

North Carolina

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

1. MEDICARE OVERVIEW FOR NORTH CAROLINA (UPDATED 3-10-21)

North Carolina Medicare enrollment was about 2 million in 2020, with about 836,000 enrolled in a Medicare Advantage plan. About 16% of the state's total Medicare populations is comprised of individuals with disabilities. North Carolina wasn't involved in a dual demonstration. However, the state had over 100,000 Special Needs Plan members as of November 2020.

2. MEDICARE ADVANTAGE PLAN FINANCIALS

Medicare Advantage plans in North Carolina generated total premiums of \$7.6 billion in 2019 and medical costs of \$6.4 billion. Average MLR was 84.0% 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.)

North Carolina Medicare Advantage Plan Financials, 2019

| Plan | Publicly Traded | Enrollment | Member Months | PMPM | Premiums Earned (000) | Medical Costs (000) | MLR ⁽¹⁾ |
|-----------------------------------------|-----------------|----------------|------------------|-----------------|-----------------------|---------------------|-----------------------|
| UnitedHealth Group | Y | 346,240 | 4,085,225 | \$1,072.82 | \$4,382,728 | \$3,625,591 | 82.7% ⁽²⁾ |
| Humana Inc. | Y | 199,048 | 2,301,119 | \$905.09 | \$2,082,727 | \$1,759,306 | 84.5% ⁽²⁾ |
| BCBS-NC | N | 65,992 | 795,453 | \$926.64 | \$737,100 | \$628,908 | 85.3% |
| Care N' Cares Insurance Co. of NC, Inc. | Y | 15,236 | 180,606 | \$835.12 | \$150,828 | \$141,417 | 93.9% |
| FirstCarolinaCare Insurance Co. | N | 6,911 | 83,837 | \$923.43 | \$77,417 | \$69,250 | 89.5% |
| Cigna Corporation | Y | 6,385 | 74,635 | \$885.94 | \$66,122 | \$55,993 | 84.7% |
| CVS Health/Aetna | Y | 5,177 | 61,826 | \$712.63 | \$44,059 | \$50,628 | 114.9% ⁽²⁾ |
| Gateway Health | N | 1,116 | 15,730 | \$1,208.87 | \$19,016 | \$18,343 | 96.5% ⁽²⁾ |
| Liberty Advantage LLC | Y | 680 | 8,288 | \$2,118.77 | \$17,560 | \$15,257 | 86.4% |
| Centene/WellCare | Y | 1,128 | 12,067 | \$943.85 | \$11,389 | \$8,329 | 73.1% ⁽²⁾ |
| PruittHealth Premier NC LLC | N | 224 | 2,506 | \$2,091.37 | \$5,241 | \$4,238 | 80.9% ⁽²⁾ |
| Lasso Healthcare Insurance Co. | N | 116 | 1,256 | \$561.00 | \$705 | \$481 | 68.2% ⁽²⁾ |
| Total | | 648,253 | 7,622,548 | \$996.37 | \$7,594,892 | \$6,377,740 | 84.0% |

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

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

North Carolina Medicare Advantage Plan Financials, 2018

| Plan | Publicly Traded | Enrollment | Member Months | PMPM | Premiums Earned (000) | Medical Costs (000) | MLR ⁽¹⁾ |
|-----------------------------------------|--------------------|----------------|------------------|-----------------|-----------------------------|------------------------|-----------------------|
| UnitedHealth Group | Y | 323,622 | 3,748,074 | \$1,012.15 | \$3,793,602 | \$3,128,192 | 82.5% ⁽²⁾ |
| Humana Inc. | Y | 166,188 | 1,971,055 | \$862.36 | \$1,699,765 | \$1,393,326 | 82.0% ⁽²⁾ |
| BCBS-NC | N | 72,042 | 877,785 | \$902.68 | \$792,362 | \$648,022 | 81.7% |
| Care N' Cares Insurance Co. of NC, Inc. | Y | 14,664 | 172,616 | \$746.23 | \$128,811 | \$117,205 | 90.9% |
| FirstCarolinaCare Insurance Co. | N | 7,359 | 88,957 | \$876.46 | \$77,968 | \$69,693 | 89.5% |
| Cigna Corporation | Y | 5,877 | 70,240 | \$896.69 | \$62,984 | \$50,733 | 80.5% |
| CVS Health/Aetna | Y | 5,491 | 65,645 | \$805.09 | \$52,850 | \$44,044 | 83.3% ⁽²⁾ |
| Gateway Health | N | 4,250 | 51,655 | \$858.24 | \$44,333 | \$39,719 | 89.6% ⁽²⁾ |
| Liberty Advantage LLC | Y | 695 | 7,503 | \$2,044.97 | \$15,343 | \$13,422 | 87.4% |
| Centene/WellCare | Y | 618 | 5,890 | \$882.20 | \$5,196 | \$4,078 | 78.5% ⁽²⁾ |
| Fresenius Health Plans of NC, Inc. | Y | 195 | 2,159 | \$6,754.09 | \$14,582 | \$15,241 | 104.5% ⁽²⁾ |
| Total | | 601,001 | 7,061,579 | \$947.07 | \$6,687,796 | \$5,523,675 | 82.6% |

