

AGENDA

AUDIT COMMITTEE MEETING

September 6, 2022

9:00 am – 10:00 am

ZOOM Meeting

To participate by Zoom, registration is required:

<https://nhvaccine.org/event/nhva-audit-committee-meeting-september-6-2023/>

Committee Members: Jason Margus, Chair, Susan Tenney, Vice Chair, Anne Marie Mercuri

Administrator Staff: Patrick Miller, Keith Nix, Erin Meagher

Guests: Leslie Walker, Mason+Rich PA

9:00am	1. Call to Order (J. Margus) <ul style="list-style-type: none"> a. Recording Announcement b. Roll Call c. Audit Committee Chair Statement re: Public Commentary During Meetings*
9:00am-9:10am	2. Review and Accept the August 23, 2023 Meeting Minutes – Vote (J. Margus)*
9:10am-9:55am	3. CY2024 Assessment Rate Initial Assumptions Work Session (P. Miller)* <ul style="list-style-type: none"> a. Review Model and Discuss Assumptions <p>Guest: Leslie Walker, Mason+Rich, PA</p>
9:55am-11:00am	4. Public Comment Period (if time permits)
11:00am	5. Call to Adjourn (J. Margus)

* indicates an attachment

NEW HAMPSHIRE VACCINE ASSOCIATION

Audit Committee 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 Committee now if you will be recording this meeting.

If the Committee 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 Audit Committee, 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 Committee 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.

MINUTES
Audit Committee Meeting
August 23, 2023
9:00 a.m.

Via Zoom Webinar
Presiding Officer: Jason Margus, Chair, Audit Committee

A meeting of the Audit Committee of the Board of Directors of the New Hampshire Vaccine Association (NHVA) with a quorum present was held via Zoom Webinar.

Mr. Margus, Chair, called the meeting to order at 9:00 a.m.

1. Welcome and Introductions

Attendance – The following individuals attended the meeting:

Committee Members:

Jason Margus, Anthem, Chair
Susan Tenney, HPHC, Vice Chair
Anne Marie Mercuri, NH DHHS

Members of the Public:

Inneke Carmola, Sanofi
Elizabeth Manley, Sanofi
Laura Condon, Bedford, NH

Administrative Staff & Invited Guests:

Patrick Miller, Helms & Company
Erin Meagher, Helms & Company
Keith Nix, Helms & Company
Karen Carew, Carew & Wells, PLLC
Leslie Walker, Mason+Rich, PA

Mr. Margus stated that the meeting was being recorded for the sole purpose of preparing the minutes, and that the recording would be deleted once the minutes were approved. Mr. Margus asked if any member of the public was recording the meeting to please raise their hand in Zoom. Ms. Condon indicated she was recording the meeting. Mr. Margus opened the meeting by reciting NHVA's statement regarding public commentary during meetings.

Mr. Margus took roll call for attendance purposes.

<u>Committee Member</u>	<u>Present</u>	<u>Excused</u>
Jason Margus	X	
Anne Marie Mercuri	X	
Susan Tenney	X	

2. Review and Acceptance of April 19, 2023, Meeting Minutes

Mr. Margus asked the Committee if any members had any questions or comments about the April 19, 2023, meeting minutes. Hearing no questions, he asked for a motion.

VOTE RECORDED: *On a motion by Ms. Tenney, seconded by Ms. Mercuri, by roll call vote, it was unanimously*

VOTED: *To accept the April 19, 2023, Audit Committee meeting minutes as presented.*

<u>Committee Member</u>	<u>Yes</u>	<u>No</u>
Jason Margus	X	
Anne Marie Mercuri	X	
Susan Tenney	X	

3. Review and Vote to Recommend to the Board Acceptance of the FY2023 Audited Financials

Mr. Margus welcomed Ms. Carew from Carew & Wells, PLLC, NHVA's auditor, to review the audited financials. Ms. Carew explained that the governance letter is a required communication between the auditor and the Board of Directors. It is a chance to provide information directly to the Board about the accounting practices and experience of the audit. Ms. Carew stated as part of the audit process, they look at estimates made, primarily the estimate of the vaccine expense. The assumptions for the estimated expenses based on the amount projected by the state were found to be reasonable. There are no accounts receivable due at this time.

Ms. Carew reported they had no difficulties in performing the audit, stating it is a pleasure to work with this organization and that the care and diligence everybody takes is very much appreciated and noticed.

There were no misstatements identified during the audit. There will be one journal entry which is immaterial related to the \$2,200 of legal expense that technically could be accrued in FY2023 but will be paid in FY2024 similar to prior years. This is a normal timing difference that happens every year.

Ms. Carew indicated that they had no disagreements with management. Per usual practice, a representation letter has been requested from both Mr. Miller and from Mr. Margus. The letter states that everything that should have been disclosed has been to ensure that the financial statements are fairly stated. Carew & Wells, PLLC is not aware of any consultations with other accounting or auditing firms.

