

Tennessee

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

1. MEDICARE OVERVIEW FOR TENNESSEE (UPDATED 3-12-21)

Tennessee Medicare enrollment was about 1.4 million in 2019, with just over 594,000 enrolled in a Medicare Advantage plan. About 18% of the state's total Medicare populations is comprised of individuals with disabilities. Tennessee wasn't involved in a dual demonstration. However, the state had just over 121,000 Special Needs Plan members as of November 2020.

2. MEDICARE ADVANTAGE PLAN FINANCIALS

Medicare Advantage plans in Tennessee generated total premiums of \$6.7 billion in 2019 and medical costs of \$5.5 billion. Average MLR was 82.1% after 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.)

Tennessee Medicare Advantage Plan Financials, 2019

Plan	Publicly Traded	Enrollment	Member Months	PMPM	Premiums Earned (000)	Medical Costs (000)	MLR ⁽¹⁾
Anthem, Inc.	Y	19,356	201,045	\$1,239.16	\$249,126	\$202,008	81.1% ⁽²⁾
BCBS-TN	N	149,657	1,773,121	\$954.80	\$1,692,980	\$1,469,655	86.8%
Bright Health	N	40	338	\$680.88	\$230	\$238	106.6%
Centene/WellCare	Y	9,049	115,722	\$1,042.18	\$120,603	\$94,133	78.1% ⁽²⁾
Cigna/HealthSpring	Y	75,741	920,806	\$1,094.28	\$1,007,617	\$817,342	81.1% ⁽²⁾
Clover Insurance	N	18	216	\$650.21	\$140	\$30	21.7% ⁽²⁾
CVS Health/Aetna	Y	3	53	NA	NA	NA	NA
Humana Inc.	Y	147,454	1,735,349	\$1,048.75	\$1,819,947	\$1,453,412	79.9% ⁽²⁾
NHC Advantage LLC	N	2,775	11,198	\$2,014.27	\$22,556	\$19,604	86.9% ⁽²⁾
UnitedHealth Group	Y	117,015	1,392,722	\$1,271.44	\$1,770,759	\$1,431,998	80.9% ⁽²⁾
Total		521,108	6,150,570	\$1,086.72	\$6,683,959	\$5,488,420	82.1%

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

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

Tennessee Medicare Advantage Plan Financials, 2018

Plan	Publicly Traded	Enrollment	Member Months	PMPM	Premiums Earned (000)	Medical Costs (000)	MLR ⁽¹⁾
Anthem, Inc.	Y	11,782	140,410	\$1,119.95	\$157,252	\$133,392	84.8% ⁽²⁾
BCBS-TN	N	140,036	1,657,889	\$923.34	\$1,530,791	\$1,249,365	81.6%
Centene/WellCare	Y	11,409	138,991	\$989.79	\$137,572	\$107,091	77.8% ⁽²⁾
Cigna/HealthSpring	Y	77,469	936,743	\$1,043.82	\$977,789	\$768,991	78.6% ⁽²⁾
CVS Health/Aetna	Y	133	1,661	\$859.72	\$1,428	\$1,007	70.5% ⁽²⁾
Humana Inc.	Y	144,722	1,738,593	\$966.27	\$1,679,958	\$1,328,608	79.1% ⁽²⁾
UnitedHealth Group	Y	110,268	1,255,677	\$1,175.89	\$1,476,537	\$1,169,236	79.2% ⁽²⁾
Total		495,819	5,869,964	\$1,015.56	\$5,961,327	\$4,757,690	80.2%

(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 21,079 physician visits per 1000 members in 2018 and 2,376 bed days per 1000. Days per admission averaged 8.4.

Tennessee Medicare Advantage Plan Utilization Measures, 2018

Plan	Physician Visits	Visits Per 000	Inpatient Bed Days	Inpatient Admissions	Bed Days Per 000	Days Per Admission
Humana Inc.	3,166,368	21,855	395,748	40,107	2,732	9.9
Blue Cross Blue Shield of TN	3,521,355	25,488	289,897	31,198	2,098	9.3
UnitedHealth Group	2,493,900	23,833	253,238	36,604	2,420	6.9
Cigna Corporation	1,708,048	21,881	176,348	23,264	2,259	7.6
Anthem, Inc.	184,619	15,778	27,017	3,810	2,309	7.1
Centene/WellCare	147,863	12,766	38,381	4,493	3,314	8.5
CVS Health Corporation	3,592	25,951	27,153	22	1,503	9.5
Total	11,225,745	21,079	1,207,782	139,498	2,376	8.4

Note: Numbers presented are not risk adjusted.