(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 15,985 physician visits per 1000 members in 2018 and 2,253 bed days per 1000. Days per admission averaged 6.5.

North Carolina Medicare Advantage Plan Utilization Measures, 2018

| Plan | Physician Visits | Visits Per 000 | Inpatient Bed Days | Inpatient Admissions | Bed Days Per 000 | Days Per Admission |
|-----------------------------------------|------------------|----------------|--------------------|----------------------|------------------|--------------------|
| UnitedHealth Group | 4,782,400 | 15,312 | 339,594 | 64,935 | 1,087 | 5.2 |
| Humana Inc. | 3,118,949 | 18,989 | 394,676 | 43,804 | 2,403 | 9.0 |
| Blue Cross North Carolina | 1,192,608 | 16,304 | 148,657 | 21,379 | 2,032 | 7.0 |
| FirstCarolinaCare Insurance Co. | 204,010 | 27,520 | 11,371 | 1,741 | 1,534 | 6.5 |
| Cigna Corporation | 113,989 | 19,474 | 7,879 | 1,421 | 1,346 | 5.5 |
| CVS Health Corporation | 97,859 | 17,889 | 5,916 | 633 | 1,081 | 9.3 |
| Gateway Health | 36,392 | 8,454 | 10,436 | 1,576 | 2,424 | 6.6 |
| Care N' Cares Insurance Co. of NC, Inc. | 35,897 | 2,496 | 11,238 | 2,379 | 781 | 4.7 |
| Liberty Advantage LLC | 6,850 | 10,956 | 434 | 145 | 694 | 3.0 |
| Centene/WellCare | 5,072 | 10,333 | 1,165 | 169 | 2,374 | 6.9 |
| Fresenius Health Plans of NC, Inc. | 5,058 | 28,113 | 1,623 | 200 | 9,021 | 8.1 |
| Total | 9,599,084 | 15,985 | 932,989 | 138,382 | 2,253 | 6.5 |

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

4. MEDICARE ADVANTAGE PLAN PREMIUMS, DEDUCTIBLES, STAR RATINGS

North Carolina's top five Medicare Advantage plans had STAR ratings of 3.5 to 4.5 in 2020. Maximum premium ranged from \$44 per month at CVS Health to \$195 at UnitedHealth Group.

North Carolina 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 North Carolina | 0 | 75 | 0 | 375 | 3.5 Stars | 3.5 Stars |
| CVS Health | 0 | 44 | 0 | 275 | 3.5 Stars | 4.5 Stars |
| Humana | 0 | 134 | 0 | 435 | 3.5 Stars | 4.5 Stars |
| Moses H. Cone Memorial Hospital | 0 | 60 | 0 | 0 | 4 Stars | 4 Stars |
| UnitedHealth Group | 0 | 195 | 0 | 435 | 4 Stars | 4.5 Stars |
| Total | 0 | 195 | 0 | 435 | | |

Source: CMS

5. MEDICARE ADVANTAGE ENROLLMENT UPDATE

There were about 2 million Medicare members in North Carolina in 2020, up 2.0% from 2019. Traditional Medicare accounted for more than half of the total at 59.1%; however, its share is declining. Medicare Advantage enrollment accounted for 40.9% of the total at about 836,000 in 2020, an 11.4% increase compared to year-end 2019. Excluding Prescription Drug Plan and 800 Series enrollment, Medicare Advantage members rose 15.0% to 635,158 in 2020.