To the audit also reviewed accounting policies, procedures, and internal controls specifically regarding the custody of assets and segregation of duties. There are significant mitigating controls in place regarding payment deposits and the recording of deposits. There were no changes from last year, and Carew and Wells, PLLC will not issue a formal recommendation letter to management.

Ms. Carew referenced the opinion letter. She stated it is a "clean opinion", meaning the auditors are unaware of anything that should be changed in the financial statements for them to be fairly presented in accordance with generally accepted accounting principles. On the *State of Financial Position* she highlighted the decrease in cash of ~\$3M. This decrease was planned, using reserve dollars to help keep the assessment rate stable. Via the assessment rate, the organization should be able to maintain a reserve between \$2-\$5M depending on the quarter or the year.

Ms. Carew indicated that there are no changes to notes or note disclosures and that there were no subsequent events that needed to be disclosed. She then offered to answer any questions or provide further details.

Hearing no questions, Mr. Margus asked for a motion to move to an Executive Session with Ms. Carew in attendance in line with good governance practice.

VOTE RECORDED: *On a motion by Ms. Tenney, seconded by Ms. Mercuri, by roll call, it was unanimously*
VOTED: *At 9:14 a.m. to move to Executive Session with Ms. Carew for further discussion*
on the FY2023 audit.

<u>Committee Member</u>	<u>Yes</u>	<u>No</u>
Jason Margus	X	
Anne Marie Mercuri	X	
Susan Tenney	X	

The Executive Session ended at 9:25 a.m.

VOTE RECORDED: *On a motion by Ms. Tenney, seconded by Ms. Mercuri, by roll call, it was unanimously*
VOTED: *To recommend to the full Board of Directors at the September 20, 2023 Board Meeting to accept the FY2023 Financial Audit as presented.*

<u>Committee Member</u>	<u>Yes</u>	<u>No</u>
Jason Margus	X	
Anne Marie Mercuri	X	
Susan Tenney	X	

4. CY2024 Assessment Rate Initial Assumptions Work Session

Mr. Miller introduced Ms. Walker from Mason+Rich, PA who has been working with him on the rate assessment rate model again this year. He thanked Ms. Mercuri for her contributions to the discussions around the model over the past few weeks.

Mr. Miller advised the Committee that he anticipates, due to several outstanding questions, that there will not be a vote on the CY2024 assessment rate at the meeting today and that the tentative Audit Committee meeting scheduled for September 6, 2023, will need to occur.

Mr. Miller provided a brief review of the assessment rate setting process from CY2019 through the present year and provided a timeline of actions associated with the rate setting process. He proceeded to show several trended charts:

- Assessed child lives have continued to decline except for the last two quarters which show an uptick and ideally stabilization post-COVID,
- Vaccine costs have increased between two and seven percent in the past five years,
- The fund source split has been steady in recent years with 60% attributed to NHVA,
- ICS investment rates have steadily increased this year,
- Unemployment rates have decreased below pre-COVID levels, and
- Medicaid enrollment has dropped to close to pre-COVID levels.

Mr. Miller reviewed the inputs to the assessment model provided by the NH Department of Health and Human Services (NH DHHS). *Tab D* provides a historic view of vaccine costs and funding while *Tab C* contains the prior fiscal years' vaccine utilization and cost information along with the current fiscal year's projections. The total vaccine cost, highlighted in yellow, is \$39,965,365.50. This number excludes the influenza vaccine, the COVID vaccines, and the RSV monoclonal antibody nirsevimab which was recently approved by the CDC's ACIP body. While NHVA's portion of the influenza vaccine is ~\$1.4M, addition that is primarily driving the overall, increased request is \$7.8M of COVID vaccines. In total, the NH DHHS request to NHVA from DHHS is \$23.9M which is a significant increase. The non-COVID and RSV portion of the DHHS request has decreased from the prior year. *Tab E* contains the DHHS administrative cost request of \$551,571. As in prior years, this request was not factored into the model due to a prior determination made by NHVA's legal counsel.

In addition to COVID vaccines being added, other factors driving cost include:

- The 2.7% population growth in 2023 for children 0-18 years of age,
- the CDC credits removal from the model as it is not a financial transaction but the cash value of New Hampshire's vaccine inventory at the CDC depot at the close of the Federal fiscal year,
- the price of vaccines continuing to grow by 3-8% annually, and
- the increased use of combo vaccines which are more expensive than the vaccines they are replacing.

Mr. Miller asked Ms. Mercuri if she would like to comment on *Tab E*. Ms. Mercuri advised the group that 60% of the vaccine that NH DHHS's administrative operations processes is for the commercially insured children. DHHS

has tight vaccine distribution and maintenance controls that must be monitored and staffing those positions is expensive. The CDC has continued to provide level funding to NH DHHS, and has recently cut funding for the Immunization Information System (IIS). NH DHHS continues to seek the administrative funding assistance of the Association to preserve the insured investment. Mr. Miller then reviewed the board-approved FY2024 Association administrative budget as the budget is a key component in the rate setting model.

