

# Michigan

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## 1. MEDICARE OVERVIEW FOR MICHIGAN (UPDATED 3-8-21)

Michigan Medicare enrollment was about 2.1 million in 2019, with just over 1 million enrolled in a Medicare Advantage plan. About 16% of the state's total Medicare populations is comprised of individuals with disabilities. Enrollment in Michigan's dual demonstration, MI Health Link, increased 6.6% in 2020 to nearly 40,000 members. The state also had nearly 46,000 members as of November 2020.

## 2. MEDICARE ADVANTAGE PLAN FINANCIALS

Medicare Advantage plans in Michigan generated total premiums of \$9.1 billion in 2019 and medical costs of nearly \$8 billion. Average MLR was 87.2% 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.)**

### Michigan Medicare Advantage Plan Financials, 2019

Plan	Publicly Traded	Enrollment	Member Months	PMPM	Premiums Earned (000)	Medical Costs (000)	MLR <sup>(1)</sup>
Blue Cross Blue Shield of MI	N	354,922	4,225,680	\$1,053.86	\$4,453,290	\$3,900,491	87.6%
Priority Health	N	161,233	1,898,742	\$841.18	\$1,597,183	\$1,428,925	89.5%
Humana Inc.	Y	76,380	907,724	\$1,032.92	\$937,609	\$755,317	80.6% <sup>(2)</sup>
Health Alliance Plan of MI	Y	72,074	852,841	\$1,067.45	\$910,362	\$842,642	92.8%
Molina Healthcare Inc.	Y	24,081	281,840	\$1,605.40	\$452,466	\$350,034	77.4%
Centene Corporation/WellCare	Y	26,376	300,239	\$1,272.57	\$382,075	\$348,658	91.3% <sup>(2)</sup>
CVS Health/Aetna Better Health	Y	7,620	85,299	\$1,881.31	\$160,474	\$123,191	76.8%
Upper Peninsula Health Plan LLC	Y	4,964	57,513	\$1,722.65	\$99,074	\$93,190	91.5%
Independence/AmeriHealth MI	Y	2,965	33,609	\$1,983.92	\$66,678	\$63,175	94.8%
ProMedica/Paramount	N	2,123	25,323	\$959.49	\$24,297	\$21,650	89.1%
UnitedHealth Group	Y	3,926	39,155	\$1,198.97	\$46,946	\$39,683	84.5% <sup>(2)</sup>
<b>Total</b>		<b>736,664</b>	<b>8,707,965</b>	<b>\$1,048.52</b>	<b>\$9,130,453</b>	<b>\$7,966,956</b>	<b>87.2%</b>

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

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

### Michigan Medicare Advantage Plan Financials, 2018

Plan	Publicly Traded	Enrollment	Member Months	PMPM	Premiums Earned (000)	Medical Costs (000)	MLR <sup>(1)</sup>
Blue Cross Blue Shield of MI	N	348,238	4,175,988	\$1,006.62	\$4,203,620	\$3,713,919	88.4%
Priority Health	N	150,324	1,762,951	\$818.88	\$1,443,648	\$1,277,561	88.5%
Humana Inc.	Y	73,529	876,229	\$925.13	\$810,629	\$647,969	79.9% <sup>(2)</sup>
Health Alliance Plan of MI	Y	66,202	796,025	\$1,042.92	\$830,188	\$758,782	91.2%
Molina Healthcare Inc.	Y	23,217	271,739	\$1,508.12	\$409,816	\$322,226	78.6%
Centene Corporation/WellCare	Y	21,548	242,721	\$1,287.43	\$312,486	\$245,286	78.5% <sup>(2)</sup>
CVS Health/Aetna Better Health	Y	7,047	88,477	\$1,748.43	\$154,696	\$125,827	81.3%
Upper Peninsula Health Plan LLC	Y	4,771	59,088	\$1,671.86	\$98,787	\$100,266	100.3%
Independence/AmeriHealth MI	Y	2,892	38,379	\$1,969.72	\$75,596	\$71,623	94.5%
ProMedica/Paramount	N	2,012	24,406	\$937.96	\$22,892	\$19,208	83.9%
UnitedHealth Group	Y	1,251	13,396	\$1,156.93	\$15,498	\$9,750	62.9% <sup>(2)</sup>
Total Health Care Inc.	N	234	0	NA	\$267	\$189	70.8%
Trusted Health Plans Inc.	Y	4	115	\$280.60	\$32	\$51	159.5%
<b>Total</b>		<b>701,269</b>	<b>8,349,514</b>	<b>\$1,003.43</b>	<b>\$8,378,155</b>	<b>\$7,292,657</b>	<b>87.0%</b>