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

North Carolina Medicare Enrollment, FFS vs. Medicare Advantage, 2019-20

| Program | 2019 | 2020 |
|---------------------------------------------------|------------------|------------------|
| Original Medicaid | 1,254,365 | 1,209,609 |
| <i>% y/y between reporting periods</i> | | -3.6% |
| <i>% of total</i> | 62.6% | 59.1% |
| Medicare Advantage, Other Plans | 750,635 | 836,261 |
| <i>% y/y between reporting periods</i> | | 11.4% |
| <i>% of total</i> | 37.4% | 40.9% |
| Total Medicare | 2,005,000 | 2,045,870 |
| <i>% y/y between reporting periods</i> | | 2.0% |
| MA, Other Plans, Excluding PDP, 800 Series | 552,420 | 635,158 |
| <i>% y/y between reporting periods</i> | | 15.0% |

Source: CMS, HMA

North Carolina Medicare Advantage Enrollment, 2019-20

| Plan Name | 2019 | 2020 |
|-----------------------------------------------------|----------------|----------------|
| Blue Cross and Blue Shield of North Carolina | 64,867 | 68,460 |
| +/- between reporting periods | NA | 3,593 |
| % chg. Between reporting periods | NA | 5.5% |
| % of total | 11.7% | 10.8% |
| CVS Health | 100,122 | 106,100 |
| +/- between reporting periods | NA | 5,978 |
| % chg. Between reporting periods | NA | 6.0% |
| % of total | 18.1% | 16.7% |
| Humana | 177,962 | 187,389 |
| +/- between reporting periods | NA | 9,427 |
| % chg. Between reporting periods | NA | 5.3% |
| % of total | 32.2% | 29.5% |
| Moses H. Cone Memorial Hospital Corporation | 15,185 | 15,945 |
| +/- between reporting periods | NA | 760 |
| % chg. Between reporting periods | NA | 5.0% |
| % of total | 2.7% | 2.5% |
| UnitedHealth Group | 177,032 | 228,830 |
| +/- between reporting periods | NA | 51,798 |
| % chg. Between reporting periods | NA | 29.3% |
| % of total | 32.0% | 36.0% |
| Total, 5 Top Plans | 535,168 | 606,724 |
| +/- between reporting periods | NA | 71,556 |
| % chg. Between reporting periods | NA | 13.4% |
| % of total | 96.9% | 95.5% |
| Total, All Plans | 552,420 | 635,158 |
| +/- between reporting periods | NA | 82,738 |
| % chg. Between reporting periods | NA | 15.0% |
| % of total | 100.0% | 100.0% |

Source: CMS, HMA

6. SNPs AND DUAL ELIGIBLES

North Carolina had a total of 102,925 Special Needs Plan members as of November 2020, of which 98,301 were dual eligibles. UnitedHealthcare and Humana control over 90% of the market, with 77.6% and 18.7%, respectively. The state wasn't involved in a dual demonstration.

North Carolina SNP Enrollment by Plan, November 2020

| Plan | Total SNPs | DSNPs | CSNPs | ISNPs | Share |
|-------------------------------|----------------|---------------|------------|--------------|---------------|
| UnitedHealthcare ¹ | 79,887 | 76,444 | | 3,443 | 77.6% |
| Humana | 19,232 | 19,232 | | | 18.7% |
| CIGNA | 1,292 | 1,292 | | | 1.3% |
| Centene | 736 | 736 | | | 0.7% |
| CVS Health | 597 | 597 | | | 0.6% |
| Liberty Advantage | 588 | | | 588 | 0.6% |
| Care N' Care | 399 | | 399 | | 0.4% |
| PruittHealth Premier | 194 | | | 194 | 0.2% |
| Total | 102,925 | 98,301 | 399 | 4,225 | 100.0% |

¹ UnitedHealthcare DSNP enrollment includes members from Virginia

Source: CMS, HMA