

Wisconsin

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1. MANAGED CARE OPPORTUNITY ASSESSMENT (UPDATED 2-6-20)

Wisconsin enacted an alternative Medicaid expansion plan for childless adults up to 100% of poverty, which is effective through 2023. A further effort by newly elected Governor Tony Evers in 2019 to fully expand Medicaid was not included in the state's two-year budget for fiscal 2019-21. Wisconsin also received approval to implement work requirements, premiums, and copayments for some Medicaid populations and services; allowing full coverage of residential treatment for substance use disorder; and allowing the state to require that members complete a health and wellness questionnaire including questions about drug use. However, the Biden administration withdrew approval of these provisions.

Wisconsin is a wide-open, but highly competitive managed Medicaid market, with 18 plans vying for membership. Only three (Children's Community, UnitedHealthcare, and Anthem) have market shares in the double digits. Wisconsin has three main programs - BadgerCare Plus, the Medicaid managed care program; Family Care, a managed long-term care program for the low-income frail elderly and individuals with intellectual, developmental, or physical disabilities; and Medicaid Supplemental Security Income (SSI), a program for individuals who receive SSI. Historically there has been no formal RFP process; plans that wish to compete must simply meet state requirements.

However, the state began procuring Family Care contracts in phases in 2016 as part of an effort to make the program available in every county in the state. Most recently, Wisconsin released an RFP in February 2019 for geographic service areas nine, 10, and 13. Family Care provides long-term care to low-income frail elderly and individuals with intellectual, developmental, or physical disabilities. Family Care Partnership provides integrated health and long-term care for frail elderly and people with disabilities. Include, Respect, I Self-Direct (IRIS) is the state's LTSS program, which allows members to self-direct their LTC services.

Because all eligible adults under the alternative expansion are required to enroll in a managed care plan, several health plans saw meaningful enrollment growth from the program in the second half of 2014.

| HMA Managed Medicaid Opportunity Assessment for Wisconsin | |
|--|---|
| Positive Metrics | Strong Indicators |
| <ul style="list-style-type: none"> Wisconsin Medicaid plans had an MLR of 84.6% in 2019. | <ul style="list-style-type: none"> All eligible childless adults under the state's alternative expansion must enroll in a managed care plan. |
| Negative Metrics | Weak Indicators |
| <ul style="list-style-type: none"> PMPM premiums averaged \$221 in 2019. There are 16 Medicaid managed care plans competing in the market. | <ul style="list-style-type: none"> The state legislature continues to oppose a full expansion and passed a measure requiring the governor receive legislative approval prior to altering the Medicaid program. |
| Source: HMA | |

2. MANAGED MEDICAID PLAN FINANCIALS

Average medical loss ratio among Wisconsin Medicaid managed care plans was 82.1% in 2021. Per member per month premiums averaged \$212.

(Note: Financial metrics and comparisons presented in this overview are based on health plan NAIC filings in the state. Measures like per member per month premiums and medical loss ratios may vary greatly by plan and by state depending on the mix of business (e.g., TANF, ABD, etc.), scope of the state's Medicaid benefit package, geographic variations in the cost of care, and other factors.)

| Wisconsin Medicaid Managed Care Plan Financials, 2021 | | | | | | | |
|---|-----------------|------------------|-------------------|-----------------|-----------------------|---------------------|--------------------|
| Plan | Publicly Traded | Enrollment | Member Months | PMPM | Premiums Earned (000) | Medical Costs (000) | MLR ⁽¹⁾ |
| Anthem/Compare Health | Y | 150,636 | 1,710,326 | \$202.66 | \$346,611 | \$269,915 | 77.9% |
| Centene Corp./Managed Health | Y | 61,541 | 705,309 | \$214.91 | \$151,576 | \$237,231 | 84.0% |
| Children's Community Health Plan | N | 150,212 | 1,763,861 | \$168.10 | \$296,506 | \$231,103 | 77.4% |
| Community Care Health Plan Inc. | N | 1,274 | 14,933 | \$4,338.37 | \$64,785 | \$65,056 | 100.4% |
| Group Health Coop of Eau Claire | N | 58,349 | 687,097 | \$186.83 | \$128,371 | \$93,915 | 73.3% |
| Group Health Coop of South Central | N | 7,766 | 90,556 | \$177.55 | \$16,078 | \$12,656 | 78.9% |
| Humana Inc./Independent Care | Y | 41,713 | 478,875 | \$405.81 | \$194,333 | \$152,176 | 78.4% |
| Mercy Alliance/ MercyCare HMO | N | 15,951 | 184,595 | \$184.46 | \$34,050 | \$27,623 | 81.2% |
| Ministry Health Care/Network Health | N | 61,368 | 696,372 | \$188.21 | \$131,066 | \$109,557 | 83.6% |
| Molina Healthcare Inc. | Y | 72,488 | 847,771 | \$169.00 | \$143,271 | \$112,207 | 79.0% |
| My Choice/Care WI/Trilogy | N | 27,273 | 312,072 | \$485.24 | \$151,430 | \$124,267 | 82.2% |
| Security Health Plan of WI Inc. | N | 64,971 | 754,189 | \$199.05 | \$150,124 | \$118,664 | 79.0% |
| SSM Health Care/Dean Health Plan | N | 47,793 | 555,293 | \$161.50 | \$89,680 | \$81,121 | 88.8% |
| UnitedHealth Group Inc. | Y | 242,280 | 2,768,521 | \$207.04 | \$573,195 | \$482,977 | 84.3% |
| University/Quartz | N | 51,888 | 594,788 | \$173.56 | \$103,234 | \$91,293 | 88.5% |
| Total, WI Medicaid Plans | | 1,055,503 | 12,164,558 | \$211.62 | \$2,574,311 | \$2,209,760 | 82.1% |