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

4. MEDICARE ADVANTAGE PLAN PREMIUMS, DEDUCTIBLES, STAR RATINGS

Tennessee's top five Medicare Advantage plans had STAR ratings of 3.5 to 5.0 in 2019. Maximum premium ranged from \$31 per month at Anthem, Inc. to \$221 at Blue Cross Blue Shield of Tennessee.

Tennessee 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	29	0	435	3 Stars	3 Stars
BCBS of TN	0	220	0	435	4 Stars	4 Stars
Cigna Corp.	0	79	0	435	4.5 Stars	4.5 Stars
Humana, Inc.	0	108	0	435	3.5 Stars	4.5 Stars
UnitedHealth Group, Inc.	0	43	0	435	3.5 Stars	4.5 Stars
Total	0	220	0	435		

Source: CMS

5. MEDICARE ADVANTAGE ENROLLMENT UPDATE

There were nearly 1.4 million Medicare members in Tennessee in 2020, up 1.5% from 2019. Traditional Medicare accounted for more than half of the total at 57.2%; however, its share is declining. Medicare Advantage enrollment accounted for 42.8% of the total at just over 594,000 in 2020, an 8.0% increase compared to year-end 2019. Excluding Prescription Drug Plan and 800 Series enrollment, Medicare Advantage members rose 8.4% to 550,962 in 2020.

Blue Cross Blue Shield of Tennessee is the largest Medicare Advantage plan in the state, followed by Humana and UnitedHealth Group.

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

Program	2019	2020
Original Medicaid	818,205	794,193
<i>% y/y between reporting periods</i>		-2.9%
<i>% of total</i>	59.8%	57.2%
Medicare Advantage, Other Plans	550,463	594,355
<i>% y/y between reporting periods</i>		8.0%
<i>% of total</i>	40.2%	42.8%
Total Medicare	1,368,668	1,388,548
<i>% y/y between reporting periods</i>		1.5%
MA, Other Plans, Excluding PDP, 800 Series	508,299	550,962
<i>% y/y between reporting periods</i>		8.4%

Source: CMS, HMA

Tennessee Medicare Advantage Enrollment, 2019-20

Plan Name	2019	2020
Anthem, Inc.	18,893	28,510
+/- between reporting periods	NA	9,617
% chg. Between reporting periods	NA	100%
% of total	3.7%	5.2%
Blue Cross Blue Shield of TN	146,059	156,366
+/- between reporting periods	NA	10,307
% chg. Between reporting periods	NA	7.1%
% of total	28.7%	28.4%
Cigna	73,679	80,236
+/- between reporting periods	NA	6,557
% chg. Between reporting periods	NA	100%
% of total	14.5%	14.6%
Humana, Inc.	137,044	135,621
+/- between reporting periods	NA	(1,423)
% chg. Between reporting periods	NA	-1.0%
% of total	27.0%	24.6%
UnitedHealth Group, Inc.	115,797	130,424
+/- between reporting periods	NA	14,627
% chg. Between reporting periods	NA	12.6%
% of total	22.8%	23.7%
Total, 5 Top Plans	491,472	531,157
+/- between reporting periods	NA	39,685
% chg. Between reporting periods	NA	8.1%
% of total	96.7%	96.4%
Total, All Plans	508,299	550,962
+/- between reporting periods	NA	42,663
% chg. Between reporting periods	NA	8.4%
% of total	100%	100%

Source: CMS, HMA

6. SNPs AND DUAL ELIGIBLES

Tennessee had 121,495 SNP members as of November 2020. Plans that contract with the state for Medicaid are required to offer DSNPs to the dual eligible population on a statewide basis. UnitedHealth Group is the largest health plan, owning 51.4% of the SNP market. The state wasn't involved in a dual demonstration.

Tennessee SNP Enrollment by Plan, November 2020

Plan	Total SNPs	DSNPs	CSNPs	ISNPs	Share
UnitedHealthcare	62,457	62,457			51.4%
BCBS TN	21,080	21,040	40		17.4%
Anthem	14,520	14,520			12.0%
Humana	11,101	11,101			9.1%
Cigna	8,200	8,200			6.7%
Centene/WellCare	3,581	3,581			2.9%
American Health Plan	556			556	0.5%
Totals	121,495	120,899	40	556	100%

Source: CMS, HMA