</b>								
12 Total Distributed by NHVA (June Payment)	\$ 19,653,132	\$ 18,819,145	\$ 9,234,656	\$ 11,751,393	\$ 11,830,529	\$ 16,625,254	\$ 16,708,381	\$ 16,791,922
13 Administrative Expenses	\$ 175,359	\$ 178,953	\$ 388,786	\$ 127,226	\$ 125,713	\$ 148,643	\$ 152,916	\$ 157,403
14 <b>Total Outflows</b>	\$ 19,828,491	\$ 18,998,098	\$ 9,623,442	\$ 11,878,619	\$ 11,956,242	\$ 16,773,897	\$ 16,861,297	\$ 16,949,325
<b>NHVA INFLOWS</b>								
15 Assessments	\$ 20,165,670	\$ 18,588,579	\$ 17,796,407	\$ 13,390,088	\$ 13,470,273	\$ 12,866,780	\$ 13,584,000	\$ 14,820,000
16 Investment Income	\$ 22,275	\$ 18,168	\$ 357,265	\$ 336,301	\$ 75,858	\$ 103,036	\$ 68,800	\$ 39,923
17 <b>Total Inflows</b>	\$ 20,187,945	\$ 18,606,747	\$ 18,153,672	\$ 13,726,389	\$ 13,546,131	\$ 12,969,816	\$ 13,652,800	\$ 14,859,923
<b>NHVA BEGINNING CASH BALANCE</b>	\$ 3,978,124	\$ 4,339,670	\$ 3,953,627	\$ 12,481,766	\$ 7,514,560	\$ 11,448,477	\$ 7,644,396	\$ 4,435,899
19 Outflows	\$ 19,828,491	\$ 18,998,098	\$ 9,623,442	\$ 11,878,619	\$ 11,956,242	\$ 16,773,897	\$ 16,861,297	\$ 16,949,325
20 Inflows	\$ 20,187,945	\$ 18,606,747	\$ 18,153,672	\$ 13,726,389	\$ 13,546,131	\$ 12,969,816	\$ 13,652,800	\$ 14,859,923
21 Accrual to Cash Items	\$ 2,092	\$ 5,308	\$ (2,091)	\$ (796)	\$ (3,507)			
22 Transfer (to)/from Investments				\$ (6,814,180)	\$ 2,347,535			
23 To Supplement Assessments					\$ 0			
24 <b>Ending Cash Balance</b>	\$ 4,339,670	\$ 3,953,627	\$ 12,481,766	\$ 7,514,560	\$ 11,448,477	\$ 7,644,396	\$ 4,435,899	\$ 2,346,496
25 <b>Ending Investment Balance</b>				\$ 6,814,180	\$ 4,466,645	\$ 4,466,645	\$ 4,466,645	\$ 4,466,645
<b>BALANCE HELD AT STATE</b>								
26 Beginning	\$ 9,915,172	\$ 9,915,172	\$ 12,979,343	\$ 6,722,035	\$ 3,224,124	\$ -	\$ -	\$ -
27 Additions/Subtractions	\$ 6,341,395	\$ 3,064,171	\$ (6,257,308)	\$ (3,497,911)	\$ (3,224,124)	\$ -	\$ -	\$ -
	\$ 16,256,567	\$ 12,979,343	\$ 6,722,035	\$ 3,224,124	\$ (0)	\$ -	\$ -	\$ -

# Contact

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NHVA  
Statement of Cash Flow  
YTD FY2022 Q1  
Month Ended August 31, 2021

	FY22 - Q1 Actual	FY22 - Q2 Actual	FY22 - Q3 Actual	FY22 - Q4 Actual	FY 2022 YTD Actual	FY 2022 YTD Budget	Difference YTD Act to Budget	FY 2022 Annual Budget
	Interim							
<b>Receipts (Source)</b>								
Assessment Income	3,011,738	-	-	-	3,011,738	2,959,475	52,263	12,398,150
Assessment Income - TRICARE (Settlement)	133,512	-	-	-	133,512	117,158	16,355	468,630
* Accounts Receivable	5,486	-	-	-	5,486	-	5,486	-
Interest Income - Assessments	1,263	-	-	-	1,263	4	1,258	500
Interest Income - Bank & Sweep (ICS)	6,348	-	-	-	6,348	9,780	(3,431)	58,679
Interest Income - Investments	6,316	-	-	-	6,316	15,858	(9,542)	95,146
Dividend Income	3	-	-	-	3	16	(12)	93
Investment Advisory fees	(2,997)	-	-	-	(2,997)	4,563	(7,560)	27,376
Unrecognized Gain or Loss	(8,063)	-	-	-	(8,063)	2,153	(10,217)	12,920
Realized Gain or Loss	45	-	-	-	45	134	(89)	801
** Investment - Short term and CDs	19,697	-	-	-	19,697	-	19,697	-
	3,173,347	-	-	-	3,173,347	3,109,139	64,208	13,062,295
<b>Disbursements (Use)</b>								
*** Expenses	24,323	-	-	-	24,323	28,315	(3,992)	148,647
* Prepaids & Accrual Changes	1,420	-	-	-	1,420	-	1,420	-
Vaccine Expenses	-	-	-	-	-	-	-	16,625,254
	25,743	-	-	-	25,743	28,315	(2,572)	16,773,901
<b>Increase (Decrease)</b>	3,147,603	-	-	-	3,147,603	3,080,824	66,780	(3,711,606)
<b>Cash Balance - Beginning</b>	11,448,477				11,448,477	11,448,477	-	11,448,477
<b>Cash Balance - Ending</b>	14,596,081				14,596,081	14,529,301	66,780	7,736,872

