

Florida

1. Medicare Overview for Florida
2. Medicare Advantage Plan Financials
 - a. Florida Medicare Advantage Plan Financials, 2018-19
3. Medicare Advantage Plan Utilization Metrics
 - a. Florida Health Plan Utilization Measures, 2018
4. Medicare Advantage Plan Premiums, Deductibles, STAR Ratings
5. Medicare Advantage Plan Enrollment Update
 - a. Florida Medicare Advantage Enrollment, 2020
 - b. Florida Medicare Enrollment, FFS vs. Medicare Advantage, 2020
6. SNPs and Dual Eligibles
 - a. Florida SNP Enrollment by Plan, November 2020

1. MEDICARE OVERVIEW FOR FLORIDA (UPDATED 3-3-21)

Florida had the nation's second highest Medicare enrollment in 2020 at 4.7 million, with 2.3 million enrolled in a Medicare Advantage plan. About 13% of the state's total Medicare populations is comprised of individuals with disabilities. Florida wasn't involved in the federal Financial Alignment Initiative for Medicare-Medicaid Enrollees. However, the state had nearly 475,000 Special Needs Plan members as of November 2020, of which 393,000 were dual eligibles.

2. MEDICARE ADVANTAGE PLAN FINANCIALS

Medicare Advantage plans in Florida generated total premiums of \$23.3 billion in 2019 and medical costs of \$20.1 billion. Average MLR was 86.1% before reinsurance recoveries.

(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 and other factors.)

Florida Medicare Advantage Plan Financials, 2019

Plan	Publicly Traded	Enrollment	Member Months	PMPM	Premiums Earned (000)	Medical Costs (000)	MLR ⁽¹⁾
Aids Healthcare Foundation	N	1,551	18,419	\$5,130.54	\$94,499	\$86,575	91.6%
Anthem Inc.	Y	239,391	2,874,876	\$1,380.35	\$3,968,321	\$3,406,833	85.9% ⁽²⁾
AvMed Inc.	N	25,150	308,795	\$1,158.73	\$357,809	\$309,397	86.4% ⁽²⁾
BayCare Select	N	4,867	53,461	\$668.65	\$35,747	\$36,198	103.5%
Centene Corp./WellCare	Y	108,759	1,297,237	\$1,203.66	\$1,561,437	\$1,281,805	81.1%
Cigna Corp.	Y	49,669	577,887	\$1,487.73	\$859,739	\$742,876	86.3%
CVS Health Corp./Aetna	Y	51,538	622,174	\$1,344.03	\$836,219	\$705,648	84.4% ⁽²⁾
Devoted Health	N	4,420	40,290	\$1,131.48	\$45,587	\$51,341	112.4%
Doctors Healthcare Plans	N	5,897	59,180	\$1,332.49	\$78,857	\$85,211	107.9%
GuideWell Mutual Holding Corp.	N	163,255	1,897,324	\$914.83	\$1,735,733	\$1,539,866	88.7%
Health First	N	38,336	461,618	\$961.90	\$444,030	\$362,179	81.5%
Humana Inc.	Y	711,571	8,324,777	\$1,159.74	\$9,654,605	\$8,321,805	86% ⁽²⁾
Molina Healthcare Inc.	Y	1,799	23,700	\$1,307.46	\$30,987	\$24,649	79.6%
Solis	N	1,047	7,442	\$1,535.44	\$11,427	\$10,650	92.0%
Ultimate Health Plans Inc.	N	7,743	93,073	\$771.61	\$71,816	\$64,019	89.1%
UnitedHealth Group	Y	250,660	2,972,707	\$1,188.21	\$3,532,196	\$3,052,521	86.4% ⁽²⁾
Total		1,665,653	19,632,960	\$1,187.75	\$23,319,008	\$20,081,572	86.1%

(1) After reinsurance recoveries. (2) Before reinsurance recoveries.