Mr. Miller explained that he is not presenting a final proposal for the CY2024 assessment rate today due to the numerous outstanding questions surrounding the RSV monoclonal antibody nirsevimab (Beyfortus™). On August 3, 2023 the CDC's ACIP body voted to recommend nirsevimab for two age groups and unanimously approved including it in the VFC program, however, it is not a vaccine but a monoclonal antibody. With ACIP's approval, it became part of the VFC program and requires coverage by ACA plans. Monoclonal antibodies are not included in the NHVA's statutory definition, therefore, NHVA cannot assess the payers nor provide funding to the state. Mr. Miller is working with NHVA's legal counsel to determine what changes are needed in the definition of vaccine. There do not appear to be any supply issues from Sanofi (the manufacturer) and providers may be able to order it as of October if the CDC adds it to their September VFC price list. It is expected that possibly half of the doses will be given at birth in the inpatient setting and may be covered under medical benefits for the inpatient stay so state supplied vaccine would not be needed except on the outpatient side. Nirsevimab is expected to cost \$495 on the private market and \$395 on the VFC price list. If it is not supplied via the VFC program, providers may have difficulties paying for the vaccine and they would need to bill the payers separately. The NH DHHS has estimated 2,100 doses at potentially \$395 per dose totaling \$829,000, but it has not formally been asked for by the Department and is not currently included in the model. With so many moving parts and unknowns surrounding this, we are hoping some questions are answered over the next few weeks to be able to have a recommendation for this Committee at the September 6 meeting that would then go to the full board at the September 20, 2023 meeting.

Ms. Mercuri stated that the nirsevimab costs discussed are initial anticipated costs and have not been finalized or included in the NH DHHS request. There is great concern as to the impact on providers if nirsevimab is not provided through the VFC program. Providers would be faced with large upfront costs and would need to implement systems to bill and separately manage their inventory.

Mr. Miller proceeded to review the assumptions in the rate setting model:

1. Board commitment to keep rates stable in future years
2. No NHVA funds will be held by NH DHHS to recover in June CY2024
3. No reimbursement of NH DHHS Immunization Section administrative cost request of \$551,571 (Tabs C & E)
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. The percentage paid by the carriers is 60.0% for CY2024 based on NH DHHS/Federal fund source split
6. Interest rate assumptions for cash on hand assume 450bps for ICS and 125bps (net of fees) for CDs with an assumed rate of 60bps due to potential cash constraints
7. Total assessed lives assumed to level out at 481,000
8. 2.1% FY2024 administrative budget increase
9. \$4.7M (60% share) of COVID vaccines is included
10. Beyfortus™ RSV monoclonal antibody is not included
11. No late payment interest assessments included
12. The NHVA's payers benefit from a 29% discount from the open market by leveraging CDC pricing through DHHS

Encompassing these assumptions, two different models were run with different assumptions of the assessment rate. Example A has a stepped assessment rate beginning with a \$12 rate in, a \$13 rate in CY2025, and a \$14 rate in

CY2026. Example A only provides reserves of \$685K in SFY24 and negative amounts in SFY25 and SFY26. Example B assumes a rate of \$14 across all three years which provides reserves of \$1.6M, \$3.7M, and \$5M over the three SFYs.

Mr. Miller explained that while overall non-COVID vaccine costs were less than the prior year, the addition of \$4.7M of COVID vaccine is driving the majority of the rate increase. NH DHHS projects a 38% uptake rate. Depending upon what the uptake rate is – higher or lower – the costs could fluctuate significantly. Information obtained from some payers indicates 38% might be closer to 10%.

Mr. Miller solicited feedback from the Committee regarding these projections and the conservative proposal in Example B. Mr. Margus wondered if we are underestimating the number of assessed child lives given the uptick of coverage in the individual market.

Ms. Tenney asked what effect the RSV monoclonal antibody will have on the proposed rate. Ms. Walker added RSV into the model and demonstrated that it would take longer to meet reserve targets in Example B. Ms. Tenney reflected on last year's rate increase from \$6.85 to \$8.50 and the thought of the Board at that time was the increase would hold flat for a few years. However, we are contemplating an increase to \$14, which is a large jump. Mr. Miller referenced the historical trend of assessment rates chart and stated that over the past decade or so, the highest rate was \$12.95. The success in the rate stability of the past few years was due to the NH DHHS claw back and the additional funds from TRICARE; both of which artificially lowered the rates below those of medical and insurance premium inflation. A higher rate would have been set last September had the information regarding COVID been known then.

Ms. Tenney observed that while the rate may need to be \$14 next year, additional increases might be required in CY2025 and CY2026 to cover nirsevimab and other vaccines in development. Mr. Miller advised the Committee that while the rate may be increasing, the program has access to CDC pricing at nearly 30% than retail which is a sizable savings for the system. Additionally, the COVID uptake rate will be one of the largest factors on FY2023 spend. Ms. Walker added that this illustrates the need that the Board identified a few years ago of having the \$5M reserve and how important those dollars are to help with rate stability and the ability to absorb new vaccines.