**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)

\*\*\* Budgeted expense includes annual State of NH payment due June 2022

**NHVA**  
**Statement of Financial Position**  
YTD FY2022 Q1  
Month Ended August 31, 2021

	Jun 30, 21	Aug 31, 21	Dec 31,21	Mar 31, 22	Jun 30, 22
	FYE 21	FY22 - Q1	FY22 - Q2	FY22 - Q3	FY22 - Q4
	Audited	Interim			
<b>ASSETS</b>					
Current Assets					
Checking/Savings					
Bank of NH #851031104	\$ 46,500	\$ 43,932	\$ -	\$ -	\$ -
Bank of NH - ICS	\$ 11,401,977	\$ 14,552,149	\$ -	\$ -	\$ -
Total Checking/Savings	\$ 11,448,477	\$ 14,596,081	\$ -	\$ -	\$ -
Accounts Receivable					
Accounts Receivable (A/R)	\$ 5,486	\$ -	\$ -	\$ -	\$ -
Allowance for Account Receivable	\$ -	\$ -	\$ -	\$ -	\$ -
Total Accounts Receivable	\$ 5,486	\$ -	\$ -	\$ -	\$ -
Other Current Assets					
Prepaid Expenses	\$ 1,960	\$ 1,400	\$ -	\$ -	\$ -
Short Term Investments	\$ 4,466,645	\$ 4,446,947	\$ -	\$ -	\$ -
Unrecognized Gain or Loss - ST	\$ -	\$ -	\$ -	\$ -	\$ -
Total Other Current Assets	\$ 4,468,605	\$ 4,448,347	\$ -	\$ -	\$ -
Total Current Assets	\$ 15,922,568	\$ 19,044,428	\$ -	\$ -	\$ -
<b>TOTAL ASSETS</b>	<b>\$ 15,922,568</b>	<b>\$ 19,044,428</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>LIABILITIES &amp; EQUITY</b>					
Liabilities					
Current Liabilities					
* Accrued Expenses & Deferred Revenue	\$ 1,980	\$ -	\$ -	\$ -	\$ -
Other Current Liabilities					
Liquidity Reserve	\$ 250,000	\$ 250,000	\$ -	\$ -	\$ -
Total Current Liabilities	\$ 251,980	\$ 250,000	\$ -	\$ -	\$ -
Total Liabilities	\$ 251,980	\$ 250,000	\$ -	\$ -	\$ -
Equity					
Retained Earnings	\$ 12,234,671	\$ 13,824,559	\$ -	\$ -	\$ -
Fund Balance to be Distributed	\$ 1,846,029	\$ 1,846,029	\$ -	\$ -	\$ -
Net Income	\$ 1,589,888	\$ 3,123,840	\$ -	\$ -	\$ -
Total Equity	\$ 15,670,588	\$ 18,794,428	\$ -	\$ -	\$ -
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$ 15,922,568</b>	<b>\$ 19,044,428</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>

Notes: \* AP State of New Hampshire Payable (June 20XX)