(1) After reinsurance recoveries.

Source: S&P Global Market intelligence, NAIC, HMA

Wisconsin Medicaid Managed Care Plan Financials, 2020

| Plan | Publicly Traded | Enrollment | Member Months | PMPM | Premiums Earned (000) | Medical Costs (000) | MLR ⁽¹⁾ |
|-------------------------------------|-----------------|----------------|------------------|-----------------|-----------------------|---------------------|--------------------|
| Anthem/Compare Health | Y | 130,050 | 1,131,089 | \$273.56 | \$309,420 | \$236,590 | 76.5% |
| Centene Corp./Managed Health | Y | 54,564 | 574,517 | \$234.70 | \$134,840 | \$194,857 | 78.1% |
| Children's Community Health Plan | N | 141,388 | 1,576,653 | \$171.81 | \$270,887 | \$195,715 | 72.3% |
| Community Care Health Plan Inc. | N | 1,251 | 14,939 | \$4,372.21 | \$65,316 | \$62,141 | 95.0% |
| Group Health Coop of Eau Claire | N | 55,120 | 613,055 | \$195.28 | \$119,717 | \$90,626 | 75.9% |
| Group Health Coop of South Central | N | 7,068 | 73,678 | \$169.04 | \$12,455 | \$8,009 | 64.5% |
| Humana Inc./Independent Care | Y | 37,015 | 389,797 | \$457.31 | \$178,258 | \$126,889 | 71.4% |
| Mercy Alliance/ MercyCare HMO | N | 14,426 | 156,673 | \$186.82 | \$29,270 | \$22,563 | 77.9% |
| Ministry Health Care/Network Health | N | 53,561 | 559,515 | \$206.52 | \$115,552 | \$87,038 | 75.3% |
| Molina Healthcare Inc. | Y | 67,690 | 746,936 | \$192.73 | \$143,961 | \$92,376 | 64.6% |
| My Choice/Care WI/Trilogy | N | 23,629 | 253,341 | \$595.17 | \$150,782 | \$120,112 | 79.7% |
| Security Health Plan of WI Inc. | N | 59,299 | 643,880 | \$199.02 | \$128,145 | \$100,717 | 78.6% |
| SSM Health Care/Dean Health Plan | N | 43,587 | 473,712 | \$163.42 | \$77,413 | \$68,417 | 86.5% |
| UnitedHealth Group Inc. | Y | 211,652 | 2,270,915 | \$230.03 | \$522,379 | \$393,169 | 75.4% |
| University/Quartz | N | 46,185 | 496,181 | \$170.72 | \$84,708 | \$78,120 | 92.5% |
| Total, WI Medicaid Plans | | 946,485 | 9,974,881 | \$234.90 | \$2,343,103 | \$1,877,338 | 76.4% |

(1) After reinsurance recoveries.

Source: S&P Global Market intelligence, NAIC, HMA

4. RFP DEVELOPMENTS AND ANALYSIS

Historically there has not been a formal RFP process in Wisconsin for Medicaid managed care. Plans that wish to compete simply must meet state requirements.

However, the state does procure its Family Care and Family Care Partnerships managed long-term care programs, releasing a series of RFPs between 2016 to 2019 for 13 of the state's 14 regions. The 2019 RFP was for counties along the northeast portion of the state and was implemented in January 2020.