(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 15,819 physician visits per 1000 members in 2018 and 2,140 bed days per 1000. Days per admission averaged 7.7.

### Michigan Medicare Advantage Plan Utilization Measures, 2018

Plan	Physician Visits	Visits Per 000	Inpatient Bed Days	Inpatient Admissions	Bed Days Per 000	Days Per Admission
Blue Cross Blue Shield of MI	1,090,230	3,133	103,932	20,079	299	5
Priority Health	3,136,203	21,347	233,713	36,537	1,591	6
Humana Inc.	1,415,752	19,389	207,438	22,136	2,841	9
Health Alliance Plan of MI	748,524	11,284	150,091	19,274	2,263	8
Molina Healthcare Inc.	335,421	14,812	120,218	6,449	5,309	19
Centene Corporation/WellCare	485,637	51,299	31,802	5,436	2,888	5
CVS Health Corp.	131,094	17,780	9,950	1,789	1,350	6
Upper Peninsula Health Plan LLC	50,994	10,356	5,220	1,148	1,060	5
Independence Health Group Inc.	69,820	21,831	10,081	1,495	3,152	7
ProMedica	4,680	2,301	5,115	464	2,515	11
UnitedHealth Group	17,841	15,982	1,409	206	1,262	7
Total Health Care Inc.	3,998	NA	560	83	NA	7
Trusted Health Plans Inc.	3	313	11	2	1,148	6
<b>Total</b>	<b>7,490,197</b>	<b>15,819</b>	<b>879,540</b>	<b>115,098</b>	<b>2,140</b>	<b>7.7</b>

Note: Numbers presented are not risk adjusted.

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

## 4. MEDICARE ADVANTAGE PLAN PREMIUMS, DEDUCTIBLES, STAR RATINGS

Michigan's top five Medicare Advantage plans had STAR ratings of 3.0 to 4.5 in 2020. Maximum premium ranged from \$47 per month at Centene to \$313 at Blue Cross Blue Shield of Michigan.

Michigan 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
BCBS of Michigan	0	313	0	250	3.5 Stars	4 Stars
Centene	0	47	0	435	3 Stars	3 Stars
Henry Ford Health System	0	181	0	435	3.5 Stars	4 Stars
Humana	0	120	0	435	3 Stars	4 Stars
Priority Health	0	205	0	435	4 Stars	4.5 Stars
<b>Total</b>	<b>0</b>	<b>313</b>	<b>0</b>	<b>435</b>		

Source: CMS

## 5. MEDICARE ADVANTAGE ENROLLMENT UPDATE

There were nearly 2.1 million Medicare members in Michigan in 2020, up 1.1% from 2019. Traditional Medicare accounted for more than half of the total at 51.7%; however, its share is declining. Medicare Advantage enrollment accounted for 48.3% of the total at just over 1 million, an 15.6% increase in 2020 compared to year-end 2019. Excluding Prescription Drug Plan and 800 Series enrollment, Medicare Advantage members rose 17.2% to 555,339 in 2020.

Priority Health is the largest Medicare Advantage plan in the state, followed by Blue Cross Blue Shield of Michigan and Humana.