Ms. Tenney asked what percent of children receive the influenza vaccine. Ms. Mercuri advised that she does not have the actual uptake percent but for last year, the actual orders totaled \$1,397,852.90 and for this year DHHS is holding the projection close to last year at 93,100 doses totaling \$1,398,769.00. Ms. Tenney proceeded to ask why DHHS believes COVID doses might be higher than influenza. Ms. Mercuri identified that the 93,100 doses do not account for all children and this should be updated to reflect 60% for only the NHVA portion. She will send this correction to Mr. Miller to update the model. With this correction, Ms. Tenney asked if COVID figures were built into the model, and Mr. Miller indicated they were.

Mr. Miller again stressed to the Committee that COVID utilization will have the biggest impact on what is spent this year. He stated that the conservative approach funding the full COVID request has a worst-case scenario of having more money left over to either use for reserves, use for potentially another new vaccine that enters the market or use for rate relief in subsequent years. Finally, given how quickly it is coming to market, our attorney is investigating how best to consider assessments for nirsevimab under the current statute.

Ms. Tenney thanked Mr. Miller for his presentation, commenting on its comprehensiveness and the need for the board to consider many issues. Mr. Miller expressed his gratitude to Ms. Mercuri and Ms. Walker for all their work to date.

5. Other Business

Mr. Miller briefly reviewed the unaudited financial statements on pages 50 to 53 in the meeting packet. The assessment income budget figures are not yet aligned in the financial statements because the budget numbers tie back to the assessment model. Until the model is finalized, the budgetary figures will be inaccurate. The *Statement of Financial Position* reports a total of \$3.8M in checking and savings as of the end of July and almost \$4.5M in short-term investments. The estimated payment to DHHS due June 2024 is listed as \$23,912,371 which will be updated once the board meets in September and sets the CY 2024 rate. With only one month into the new fiscal year, the administrative budget is running ahead of the budget by \$15,337, but this does not consider unbilled expenses that will be due in August and September (e.g., legal fees).

Mr. Miller received a request from the Bank of New Hampshire to see if there are any suggested changes to the organization's *Investment Policy Statement*. A substantial rewrite of the policy occurred in September 2019. After review and consideration, Mr. Miller recommends leaving the policy in place as it is a conservative approach with limited risk. Ms. Tenney agreed, stating a conservative approach is required. Mr. Margus and Ms. Mercuri agreed. Mr. Miller will let the Bank of New Hampshire know that changes will not be made at this time.

6. Public Comment

Mr. Margus asked if any member of the public would like to speak, and reminded the public that any questions they have should be directed to Mr. Miller as this is not an interactive session. Ms. Condon indicated she would like to speak. She thanked Mr. Miller for his presentation and stated her opinion that both the RSV monoclonal antibody and the COVID vaccines do not fall under the statutory definition of a vaccine. Ms. Condon expressed interest in the NH DHHS' process to determine their annual vaccine purchases. She then stated that any reserve funds should be returned to the insurers. Ms. Condon thanked the Committee for the opportunity to speak.

Mr. Miller confirmed that the other two members of the public did not desire to address the Committee. Mr. Margus then asked for a motion.

7. Adjournment

Having no other business, Mr. Margus asked for a motion to adjourn.

VOTE RECORDED: On a motion by Ms. Tenney, seconded by Ms. Mercuri, by roll call, it was unanimously
VOTED: To adjourn the Audit Committee meeting at 10:30 a.m.

<u>Committee Member</u>	<u>Yes</u>	<u>No</u>
Jason Margus	X	
Anne Marie Mercuri	X	
Susan Tenney	X	

Respectfully submitted by
Patrick Miller, Helms & Company, Inc.
August 30, 2023

#

CY2024 Rate Setting

NHVA Audit Committee Meeting

September 6, 2023

Updated September 5, 2023

Subject to Additional Updates Prior to Meeting

Note:

This is an abbreviated presentation containing updates since the August 23, 2023 Audit Committee work session.

CY2024 Assessment Rate Setting Process Timeline

☑ = completed milestone
☐ = future milestone

☑ Data Collection for Actual FY2023 and YTD CY2023

☑ Modeling Prep Work Begins





NH DHHS Tab C
Received 08-02-2023; Updated
08-17, 08-30, and 09-01-2023

Meeting Packet Page 12 4

CY2024 Model Rate Assumptions

1. Rate stabilization
2. No NHVA funds will be held by NH DHHS to recover in June CY2024
3. No reimbursement of NH DHHS Immunization Section administrative cost request of \$551,571 (Tabs C & E)
4. Two reserves:
 1. 10% reserve of the total non-Federal program cost for the succeeding year (RSA 126-Q:4 II.(c))
 2. Rebuild the \$5M assessment reserve fund; rate stabilization and absorption of new vaccines
5. The percentage paid by the carriers is 60.0% for CY2024 based on NH DHHS/Federal fund source split
6. Interest rate assumptions for cash on hand assume 450bps for ICS and 125bps (net of fees) for CDs with an assumed rate of 60bps due to potential cash constraints
7. Total assessed lives assumed to level out at 485,000 in FY2026
8. 2.1% FY2024 administrative budget increase
9. \$1.4M (60% share) of COVID vaccines is included
10. Beyfortus™ RSV monoclonal antibody is not included
11. No late payment interest assessments included
12. The NHVA's payers benefit from a 29% discount from the open market by leveraging CDC pricing through DHHS