From the 2018 procurements, the state awarded Family Care Partnership contracts to Care Wisconsin, iCare, and Community Care; and it has awarded Family Care contracts to My Choice Family Care, Inclusa, and Community Care beginning January 2019. Community Link, Lakeland Care, and Care Wisconsin won Family Care MLTSS contracts for seven expanded northern counties effective July 2017.

| Wisconsin Medicaid RFP Calendar | | |
|--|---|--------------------|
| Contract | Key Dates | # of Beneficiaries |
| Family Care and Family Care Partnership Programs, Service Areas 9, 10, and 13 | RFP Released: February 20, 2019 Proposals Due: April 12, 2019 Family Care and Family Care Partnership Contract Start Dates: January 2020 | ~9,250 |
| Family Care Program, Service Areas 7 and 8 | RFP Released: April 24, 2018 Proposals Due: June 5, 2018 Family Care Contract Start Date: January 2019 | ~12,900 |
| Family Care Partnership Program, Service Areas 8, 12 | RFP Released: February 27, 2018 Proposals Due: April 11, 2018 Family Care Partnership Contract Start Date: January 2019 | ~2,800 |
| Family Care and Family Care Partnership Programs, Service Areas 1, 4, 5, and 6 | RFP Released: September 19, 2016 Proposals Due: November 9, 2016 Awards, Seven Counties: January 23, 2017 Family Care Contract Start Date: July 2017 Expected Family Care Partnership Contract Start Date: January 2018 | 14,013 |
| Family Care Service Areas 2, 3, 11, and 12 and Family Care Partnership Programs, Service Areas 3, 11, 12 | RFP Released: Feb. 22, 2017 Proposals Due: April 13, 2017 Family Care Contract Start Date: January 2018 Family Care Partnership Contract Start Date: January 2018 or January 2019 | ~4,500 |

5. MANAGED CARE ENROLLMENT UPDATE

Medicaid managed care enrollment in Wisconsin was up 3.6% in June 2022 compared to year-end 2021, after a 10.9% increase in 2021, a 24.4% increase in 2020, a 1.1% increase in 2019, a 1.8% increase in 2018, and a 0.8% decrease in 2017. Enrollment data in this report is updated biannually. More recent enrollment figures may be found [here](#).

Enrollment in Wisconsin Managed Medicaid, 2017-21, June 2022¹

| Plan | 2017 | 2018 | 2019 | 2020 | 2021 | Jun-22 |
|---|----------------|----------------|----------------|------------------|------------------|------------------|
| BadgerCare+ | 700,221 | 693,315 | 700,061 | 893,811 | 1,000,343 | 1,037,804 |
| SSI | 35,599 | 53,902 | 54,380 | 57,696 | 60,232 | 61,786 |
| LTC | 50,329 | 52,945 | 54,641 | 55,155 | 56,064 | 56,696 |
| Total Wisconsin | 786,149 | 800,162 | 809,082 | 1,006,662 | 1,116,639 | 1,156,286 |
| <i>+/- between reporting periods</i> | <i>(6,562)</i> | <i>14,013</i> | <i>8,920</i> | <i>197,580</i> | <i>109,977</i> | <i>39,647</i> |
| <i>% chg. between reporting periods</i> | <i>-0.8%</i> | <i>1.8%</i> | <i>1.1%</i> | <i>24.4%</i> | <i>10.9%</i> | <i>3.6%</i> |

1. Excludes Managed Foster Care and Special Managed Care (county plans). WI updates historical figures, so these figures may not match subsequent reports.