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

Program	2019	2020
<b>Original Medicaid</b>	<b>1,204,173</b>	<b>1,089,598</b>
<i>% y/y between reporting periods</i>		<i>-9.5%</i>
<i>% of total</i>	<i>57.7%</i>	<i>51.7%</i>
<b>Medicare Advantage, Other Plans</b>	<b>881,978</b>	<b>1,019,849</b>
<i>% y/y between reporting periods</i>		<i>15.6%</i>
<i>% of total</i>	<i>42.3%</i>	<i>48.3%</i>
<b>Total Medicare</b>	<b>2,086,151</b>	<b>2,109,447</b>
<i>% y/y between reporting periods</i>		<i>1.1%</i>
<b>MA, Other Plans, Excluding PDP, 800 Series</b>	<b>473,919</b>	<b>555,339</b>
<i>% y/y between reporting periods</i>		<i>17.2%</i>

Source: CMS, HMA

## Michigan Medicare Advantage Enrollment, 2019-20

Plan Name	2019	2020
<b>Blue Cross Blue Shield of Michigan</b>	<b>141,958</b>	<b>143,682</b>
<i>+/- between reporting periods</i>	NA	1,724
<i>% chg. Between reporting periods</i>	NA	1.2%
<i>% of total</i>	30.0%	25.9%
<b>Centene Corporation</b>	<b>26,047</b>	<b>35,532</b>
<i>+/- between reporting periods</i>	NA	9,485
<i>% chg. Between reporting periods</i>	NA	36.4%
<i>% of total</i>	5.5%	6.4%
<b>Henry Ford Health System</b>	<b>33,006</b>	<b>38,823</b>
<i>+/- between reporting periods</i>	NA	5,817
<i>% chg. Between reporting periods</i>	NA	17.6%
<i>% of total</i>	7.0%	7.0%
<b>Humana Inc.</b>	<b>70,130</b>	<b>89,276</b>
<i>+/- between reporting periods</i>	NA	19,146
<i>% chg. Between reporting periods</i>	NA	27.3%
<i>% of total</i>	14.8%	16.1%
<b>Priority Health</b>	<b>134,469</b>	<b>159,880</b>
<i>+/- between reporting periods</i>	NA	25,411
<i>% chg. Between reporting periods</i>	NA	18.9%
<i>% of total</i>	28.4%	28.8%
<b>Total, 5 Top Plans</b>	<b>405,610</b>	<b>467,193</b>
<i>+/- between reporting periods</i>	NA	61,583
<i>% chg. Between reporting periods</i>	NA	15.2%
<i>% of total</i>	85.6%	84.1%
<b>Total, All Plans</b>	<b>473,919</b>	<b>555,339</b>
<i>+/- between reporting periods</i>	NA	81,420
<i>% chg. Between reporting periods</i>	NA	17.2%
<i>% of total</i>	100.0%	100.0%

Source: CMS, HMA

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## 6. SNPs AND DUAL ELIGIBLES

There are 39,799 individuals enrolled in Michigan's dual demonstration, MI Health Link, as of year-end 2020, representing a 6.6% increase since 2019. The Michigan Department of Health and Human Services began passively enrolling certain duals into Integrated Care Organizations on a monthly basis effective June 1, 2016.

The dual demonstration in Michigan is open to all dual eligibles in the four regions who are 21 years of age or older and receive full Medicare and Medicaid benefits. This includes dual eligibles who are eligible for Medicaid through expanded financial eligibility limits under a 1915(c) waiver or who reside in a nursing facility and have a monthly patient pay amount.

Dual eligibles enrolled in the MI Choice waiver program, Money Follows the Person (MFP) program, or covered under the Program for All-inclusive Care for the Elderly (PACE), are eligible to participate in the demonstration, but are excluded from the passive enrollment process; they must opt-in to participate. As part of the opt-in process, a dual eligible must disenroll from MI Choice, MFP, or PACE.

The state initially awarded its duals demo contracts to eight health plans; however, United dropped out before enrollment began.

Michigan had nearly 46,000 SNP members as of November 2020.