For Discussion September 6, 2023

SFY2024-25 Rate Model – Ex. A

(as of Sep 5,
2023)

CY24 - \$12.00
CY25 - \$12.00
CY26 - \$12.00

	Actual SFY19 2018/2019	Actual SFY20 2019/2020	Actual SFY21 2020/2021	Actual SFY22 2021/2022	Forecast SFY23 2022/2023	Forecast SFY24 2023/2024	Forecast SFY25 2024/2025	Forecast SFY26 2025/2026
ASSUMPTIONS								
1 Average Annual Covered Lives per Quarter	501,634	495,795	487,768	481,130	477,550	481,000	483,000	485,000
2 Assessment Rate	6.70-6.47	6.47-6.80	6.80-6.25	6.25-6.85	6.85-8.50	8.50-12.00	12.00-12.00	12.00-12.00
3 TRICARE Rate		12.47-13.95	13.95-14.82	14.82-15.61	N/A	N/A	N/A	N/A
RESERVES								
4 10% Reserve (RSA 126-Q:4 II.(c))	\$ 1,549,196	\$ 1,524,930	\$ 1,505,465	\$ 1,747,887	\$ 1,808,259	\$ 2,165,548	\$ 2,230,514	\$ 2,297,430
5 Assessment Reserve				\$ 5,000,000	\$ 5,000,000	\$ 5,000,000	\$ 5,000,000	\$ 5,000,000
6 Operational Reserve	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000
7 Remainder Reserves	\$ 10,682,570	\$ 12,553,810	\$ 14,159,657	\$ 3,632,864	(\$282,869)	(\$4,204,650)	(\$3,275,513)	(\$2,802,674)
TOTAL EXPENSES								
	\$ 26,837,646	\$ 26,126,101	\$ 26,067,468	\$ 29,080,442	\$ 30,094,717	\$ 36,092,464	\$ 37,175,237	\$ 38,290,495
8 Total Government Expended	\$ 11,345,682	\$ 10,876,797	\$ 11,012,815	\$ 11,601,573	\$ 12,012,132	\$ 14,436,985	\$ 14,870,095	\$ 15,316,198
9 %	42.28%	41.63%	42.25%	39.89%	39.91%	40.00%	40.00%	40.00%
10 Total NHVA Expended	\$ 15,491,964	\$ 15,249,304	\$ 15,054,653	\$ 17,478,869	\$ 18,082,585	\$ 21,655,478	\$ 22,305,142	\$ 22,974,297
11 %	57.72%	58.37%	57.75%	60.11%	60.00%	60.00%	60.00%	60.00%
NHVA OUTFLOWS								
12 Total Distributed by NHVA (June Payment)	\$9,234,656	\$11,751,393	\$11,830,529	\$17,777,373	\$17,850,929	\$21,655,478	\$22,305,142	\$22,974,297
13 Administrative Expenses	\$388,786	\$127,226	\$125,713	\$136,150	\$134,675	\$155,173	\$158,276	\$161,442
14 Total Outflows	\$9,623,442	\$11,878,619	\$11,956,242	\$17,913,523	\$17,985,604	\$21,810,651	\$22,463,419	\$23,135,739
NHVA INFLOWS								
15 Assessments	\$17,796,407	\$13,390,088	\$13,470,273	\$12,785,174	\$13,877,485	\$18,044,475	\$23,184,000	\$23,280,000
16 Investment Income	\$357,265	\$336,301	\$75,858	(\$224,867)	\$322,083	\$201,684	\$273,522	\$395,493
17 Total Inflows	\$18,153,672	\$13,726,389	\$13,546,131	\$12,560,307	\$14,199,568	\$18,246,159	\$23,457,522	\$23,675,493
18 NHVA BEGINNING CASH BALANCE	3,953,627	12,481,766	7,514,560	11,448,477	5,294,329	6,775,390	3,210,898	4,205,001
19 Outflows	9,623,442	11,878,619	11,956,242	17,913,523	17,985,604	21,810,651	22,463,419	23,135,739
20 Inflows	18,153,672	13,726,389	13,546,131	12,560,307	14,199,568	18,246,159	23,457,522	23,675,493
21 Accrual to Cash Items	(2,091)	(796)	(3,507)	68,845	(65,339)			
22 Transfer (to)/from Investments		(6,814,180)	2,347,535	(869,777)				
23 To Supplement Assessments			0					
24 Ending Cash Balance	12,481,766	7,514,560	11,448,477	5,294,329	2,293,531	\$3,210,898	\$4,205,001	\$4,744,755
25 Ending Investment Balance		6,814,180	4,466,645	5,336,422	4,481,859			
BALANCE HELD AT STATE								
26 Beginning	\$12,979,343	\$6,722,035	\$3,224,124		\$298,504	\$66,848	\$0	\$0
27 Additions/Subtractions	(\$6,257,308)	(\$3,497,911)	(\$3,224,124)	\$298,504	(\$231,656)	(\$66,848)	\$0	\$0
	\$6,722,035	\$3,224,124	(\$0)	\$298,504	\$66,848	\$0	\$0	\$0