Source: State of Wisconsin, HMA

Enrollment in Wisconsin Managed Medicaid by Plan, 2018-21, June 2022¹

| Plan | 2018 | 2019 | 2020 | 2021 | Jun-22 |
|---|----------------|----------------|----------------|----------------|----------------|
| Anthem BCBS/CompCare² | | | | | |
| BadgerCare+ | 84,789 | 90,059 | 123,018 | 142,713 | 148,624 |
| SSI | 5,763 | 6,266 | 7,231 | 7,934 | 8,236 |
| Total Anthem BCBS/CompCare | 90,552 | 96,325 | 130,249 | 150,647 | 156,860 |
| <i>+/- between reporting periods</i> | <i>2,165</i> | <i>5,773</i> | <i>33,924</i> | <i>20,398</i> | <i>6,213</i> |
| <i>% chg. between reporting periods</i> | <i>2.4%</i> | <i>6.4%</i> | <i>35.2%</i> | <i>15.7%</i> | <i>4.1%</i> |
| <i>% of total</i> | <i>11.3%</i> | <i>11.9%</i> | <i>12.9%</i> | <i>13.5%</i> | <i>13.6%</i> |
| My Choice Family Care/Care Wisconsin Health Plan³ | | | | | |
| BadgerCare+ | 0 | 13,275 | 19,844 | 22,961 | 23,261 |
| SSI | 0 | 2,952 | 3,237 | 3,421 | 3,359 |
| LTC | 8,750 | 19,127 | 18,042 | 17,330 | 17,112 |
| Total My Choice Family Care | 8,750 | 35,354 | 41,123 | 43,712 | 43,732 |
| <i>+/- between reporting periods</i> | <i>255</i> | <i>26,604</i> | <i>5,769</i> | <i>2,589</i> | <i>20</i> |
| <i>% chg. between reporting periods</i> | <i>3.0%</i> | <i>304.0%</i> | <i>16.3%</i> | <i>6.3%</i> | <i>0.0%</i> |
| <i>% of total</i> | <i>1.1%</i> | <i>4.4%</i> | <i>4.1%</i> | <i>3.9%</i> | <i>3.8%</i> |
| Children's Community Health Plan | | | | | |
| BadgerCare+ | 121,859 | 120,515 | 140,876 | 149,798 | 153,502 |
| Total Children's Community HP | 121,859 | 120,515 | 140,876 | 149,798 | 153,502 |
| <i>+/- between reporting periods</i> | <i>(5,051)</i> | <i>(1,344)</i> | <i>20,361</i> | <i>8,922</i> | <i>3,704</i> |
| <i>% chg. between reporting periods</i> | <i>-4.0%</i> | <i>-1.1%</i> | <i>16.9%</i> | <i>6.3%</i> | <i>2.5%</i> |
| <i>% of total</i> | <i>15.2%</i> | <i>14.9%</i> | <i>14.0%</i> | <i>13.4%</i> | <i>13.3%</i> |
| Dean Health Plan | | | | | |

| | | | | | |
|--|---------------|---------------|---------------|---------------|---------------|
| BadgerCare+ | 36,398 | 35,374 | 43,636 | 47,824 | 49,954 |
| Total Dean Health Plan | 36,398 | 35,374 | 43,636 | 47,824 | 49,954 |
| +/- between reporting periods | (2,962) | (1,024) | 8,262 | 4,188 | 2,130 |
| % chg. between reporting periods | -7.5% | -2.8% | 23.4% | 9.6% | 4.5% |
| <i>% of total</i> | 4.5% | 4.4% | 4.3% | 4.3% | 4.3% |
| GHC of Eau Claire County | | | | | |
| BadgerCare+ | 46,409 | 43,765 | 51,812 | 54,945 | 56,637 |
| SSI | 3,305 | 3,269 | 3,404 | 3,487 | 3,451 |
| Total GHC of EC | 49,714 | 47,034 | 55,216 | 58,432 | 60,088 |
| +/- between reporting periods | 8,901 | (2,680) | 8,182 | 3,216 | 1,656 |
| % chg. between reporting periods | 21.8% | -5.4% | 17.4% | 5.8% | 2.8% |
| <i>% of total</i> | 6.2% | 5.8% | 5.5% | 5.2% | 5.2% |
| GHC of South Central Wisconsin | | | | | |
| BadgerCare+ | 5,326 | 5,351 | 7,037 | 7,756 | 7,957 |
| Total GHC of SCW | 5,326 | 5,351 | 7,037 | 7,756 | 7,957 |
| +/- between reporting periods | 133 | 25 | 1,686 | 719 | 201 |
| % chg. between reporting periods | 2.6% | 0.5% | 31.5% | 10.2% | 2.6% |
| <i>% of total</i> | 0.7% | 0.7% | 0.7% | 0.7% | 0.7% |
| Humana/I-Care | | | | | |
| BadgerCare+ | 16,557 | 17,536 | 26,135 | 30,577 | 31,787 |
| SSI | 10,257 | 10,020 | 10,435 | 10,572 | 10,910 |
| LTC | 1,010 | 1,116 | 1,219 | 1,397 | 1,418 |
| Total Humana | 27,824 | 28,672 | 37,789 | 42,546 | 44,115 |
| +/- between reporting periods | 4,575 | 848 | 9,117 | 4,757 | 1,569 |
| % chg. between reporting periods | 19.7% | 3.0% | 31.8% | 12.6% | 3.7% |
| <i>% of total</i> | 3.5% | 3.5% | 3.8% | 3.8% | 3.8% |
| Centene/Managed Health Services | | | | | |
| BadgerCare+ | 32,880 | 34,712 | 48,108 | 54,789 | 57,818 |
| SSI | 6,061 | 6,158 | 6,504 | 6,739 | 6,993 |
| Total Centene/MHS | 38,941 | 40,870 | 54,612 | 61,528 | 64,811 |
| +/- between reporting periods | 4,169 | 1,929 | 13,742 | 6,916 | 3,283 |
| % chg. between reporting periods | 12.0% | 5.0% | 33.6% | 12.7% | 5.3% |
| <i>% of total</i> | 4.9% | 5.1% | 5.4% | 5.5% | 5.6% |
| Mercy Care Health Plan | | | | | |
| BadgerCare+ | 11,686 | 11,757 | 14,426 | 15,950 | 16,411 |
| Total Mercy Care HP | 11,686 | 11,757 | 14,426 | 15,950 | 16,411 |
| +/- between reporting periods | (1,676) | 71 | 2,669 | 1,524 | 461 |
| % chg. between reporting periods | -12.5% | 0.6% | 22.7% | 10.6% | 2.9% |
| <i>% of total</i> | 1.5% | 1.5% | 1.4% | 1.4% | 1.4% |
| Molina HealthCare | | | | | |
| BadgerCare+ | 54,952 | 53,127 | 64,467 | 69,041 | 70,223 |
| SSI | 3,175 | 3,193 | 3,301 | 3,471 | 3,443 |
| Total Molina HealthCare | 58,127 | 56,320 | 67,768 | 72,512 | 73,666 |
| +/- between reporting periods | (3,135) | (1,807) | 11,448 | 4,744 | 1,154 |
| % chg. between reporting periods | -5.1% | -3.1% | 20.3% | 7.0% | 1.6% |
| <i>% of total</i> | 7.3% | 7.0% | 6.7% | 6.5% | 6.4% |
| Network Health Plan | | | | | |