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

Florida Medicare Advantage Plan Financials, 2018

Plan	Publicly Traded	Enrollment	Member Months	PMPM	Premiums Earned (000)	Medical Costs (000)	MLR ⁽¹⁾
Aids Healthcare Foundation	N	1,543	18,567	\$4,757.61	\$88,334	\$88,260	99.9%
Anthem Inc.	Y	244,671	2,826,241	\$1,279.02	\$3,614,818	\$3,027,150	83.7%(2)
AvMed Inc.	N	28,236	344,969	\$1,050.75	\$362,475	\$341,396	94.2%(2)
Centene Corp.	Y	4,910	55,594	\$936.79	\$52,080	\$54,570	104.8%
Cigna Corp.	Y	46,923	565,308	\$1,451.34	\$820,454	\$689,225	83.4%
CVS Health Corp./Aetna	Y	54,681	670,854	\$1,249.72	\$838,378	\$696,754	83.1%(2)
GuideWell Mutual Holding Corp.	N	158,236	1,848,688	\$861.82	\$1,593,240	\$1,441,852	90.8%
Health First	N	38,059	456,749	\$893.69	\$408,192	\$337,714	82.8%
Humana Inc.	Y	646,774	7,696,141	\$1,087.90	\$8,372,665	\$6,996,875	83.6%(2)
Molina Healthcare Inc.	Y	2,417	30,790	\$1,229.56	\$37,858	\$33,361	88.1%
Ultimate Health Plans Inc.	N	6,759	81,534	\$762.91	\$62,203	\$55,919	89.9%
UnitedHealth Group	Y	258,099	2,978,091	\$1,062.56	\$3,164,412	\$2,691,864	85.1%(2)
WellCare	Y	95,724	1,155,652	\$1,088.53	\$1,257,962	\$1,020,961	81.2%(2)
Total		1,587,032	18,729,178	\$1,103.79	\$20,673,071	\$17,475,900	84.3%

(1) After reinsurance recoveries. (2) Before reinsurance recoveries.

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

3. MEDICARE ADVANTAGE PLAN UTILIZATION METRICS

Medicare Advantage plans averaged 16,535 physician visits per 1000 members in 2018 and 1,824 bed days per 1000. Days per admission averaged 6.6.

Florida Medicare Advantage Plan Utilization Measures, 2018

Plan	Physician Visits	Visits Per 000	Inpatient Bed Days	Inpatient Admissions	Bed Days Per 000	Days Per Admission
Aids Healthcare Foundation	8,050	5,203	2,410	466	1,558	5.2
Anthem Inc.	1,967,069	8,352	276,119	81,587	1,172	3.4
AvMed Inc.	0	0	37,621	7,215	1,309	5.2
Centene Corp.	83,654	18,057	12,326	1,550	2,661	8.0
Cigna Corp.	1,048,248	22,252	62,276	11,698	1,322	5.3
CVS Health Corp./Aetna	9,363	167	278	33	5	8.4
GuideWell/BCBS-FL	2,493,976	16,189	228,871	45,833	1,486	5.0
Health First	689,665	18,119	57,849	9,571	1,520	6.0
Humana Inc.	14,148,409	22,061	1,652,804	192,170	2,577	8.6
Molina Healthcare Inc.	37,866	14,758	9,366	1,427	3,650	6.6
Ultimate Health Plans Inc.	211,135	31,074	12,777	2,266	1,880	5.6
UnitedHealth Group	3,982,295	16,046	230,782	42,592	930	5.4
WellCare	1,126,813	11,701	263,727	35,878	2,738	7.4
Total	25,806,543	16,535	2,847,206	432,286	1,824	6.6

Note: Numbers presented are not risk adjusted.

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

4. MEDICARE ADVANTAGE PLAN PREMIUMS, DEDUCTIBLES, STAR RATINGS

Florida's top five Medicare Advantage plans had STAR ratings of 3 to 5 in 2020. Maximum premiums ranged from \$29 per month at CVS Health to \$117 at Humana.