For Discussion September 6, 2023

SFY2024-25 Rate Model – Ex. B

(as of Sep 5,
2023)

CY24 - \$12.50
CY25 - \$12.50
CY26 - \$12.50

	Actual SFY19 2018/2019	Actual SFY20 2019/2020	Actual SFY21 2020/2021	Actual SFY22 2021/2022	Forecast SFY23 2022/2023	Forecast SFY24 2023/2024	Forecast SFY25 2024/2025	Forecast SFY26 2025/2026
ASSUMPTIONS								
1 Average Annual Covered Lives per Quarter	501,634	495,795	487,768	481,130	477,550	481,000	483,000	485,000
2 Assessment Rate	6.70- 6.47	6.47- 6.80	6.80- 6.25	6.25- 6.85	6.85-8.50	8.50-12.50	12.50-12.50	12.50-12.50
3 TRICARE Rate		12.47-13.95	13.95-14.82	14.82-15.61	N/A	N/A	N/A	N/A
RESERVES								
4 10% Reserve (RSA 126-Q:4 II.(c))	\$ 1,549,196	\$ 1,524,930	\$ 1,505,465	\$ 1,747,887	\$ 1,808,259	\$ 2,165,548	\$ 2,230,514	\$ 2,297,430
5 Assessment Reserve				\$ 5,000,000	\$ 5,000,000	\$ 5,000,000	\$ 5,000,000	\$ 5,000,000
6 Operational Reserve	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000
7 Remainder Reserves	\$ 10,682,570	\$ 12,553,810	\$ 14,159,657	\$ 3,632,864	(\$282,869)	(\$3,964,057)	(\$2,063,507)	(\$593,398)
TOTAL EXPENSES	\$ 26,837,646	\$ 26,126,101	\$ 26,067,468	\$ 29,080,442	\$ 30,094,717	\$ 36,092,464	\$ 37,175,237	\$ 38,290,495
8 Total Government Expended	\$ 11,345,682	\$ 10,876,797	\$ 11,012,815	\$ 11,601,573	\$ 12,012,132	\$ 14,436,985	\$ 14,870,095	\$ 15,316,198
9 %	42.28%	41.63%	42.25%	39.89%	39.91%	40.00%	40.00%	40.00%
10 Total NHVA Expended	\$ 15,491,964	\$ 15,249,304	\$ 15,054,653	\$ 17,478,869	\$ 18,082,585	\$ 21,655,478	\$ 22,305,142	\$ 22,974,297
11 %	57.72%	58.37%	57.75%	60.11%	60.00%	60.00%	60.00%	60.00%
NHVA OUTFLOWS								
12 Total Distributed by NHVA (June Payment)	\$9,234,656	\$11,751,393	\$11,830,529	\$17,777,373	\$17,850,929	\$21,655,478	\$22,305,142	\$22,974,297
13 Administrative Expenses	\$388,786	\$127,226	\$125,713	\$136,150	\$134,675	\$155,173	\$158,276	\$161,442
14 Total Outflows	\$9,623,442	\$11,878,619	\$11,956,242	\$17,913,523	\$17,985,604	\$21,810,651	\$22,463,419	\$23,135,739
NHVA INFLOWS								
15 Assessments	\$17,796,407	\$13,390,088	\$13,470,273	\$12,785,174	\$13,877,485	\$18,285,068	\$24,150,000	\$24,250,000
16 Investment Income	\$357,265	\$336,301	\$75,858	(\$224,867)	\$322,083	\$201,684	\$278,936	\$422,763
17 Total Inflows	\$18,153,672	\$13,726,389	\$13,546,131	\$12,560,307	\$14,199,568	\$18,486,752	\$24,428,936	\$24,672,763
18 NHVA BEGINNING CASH BALANCE	3,953,627	12,481,766	7,514,560	11,448,477	5,294,329	6,775,390	3,451,491	5,417,007
19 Outflows	9,623,442	11,878,619	11,956,242	17,913,523	17,985,604	21,810,651	22,463,419	23,135,739
20 Inflows	18,153,672	13,726,389	13,546,131	12,560,307	14,199,568	18,486,752	24,428,936	24,672,763
21 Accrual to Cash Items	(2,091)	(796)	(3,507)	68,845	(65,339)			
22 Transfer (to)/from Investments		(6,814,180)	2,347,535	(869,777)				
23 To Supplement Assessments			0					
24 Ending Cash Balance	12,481,766	7,514,560	11,448,477	5,294,329	2,293,531	\$3,451,491	\$5,417,007	\$6,954,032
25 Ending Investment Balance		6,814,180	4,466,645	5,336,422	4,481,859			
	12,481,766	14,328,740	15,915,122	10,630,751	6,775,390			
BALANCE HELD AT STATE								
26 Beginning	\$12,979,343	\$6,722,035	\$3,224,124		\$298,504	\$66,848	\$0	\$0
27 Additions/Subtractions	(\$6,257,308)	(\$3,497,911)	(\$3,224,124)	\$298,504	(\$231,656)	(\$66,848)	\$0	\$0
	\$6,722,035	\$3,224,124	(\$0)	\$298,504	\$66,848	\$0	\$0	\$0