| | | | | | |
|---|----------------|----------------|----------------|----------------|----------------|
| BadgerCare+ | 34,027 | 35,702 | 49,255 | 56,163 | 57,688 |
| SSI | 3,777 | 3,917 | 4,359 | 4,615 | 4,677 |
| Total Network Health Plan | 37,804 | 39,619 | 53,614 | 60,778 | 62,365 |
| +/- between reporting periods | 3,419 | 1,815 | 13,995 | 7,164 | 1,587 |
| % chg. between reporting periods | 9.9% | 4.8% | 35.3% | 13.4% | 2.6% |
| <i>% of total</i> | 4.7% | 4.9% | 5.3% | 5.4% | 5.4% |
| Security Health Plan | | | | | |
| BadgerCare+ | 54,577 | 54,111 | 66,449 | 73,195 | 75,463 |
| SSI | | | | | 190 |
| Total Security Health Plan | 54,577 | 54,111 | 66,449 | 73,195 | 75,653 |
| +/- between reporting periods | 98 | (466) | 12,338 | 6,746 | 2,458 |
| % chg. between reporting periods | 0.2% | -0.9% | 22.8% | 10.2% | 3.4% |
| <i>% of total</i> | 6.8% | 6.7% | 6.6% | 6.6% | 6.5% |
| UnitedHealthcare | | | | | |
| BadgerCare+ | 144,409 | 148,082 | 192,579 | 222,816 | 235,067 |
| SSI | 18,736 | 18,605 | 19,225 | 19,993 | 20,527 |
| Total UnitedHealthcare | 163,145 | 166,687 | 211,804 | 242,809 | 255,594 |
| +/- between reporting periods | 9,071 | 3,542 | 45,117 | 31,005 | 12,785 |
| % chg. between reporting periods | 5.9% | 2.2% | 27.1% | 14.6% | 5.3% |
| <i>% of total</i> | 20.4% | 20.6% | 21.0% | 21.7% | 22.1% |
| Lakeland Care | | | | | |
| LTC | 5,865 | 7,028 | 7,861 | 7,744 | 7,556 |
| Total Lakeland Care | 5,865 | 7,028 | 7,861 | 7,744 | 7,556 |
| +/- between reporting periods | 795 | 1,163 | 833 | (117) | (188) |
| % chg. between reporting periods | 15.7% | 19.8% | 11.9% | -1.5% | -2.4% |
| <i>% of total</i> | 0.7% | 0.9% | 0.8% | 0.7% | 0.7% |
| Community Care Inc. (Family Care, Milwaukee County, Health Plan) | | | | | |
| LTC | 11,794 | 12,335 | 12,670 | 13,508 | 13,931 |
| Total Community Care Inc. | 11,794 | 12,335 | 12,670 | 13,508 | 13,931 |
| +/- between reporting periods | 417 | 541 | 335 | 838 | 423 |
| % chg. between reporting periods | 3.7% | 4.6% | 2.7% | 6.6% | 3.1% |
| <i>% of total</i> | 1.5% | 1.5% | 1.3% | 1.2% | 1.2% |
| Inclusa, Inc.⁴ | | | | | |
| LTC | 14,913 | 15,035 | 15,363 | 16,085 | 16,679 |
| Total Inclusa, Inc. | 14,913 | 15,035 | 15,363 | 16,085 | 16,679 |
| +/- between reporting periods | (602) | 122 | 328 | 722 | 594 |
| % chg. between reporting periods | -3.9% | 0.8% | 2.2% | 4.7% | 3.7% |
| <i>% of total</i> | 1.9% | 1.9% | 1.5% | 1.4% | 1.4% |
| Quartz | | | | | |
| BadgerCare+ | 28,969 | 36,695 | 46,169 | 51,815 | 53,412 |
| Total Quartz | 28,969 | 36,695 | 46,169 | 51,815 | 53,412 |
| +/- between reporting periods | 28,969 | 7,726 | 9,474 | 5,646 | 1,597 |
| % chg. between reporting periods | N/A | 26.7% | 25.8% | 12.2% | 3.1% |
| <i>% of total</i> | 3.6% | 4.5% | 4.6% | 4.6% | 4.6% |
| Care Wisconsin Health Plan³ | | | | | |
| SSI | 2,828 | 0 | 0 | 0 | 0 |