Estimate \$ 16,625,254

**NHVA**  
**Statement of Changes in Net Assets**  
 YTD FY2022 Q1  
 Month Ended August 31, 2021

	FY22 - Q1 Actual	FY22 - Q2 Actual	FY22 - Q3 Actual	FY22 - Q4 Actual	FY 2022 YTD Actual	FY 2022 YTD Budget	Difference YTD Act to Bud	FY 2022 Annual Budget
	08/31/21				08/31/21	08/31/21	08/31/21	
<b>Ordinary Income/Expense</b>								
<b>Income</b>								
Assessment Income	\$ 3,011,738	\$ -	\$ -	\$ -	\$ 3,011,738	\$ 2,959,475	\$ 52,263	\$ 12,398,150
Assessment Income - TRICARE (Settlement)	\$ 133,512	\$ -	\$ -	\$ -	\$ 133,512	\$ 117,158	\$ 16,355	\$ 468,630
Interest Income - Assessments	\$ 1,263	\$ -	\$ -	\$ -	\$ 1,263	\$ 4	\$ 1,258	\$ 500
Interest Income - Bank & Sweep (ICS)	\$ 6,348	\$ -	\$ -	\$ -	\$ 6,348	\$ 9,780	\$ (3,431)	\$ 58,679
Interest Income - Investments	\$ 6,316	\$ -	\$ -	\$ -	\$ 6,316	\$ 15,858	\$ (9,542)	\$ 95,146
Dividend Income	\$ 3	\$ -	\$ -	\$ -	\$ 3	\$ 16	\$ (12)	\$ 93
Investment Advisory fees	\$ (2,997)	\$ -	\$ -	\$ -	\$ (2,997)	\$ 4,563	\$ (7,560)	\$ 27,376
Unrecognized Gain or Loss	\$ (8,063)	\$ -	\$ -	\$ -	\$ (8,063)	\$ 2,153	\$ (10,217)	\$ 12,920
Realized Gain or Loss	\$ 45	\$ -	\$ -	\$ -	\$ 45	\$ 134	\$ (89)	\$ 801
<b>Total Income</b>	<b>\$ 3,148,164</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 3,148,164</b>	<b>\$ 3,109,139</b>	<b>\$ 39,025</b>	<b>\$ 13,062,295</b>
<b>Expenses</b>								
Vaccine - Annual State Payment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,625,254
Management Fees	\$ 17,500	\$ -	\$ -	\$ -	\$ 17,500	\$ 17,500	\$ -	\$ 107,997
Professional Fees - Legal	\$ 391	\$ -	\$ -	\$ -	\$ 391	\$ 4,167	\$ (3,776)	\$ 25,000
Professional Fees - Audit	\$ 5,850	\$ -	\$ -	\$ -	\$ 5,850	\$ 5,850	\$ -	\$ 9,350
Insurance	\$ 560	\$ -	\$ -	\$ -	\$ 560	\$ 708	\$ (148)	\$ 4,250
Postage & Printing (Office)	\$ 22	\$ -	\$ -	\$ -	\$ 22	\$ 90	\$ (68)	\$ 540
Website & SubContractors	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 525
Board Meetings Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 910
Dues & Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Advertising	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Licenses and Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75
<b>Total Expenses</b>	<b>\$ 24,323</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 24,323</b>	<b>\$ 28,315</b>	<b>\$ (3,992)</b>	<b>\$ 16,773,901</b>
<b>Net Ordinary Income</b>	<b>\$ 3,123,840</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 3,123,840</b>	<b>\$ 3,080,824</b>	<b>\$ 43,016</b>	<b>\$ (3,711,606)</b>
<b>Net Income</b>	<b>\$ 3,123,840</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 3,123,840</b>	<b>\$ 3,080,824</b>	<b>\$ 43,016</b>	<b>\$ (3,711,606)</b>

## Collection Data:

Quarter being collected	SFY21 - Q4	SFY22 - Q1	SFY22 - Q2	SFY22 - Q3
Payment Due Date	08/15/21	11/15/21	02/15/22	05/15/22
Projected Average Monthly Lives	153,000	161,667	161,667	160,000
Actual Average Monthly Lives	160,715	-	-	-
Avg Lives Variance +(-)	7,715	(161,667)	(161,667)	(160,000)
Approved Assessment Rate	\$ 6.25	\$ -	\$ -	\$ -
Actual Average Monthly Lives - TRICARE	15,579	-	-	-
Tricare Assessment Rate - CATCHUP	\$ 8.57	\$ -	\$ -	\$ -
Tricare Assessment Rate - FULL	\$ 14.82	\$ -	\$ -	\$ -

**2022**

**Board of Directors & Audit Committee Meeting Schedule**

*Updated 09/15/21*

*For Discussion During September 22, 2021 Board Meeting*

Date and Time	Meeting	Location
Thursday, January 20, 2022 9:00-11:00 am	Board	Department of Insurance 21 Fruit St, Concord - Walker Rm 274
Wednesday, March 23, 2022 9:00-11:00 am	Board	Department of Insurance 21 Fruit St, Concord - Walker Rm 274
Wednesday, May 11, 2022 9:00-11:00 am	Audit Committee	Department of Insurance 21 Fruit St, Concord - Walker Rm 274
Wednesday, June 15, 2022 9:00-11:00 am	Board & Annual Meeting	Department of Insurance 21 Fruit St, Concord - Walker Rm 274
Wednesday, August 24, 2022 9:00-11:00 am	Audit Committee	Department of Insurance 21 Fruit St, Concord - Walker Rm 274
Thursday, September 7, 2022 9:00-11:00 am	Audit Committee	Department of Insurance 21 Fruit St, Concord - Walker Rm 274
Wednesday, September 21, 2022 9:00-11:00 am	Board	Department of Insurance 21 Fruit St, Concord - Walker Rm 274
Wednesday, October 19, 2022 9:00-11:00 am	Board (tentative, place holder)	Department of Insurance 21 Fruit St, Concord - Walker Rm 274
Wednesday, November 16, 2022 9:00-11:00 am	Board	Department of Insurance 21 Fruit St, Concord - Walker Rm 274