Michigan Dual Demo Plan Enrollment, 2015-20

Health Plan	2015	2016	2017	2018	2019	2020
<b>Aetna/CVS Health</b>	<b>5,980</b>	<b>7,093</b>	<b>7,328</b>	<b>6,589</b>	<b>7,384</b>	<b>7,684</b>
<i>+/- between reporting periods</i>		1,113	235	(739)	795	300
<i>% chg. between reporting periods</i>		18.6%	3.3%	-10.1%	12.1%	4.1%
<i>% of total</i>	17.2%	19.3%	19.0%	19.0%	19.8%	19.3%
<b>AmeriHealth Michigan</b>	<b>3,225</b>	<b>3,277</b>	<b>3,236</b>	<b>2,668</b>	<b>2,856</b>	<b>2,976</b>
<i>+/- between reporting periods</i>		52	(41)	(568)	188	120
<i>% chg. between reporting periods</i>		1.6%	-1.3%	-17.6%	7.0%	4.2%
<i>% of total</i>	9.3%	8.9%	8.4%	7.7%	7.7%	7.5%
<b>Centene(Michigan Complete Health)/Meridian <sup>(1)</sup></b>	<b>2,899</b>	<b>1,978</b>	<b>2,445</b>	<b>2,192</b>	<b>2,528</b>	<b>8,054</b>
<i>+/- between reporting periods</i>		(921)	467	(253)	336	5,526
<i>% chg. between reporting periods</i>		-31.8%	23.6%	-10.3%	15.3%	218.6%
<i>% of total</i>	8.3%	5.4%	6.3%	6.3%	6.8%	20.2%
<b>HAP Midwest Health Plan</b>	<b>5,360</b>	<b>5,074</b>	<b>4,784</b>	<b>4,375</b>	<b>4,457</b>	<b>4,556</b>
<i>+/- between reporting periods</i>		(286)	(290)	(409)	82	99
<i>% chg. between reporting periods</i>		-5.3%	-5.7%	-8.5%	1.9%	2.2%
<i>% of total</i>	15.4%	13.8%	12.4%	12.6%	11.9%	11.4%
<b>Meridian <sup>(1)</sup></b>	<b>4,801</b>	<b>5,333</b>	<b>5,581</b>	<b>4,897</b>	<b>4,983</b>	<b>0</b>
<i>+/- between reporting periods</i>		532	248	(684)	86	(4,983)
<i>% chg. between reporting periods</i>		11.1%	4.7%	-12.3%	1.8%	-100.0%
<i>% of total</i>	13.8%	14.5%	14.5%	14.1%	13.4%	0.0%
<b>Molina Healthcare</b>	<b>8,848</b>	<b>10,066</b>	<b>10,814</b>	<b>9,979</b>	<b>11,138</b>	<b>12,350</b>
<i>+/- between reporting periods</i>		1,218	748	(835)	1,159	1,212
<i>% chg. between reporting periods</i>		13.8%	7.4%	-7.7%	11.6%	10.9%
<i>% of total</i>	25.4%	27.3%	28.1%	28.8%	29.8%	31.0%
<b>Upper Peninsula Health Plan</b>	<b>3,745</b>	<b>4,016</b>	<b>4,321</b>	<b>3,955</b>	<b>3,975</b>	<b>4,179</b>
<i>+/- between reporting periods</i>		271	305	(366)	20	204
<i>% chg. between reporting periods</i>		7.2%	7.6%	-8.5%	0.5%	5.1%
<i>% of total</i>	10.7%	10.9%	11.2%	11.4%	10.7%	10.5%
<b>Total Michigan</b>	<b>34,858</b>	<b>36,837</b>	<b>38,509</b>	<b>34,655</b>	<b>37,321</b>	<b>39,799</b>
<i>+/- between reporting periods</i>		1,979	1,672	(3,854)	2,666	2,478
<i>% chg. between reporting periods</i>		5.7%	4.5%	-10.0%	7.7%	6.6%

(1) Centene acquired WellCare in 2020

Source: Michigan Dept. of Health & Human Services, HMA



## Michigan SNP Enrollment by Plan, November 2020

Plan	Total SNPs	DSNPs	CSNPs	ISNPs	Share
Molina Healthcare	14,099	14,099	0	0	30.7%
Centene	11,099	11,038	61	0	24.2%
Humana	10,970	10,970	0	0	23.9%
UnitedHealthcare	6,011	6,011	0	0	13.1%
Priority Health Choice	3,484	3,484	0	0	7.6%
Align Senior Care	151	0	13	138	0.3%
Health Alliance Plan of MI	100	100	0	0	0.2%
<b>Total</b>	<b>45,914</b>	<b>45,702</b>	<b>74</b>	<b>138</b>	<b>100%</b>

*Source: CMS, HMA*