| | | | | | |
|---|---------------|----------|----------|----------|----------|
| LTC | 10,613 | 0 | 0 | 0 | 0 |
| Total Care Wisconsin Health Plan | 13,441 | 0 | 0 | 0 | 0 |
| +/- between reporting periods | 2,720 | (13,441) | 0 | 0 | 0 |
| % chg. between reporting periods | 25.4% | -100.0% | | | |
| <i>% of total</i> | 1.7% | 0.0% | 0.0% | 0.0% | 0.0% |
| Physicians Plus | | | | | |
| BadgerCare+ | 8,965 | 0 | 0 | 0 | 0 |
| Total Physician's Plus | 8,965 | 0 | 0 | 0 | 0 |
| +/- between reporting periods | (810) | (8,965) | 0 | 0 | 0 |
| % chg. between reporting periods | -8.3% | -100.0% | | | |
| <i>% of total</i> | 1.1% | 0.0% | 0.0% | 0.0% | 0.0% |
| Unity Health Plan | | | | | |
| BadgerCare+ | 0 | 0 | 0 | 0 | 0 |
| Total Unity | 0 | 0 | 0 | 0 | 0 |
| +/- between reporting periods | (15,609) | 0 | 0 | 0 | 0 |
| % chg. between reporting periods | -100.0% | | | | |
| <i>% of total</i> | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Gunderson Lutheran Health Plan | | | | | |
| BadgerCare+ | 0 | 0 | 0 | 0 | 0 |
| Total Gunderson | 0 | 0 | 0 | 0 | 0 |
| +/- between reporting periods | (15,909) | 0 | 0 | 0 | 0 |
| % chg. between reporting periods | -100.0% | | | | |
| <i>% of total</i> | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Health Tradition Health Plan | | | | | |
| BadgerCare+ | 0 | 0 | 0 | 0 | 0 |
| Total Health Tradition HP | 0 | 0 | 0 | 0 | 0 |
| +/- between reporting periods | (7,767) | 0 | 0 | 0 | 0 |
| % chg. between reporting periods | -100.0% | | | | |
| <i>% of total</i> | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Community Care Connections of WI⁴ | | | | | |
| LTC | 0 | 0 | 0 | 0 | 0 |
| Total Community Care Connections of WI | 0 | 0 | 0 | 0 | 0 |
| +/- between reporting periods | 0 | 0 | 0 | 0 | 0 |
| % chg. between reporting periods | | | | | |
| <i>% of total</i> | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Continuus⁴ | | | | | |
| LTC | 0 | 0 | 0 | 0 | 0 |
| Total Continuus | 0 | 0 | 0 | 0 | 0 |
| +/- between reporting periods | 0 | 0 | 0 | 0 | 0 |
| % chg. between reporting periods | | | | | |
| <i>% of total</i> | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Western Wisconsin Cares⁴ | | | | | |
| LTC | 0 | 0 | 0 | 0 | 0 |
| Total Western Wisconsin Cares | 0 | 0 | 0 | 0 | 0 |
| +/- between reporting periods | 0 | 0 | 0 | 0 | 0 |
| % chg. between reporting periods | | | | | |
| <i>% of total</i> | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |

| | | | | | |
|---------------------------------------|----------------|----------------|------------------|------------------|------------------|
| Compcare (WellPoint) | | | | | |
| BadgerCare+ | 0 | 0 | 0 | 0 | 0 |
| Total WellPoint | 0 | 0 | 0 | 0 | 0 |
| +/- between reporting periods | 0 | 0 | 0 | 0 | 0 |
| % chg. between reporting periods | | | | | |
| <i>% of total</i> | <i>0.0%</i> | <i>0.0%</i> | <i>0.0%</i> | <i>0.0%</i> | <i>0.0%</i> |
| Northern Bridges | | | | | |
| LTC | 0 | 0 | 0 | 0 | 0 |
| Total Northern Bridges | 0 | 0 | 0 | 0 | 0 |
| +/- between reporting periods | 0 | 0 | 0 | 0 | 0 |
| % chg. between reporting periods | | | | | |
| <i>% of total</i> | <i>0.0%</i> | <i>0.0%</i> | <i>0.0%</i> | <i>0.0%</i> | <i>0.0%</i> |
| Trilogy Health Insurance | | | | | |
| BadgerCare+ | 11,512 | 0 | 0 | 0 | 0 |
| SSI | 0 | 0 | 0 | 0 | 0 |
| Total Trilogy Health Insurance | 11,512 | 0 | 0 | 0 | 0 |
| +/- between reporting periods | 1,847 | -11,512 | 0 | 0 | 0 |
| % chg. between reporting periods | 16.0% | | | | |
| <i>% of total</i> | <i>1.4%</i> | <i>0.0%</i> | <i>0.0%</i> | <i>0.0%</i> | <i>0.0%</i> |
| Totals | | | | | |
| BadgerCare+ | 693,315 | 700,061 | 893,811 | 1,000,343 | 1,037,804 |
| SSI | 53,902 | 54,380 | 57,696 | 60,232 | 61,786 |
| LTC | 52,945 | 54,641 | 55,155 | 56,064 | 56,696 |
| Total BadgerCare+ and SSI | 800,162 | 809,082 | 1,006,662 | 1,116,639 | 1,156,286 |
| +/- between reporting periods | 14,013 | 8,920 | 197,580 | 109,977 | 39,647 |
| % chg. between reporting periods | 1.8% | 1.1% | 24.4% | 10.9% | 3.6% |

1. Enrollment figures do not include Long Term Care, Foster Care, and Special Managed Care (county-run plans) categories.

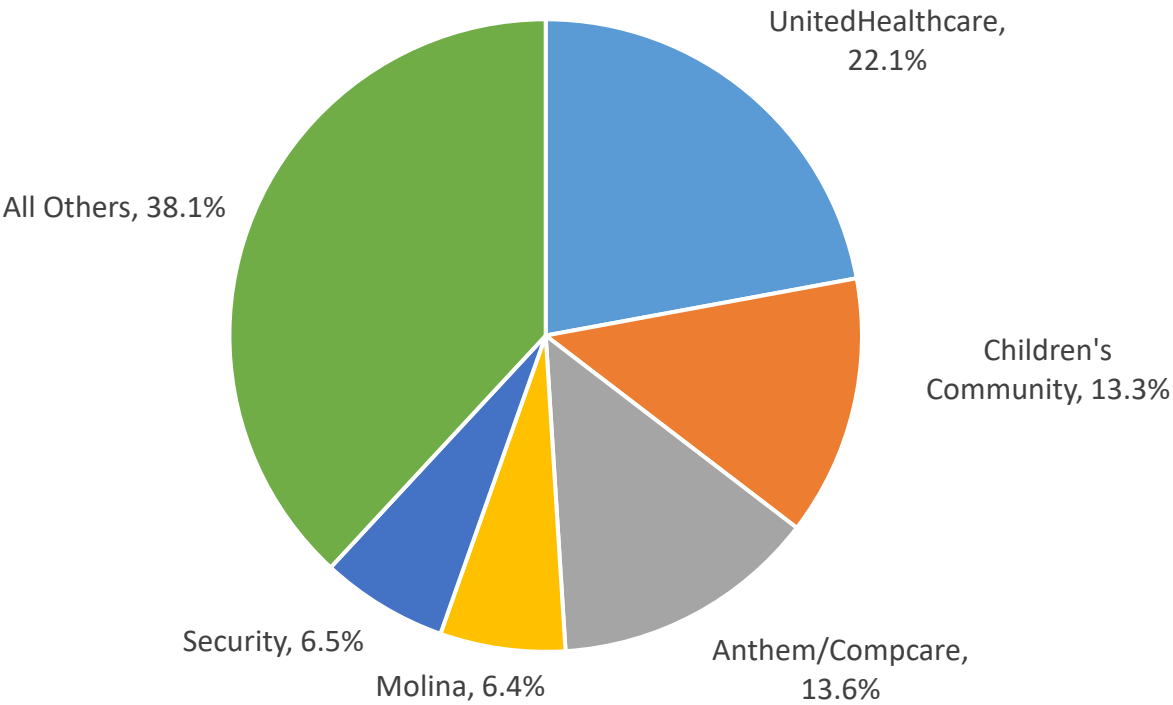
2. WellPoint/Compcare enrollment is included in Anthem enrollment effective 2014.