For Discussion September 6, 2023

SFY2024-25 Rate Model – Ex. C

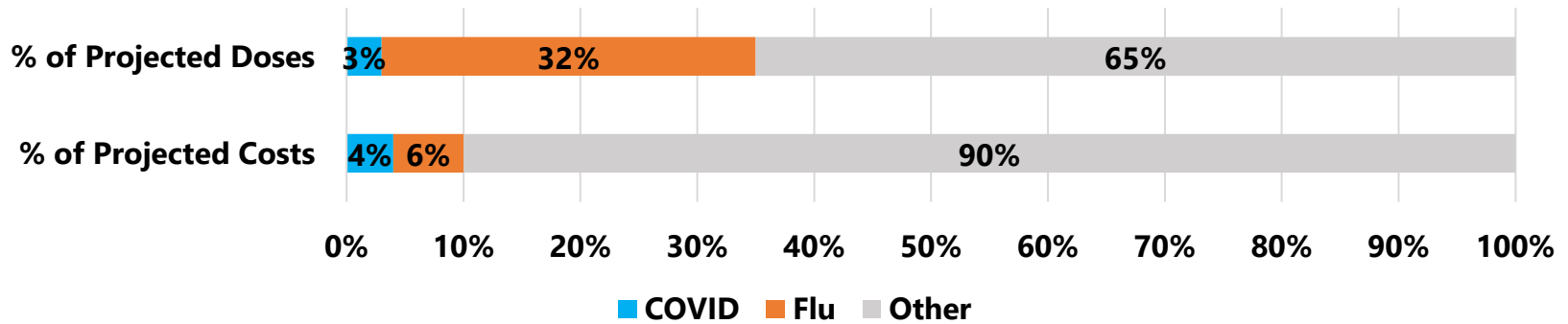
(as of Sep 5,
2023)