Florida Medicare Advantage Plans Premiums, Deductibles, STAR Ratings, 2020

Plan	Minimum Premium	Maximum Premium	Minimum Drug Deductible	Maximum Drug Deductible	Minimum Star Rating	Maximum Star Rating
Anthem Inc.	0	30	0	435	4 Stars	5 Stars
CVS Health	0	29	0	415	4.5 Stars	4.5 Stars
Humana Inc.	0	117	0	435	3 Stars	5 Stars
UnitedHealth Group Inc.	0	83	0	435	3.5 Stars	4.5 Stars
Centene Corporation	0	90	0	435	3 Stars	4 Stars
Total	0	117	0	435		

Source: CMS

5. MEDICARE ADVANTAGE ENROLLMENT UPDATE

There were 4.7 million Medicare members in Florida in 2020, up 2.1% from 2019. Traditional Medicare accounted for more than half of the total at 51%; however, its share is declining. Medicare Advantage enrollment accounted for 49% of the total at over 2.3 million in 2020, a 7.8% increase compared to year-end 2019. Excluding Prescription Drug Plan and 800 Series enrollment, Medicare Advantage members rose 8.2% to 2.1 million in 2020.

Humana is the largest Medicare Advantage plan in the state, followed by UnitedHealth Group and Anthem.

Florida Medicare Enrollment, FFS vs. Medicare Advantage, 2019-20

Program	2019	2020
Original Medicaid	2,464,617	2,396,055
<i>% y/y between reporting periods</i>		-2.8%
<i>% of total</i>	53.5%	51.0%
Medicare Advantage, Other Plans	2,138,319	2,304,621
<i>% y/y between reporting periods</i>		7.8%
<i>% of total</i>	46.5%	49.0%
Total Medicare	4,602,936	4,700,676
<i>% y/y between reporting periods</i>		2.1%
MA, Other Plans, Excluding PDP, 800 Series	1,949,566	2,108,510
<i>% y/y between reporting periods</i>		8.2%

Source: CMS, HMA

Florida Medicare Advantage Enrollment, 2019-20

Plan Name	2019	2020
Anthem Inc.	238,639	250,190
+/- between reporting periods	NA	11,551
% chg. Between reporting periods	NA	4.8%
% of total	12.2%	11.9%
Centene Corporation	108,560	117,648
+/- between reporting periods	NA	9,088
% chg. Between reporting periods	NA	8.4%
% of total	5.6%	5.6%
CVS Health	96,440	123,205
+/- between reporting periods	NA	26,765
% chg. Between reporting periods	NA	27.8%
% of total	4.9%	5.8%
Humana Inc.	696,780	723,112
+/- between reporting periods	NA	26,332
% chg. Between reporting periods	NA	3.8%
% of total	35.7%	34.3%
UnitedHealth Group, Inc.	523,083	564,934
+/- between reporting periods	NA	41,851
% chg. Between reporting periods	NA	8.0%
% of total	26.8%	26.8%
Total, 5 Top Plans	1,663,502	1,779,089
+/- between reporting periods	NA	115,587
% chg. Between reporting periods	NA	6.9%
% of total	85.3%	84.4%
Total, All Plans	1,949,566	2,108,510
+/- between reporting periods	NA	158,944
% chg. Between reporting periods	NA	8.2%
% of total	100.0%	100.0%

Source: CMS, HMA

6. SNPs AND DUAL ELIGIBLES

Florida had a total of 474,560 Special Needs Plan members as of November 2020, of which 392,855 were dual eligibles. Humana and UnitedHealthcare control over half of the SNP market, with 29.4% and 27.5%, respectively. The state wasn't involved in a dual demonstration.

Florida SNP Enrollment by Plan, November 2020

Plan	Total SNPs	DSNPs	CSNPs	ISNPs	Share
Humana	139,748	136,988	2,760		29.4%
UnitedHealthcare	130,574	121,725	3,821	5,028	27.5%
Anthem	123,569	58,721	64,509	339	26.0%
Centene	45,643	44,464	1,179		9.6%
CVS/Aetna	19,224	19,224			4.1%
Doctors Healthcare	3,328	3,143	185		0.7%
BCBS FL	2,616	2,616			0.6%
Ultimate Health Plans	2,050		2,050		0.4%
CIGNA	1,965	1,965			0.4%
Molina Healthcare	1,729	1,729			0.4%
AIDS Healthcare Foundation	1,516		1,516		0.3%
MMM Healthcare, Inc.	1,340	1,340			0.3%
Solis Health Plans	940	940			0.2%
Longevity Health Plan	318			318	0.1%
Totals	474,560	392,855	76,020	5,685	100%

Source: CMS, HMA