3. Care Wisconsin merged with and into MyChoice Family Care in December 2019. Trilogy Health Insurance was acquired by My Choice Wisconsin in the summer of 2019.

4. Effective January 1, 2017, Community Care Connections of Wisconsin, Continuous, and Western Wisconsin Cares merged to form Community Link, Inc. Community Link, Inc. was renamed Inclusa, Inc. on September 1, 2017.

Source: WI Dept. of Health Services

Wisconsin Managed Medicaid Market Share by Total Plan Enrollment, June 2022



Source: State of Wisconsin, HMA

6. MEDICAID FEE FOR SERVICE VS. MANAGED CARE PENETRATION

Total Medicaid enrollment in Wisconsin was 1.3 million in 2021. About 84% of Medicaid beneficiaries were enrolled in a managed care plan. The remainder are in fee-for-service Medicaid. Total Medicaid expenditures were \$10.3 billion in 2021, with about 52.3% through managed care and the rest through fee-for-service.

Wisconsin Expenditures and Enrollment for Total Medicaid vs. Medicaid Managed Care, 2014-20

| Year | Total Medicaid Expenditures | Medicaid Managed Care Expenditures ⁽¹⁾ | Medicaid Managed Care Expenditures as % of Total | Total Medicaid/CHIP Enrollment | Medicaid MCO Enrollment | Medicaid MCO Enrollment as % of Total |
|------|-----------------------------|---|--|--------------------------------|-------------------------|---------------------------------------|
| 2021 | \$10,293,593,549 | \$5,384,763,894 | 52.3% | 1,332,720 | 1,119,781 | 84.0% |
| 2020 | \$9,345,285,225 | \$4,695,146,895 | 50.2% | 1,219,693 | 1,006,662 | 82.5% |
| 2019 | \$9,132,546,898 | \$4,335,941,723 | 47.5% | 1,034,978 | 809,082 | 78.2% |
| 2018 | \$8,768,743,868 | \$4,057,607,666 | 46.3% | 1,020,034 | 747,217 | 73.3% |
| 2017 | \$8,049,889,736 | \$3,763,617,270 | 46.8% | 1,034,480 | 735,820 | 71.1% |
| 2016 | \$7,626,998,105 | \$3,678,160,845 | 48.2% | 1,040,474 | 798,613 | 76.8% |
| 2015 | \$7,893,501,866 | \$3,567,845,345 | 45.2% | 1,045,475 | 797,169 | 76.2% |
| 2014 | \$7,396,295,700 | \$3,034,515,246 | 41.0% | 1,042,496 | 772,297 | 74.1% |

(1) Includes evaluation and management, vaccine codes, Community First Choice, and preventive services Grade A or B, ACIP vaccines and their administration, Prepaid Ambulatory Health Plans, and Prepaid Inpatient Health Plans.

Sources: CMS64 for expenditures. CMS for total Medicaid/CHIP enrollment. States, NAIC for Medicaid managed care enrollment.

7. SNPs AND DUAL ELIGIBLES

Wisconsin announced in late 2013 that it was no longer interested in participating in the CMS duals demonstration initiative. The state has a total of 71,718 Special Needs Plan lives in March 2022, almost entirely in Dual SNPs.

Wisconsin SNP Enrollment by Plan, March 2022

| Plan | Total SNPs | DSNPs | CSNPs | ISNPs | Share |
|--------------------------------------|---------------|---------------|--------------|--------------|---------------|
| UnitedHealthcare | 44,407 | 36,757 | 5,566 | 2,084 | 61.9% |
| Humana | 8,916 | 8,916 | | | 12.4% |
| Anthem | 8,148 | 8,148 | | | 11.4% |
| Centene | 3,061 | 3,061 | | | 4.3% |
| Network Health Insurance Corporation | 2,609 | 2,609 | | | 3.6% |
| My Choice Wisconsin | 1,963 | 1,963 | | | 2.7% |
| Molina Healthcare | 1,100 | 1,100 | | | 1.5% |
| Security Health Plan | 993 | 993 | | | 1.4% |
| Community Care | 521 | 521 | | | 0.7% |
| Total | 71,718 | 64,068 | 5,566 | 2,084 | 100.0% |

Source: CMS, HMA