CY24 - \$13.00
CY25 - \$13.00
CY26 - \$13.00

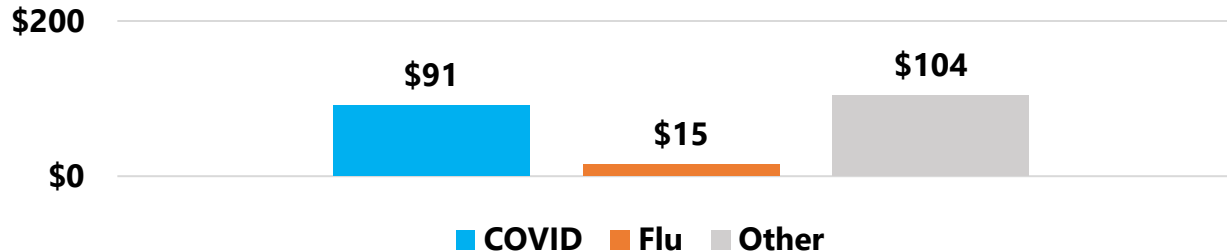
	Actual SFY19 2018/2019	Actual SFY20 2019/2020	Actual SFY21 2020/2021	Actual SFY22 2021/2022	Forecast SFY23 2022/2023	Forecast SFY24 2023/2024	Forecast SFY25 2024/2025	Forecast SFY26 2025/2026
ASSUMPTIONS								
1 Average Annual Covered Lives per Quarter	501,634	495,795	487,768	481,130	477,550	481,000	483,000	485,000
2 Assessment Rate	6.70- 6.47	6.47- 6.80	6.80- 6.25	6.25- 6.85	6.85-8.50	8.50-13.00	13.00-13.00	13.00-13.00
3 TRICARE Rate		12.47-13.95	13.95-14.82	14.82-15.61	N/A	N/A	N/A	N/A
RESERVES								
4 10% Reserve (RSA 126-Q:4 II.(c))	\$ 1,549,196	\$ 1,524,930	\$ 1,505,465	\$ 1,747,887	\$ 1,808,259	\$ 2,165,548	\$ 2,230,514	\$ 2,297,430
5 Assessment Reserve				\$ 5,000,000	\$ 5,000,000	\$ 5,000,000	\$ 5,000,000	\$ 5,000,000
6 Operational Reserve	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000
7 Remainder Reserves	\$ 10,682,570	\$ 12,553,810	\$ 14,159,657	\$ 3,632,864	(\$282,869)	(\$3,723,464)	(\$851,501)	\$1,615,878
TOTAL EXPENSES								
	\$ 26,837,646	\$ 26,126,101	\$ 26,067,468	\$ 29,080,442	\$ 30,094,717	\$ 36,092,464	\$ 37,175,237	\$ 38,290,495
8 Total Government Expended	\$ 11,345,682	\$ 10,876,797	\$ 11,012,815	\$ 11,601,573	\$ 12,012,132	\$ 14,436,985	\$ 14,870,095	\$ 15,316,198
9 %	42.28%	41.63%	42.25%	39.89%	39.91%	40.00%	40.00%	40.00%
10 Total NHVA Expended	\$ 15,491,964	\$ 15,249,304	\$ 15,054,653	\$ 17,478,869	\$ 18,082,585	\$ 21,655,478	\$ 22,305,142	\$ 22,974,297
11 %	57.72%	58.37%	57.75%	60.11%	60.00%	60.00%	60.00%	60.00%
NHVA OUTFLOWS								
12 Total Distributed by NHVA (June Payment)	\$9,234,656	\$11,751,393	\$11,830,529	\$17,777,373	\$17,850,929	\$21,655,478	\$22,305,142	\$22,974,297
13 Administrative Expenses	\$388,786	\$127,226	\$125,713	\$136,150	\$134,675	\$155,173	\$158,276	\$161,442
14 Total Outflows	\$9,623,442	\$11,878,619	\$11,956,242	\$17,913,523	\$17,985,604	\$21,810,651	\$22,463,419	\$23,135,739
NHVA INFLOWS								
15 Assessments	\$17,796,407	\$13,390,088	\$13,470,273	\$12,785,174	\$13,877,485	\$18,525,661	\$25,116,000	\$25,220,000
16 Investment Income	\$357,265	\$336,301	\$75,858	(\$224,867)	\$322,083	\$201,684	\$284,349	\$450,033
17 Total Inflows	\$18,153,672	\$13,726,389	\$13,546,131	\$12,560,307	\$14,199,568	\$18,727,345	\$25,400,349	\$25,670,033
18 NHVA BEGINNING CASH BALANCE	3,953,627	12,481,766	7,514,560	11,448,477	5,294,329	6,775,390	3,692,084	6,629,014
19 Outflows	9,623,442	11,878,619	11,956,242	17,913,523	17,985,604	21,810,651	22,463,419	23,135,739
20 Inflows	18,153,672	13,726,389	13,546,131	12,560,307	14,199,568	18,727,345	25,400,349	25,670,033
21 Accrual to Cash Items	(2,091)	(796)	(3,507)	68,845	(65,339)			
22 Transfer (to)/from Investments		(6,814,180)	2,347,535	(869,777)				
23 To Supplement Assessments			0					
24 Ending Cash Balance	12,481,766	7,514,560	11,448,477	5,294,329	2,293,531	\$3,692,084	\$6,629,014	\$9,163,308
25 Ending Investment Balance		6,814,180	4,466,645	5,336,422	4,481,859			
	12,481,766	14,328,740	15,915,122	10,630,751	6,775,390			
BALANCE HELD AT STATE								
26 Beginning	\$12,979,343	\$6,722,035	\$3,224,124		\$298,504	\$66,848	\$0	\$0
27 Additions/Subtractions	(\$6,257,308)	(\$3,497,911)	(\$3,224,124)	\$298,504	(\$231,656)	(\$66,848)	\$0	\$0
	\$6,722,035	\$3,224,124	(\$0)	\$298,504	\$66,848	\$0	\$0	

The Case for Reserves

% of Projected Doses and % of Projected Costs SFY 2024



Cost per Dose by Type SFY 2024



Recent Additions (CDC Price List)

- Prevnar 20 = \$178
- ProQuad = \$165
- Vaxneuvance = \$162
- MedQuadfi = \$108
- Vaxelis = \$98

Summary Comparison

Options	FY2026	FY2025	FY2026
Rate Option A Rate; Reserve	\$12.00; \$3.2M	\$12.00; \$4.2M	\$12.00; \$4.7M
Rate Option B Rate; Reserve	\$12.50; \$3.4M	\$12.50; \$5.4M	\$12.50; \$6.9M
Rate Option C Rate; Reserve	\$13.00; \$3.7M	\$13.00; \$6.6M	\$13.00; \$9.2M

- Reserves needed due to the volatility of year-to-year asks as a result of:
 - utilization variation,
 - pricing increases, and
 - new vaccines in manufacturer pipelines.

Contact

Patrick Miller, MPH

Executive Director, NHVA

pmiller@helmsco.com

603.225.6633 (o)