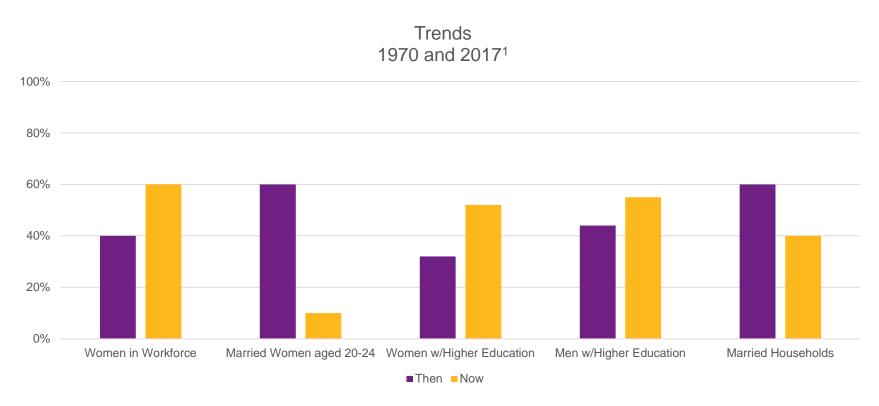
The State of Delaware Retirement Benefit Study Committee **Discussion Guide** December 10, 2019

Today's discussion

- Introduction
- Demographics of existing coverage
- Specifics of spousal coverage
- Sample actuarial calculations and their effect on the liability
- Work-in-Progress items for future meetings
- Next steps
 - Additional modeling
 - Committee goals

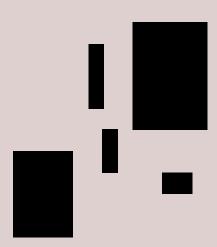
The evolution of the "traditional" household

While married households are still common, they are less so today than they were in 1970. The one-person household is more frequent, and the proportion of married households has decreased.



- Women's presence in the workforce has increased significantly overtime along with overall education level
- Additionally, the percentage of married households has dropped considerably
- 1. Reflects general trends of reflected in U.S. Census data and the 2016 and 2017 Annual Business Survey (ABS)

Demographics of Existing Coverage



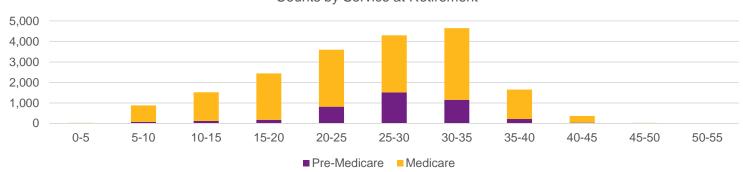
Demographics of existing coverage

State share paid by retirees and spouses

State Share Paid by Retiree									
Addition to Retiree Share	Retirees Spouses		Total	%					
Non-Medicare Plans									
Member pays 100%	25	9	34	<1%					
Member pays 50%	51	29	80	1%					
Member pays 25%	24	85	309	4%					
Member pays 0%	4,112	2,605	6,717	94%					
Medicfill Plan				-					
Member pays 0%	15,347	4,778	20,125	86%					
Member pays 5%	3,104	1,492	4,596	14%					
Total	22,863	8,998	31,861	_					

Medicfill Plan	Retirees	Spouses	Total	%
Member Pays 0%				
Medicfill w/Rx	14,965	4,636	19,601	80%
Medicfill w/o Rx	382	142	524	2%
Member Pays 5%				
Medicfill w/Rx	3,043	1,458	4,501	18%
Medicfill w/o Rx	61	34	95	<1%
Total	18,451	6,270	24,721	





Demographics of existing coverage

Age distribution of retirees and spouses

Retirees and Beneficiaries with Coverage					Spouses							
Age	State Employees	Judges	Closed State Police	Open State Police	Total	%	State Employees	Judges	Closed State Police	Open State Police	Total	%
Under 50	108	0	0	14	122	1%	211	2	2	35	250	3%
50 to 55	368	1	0	30	399	2%	410	1	3	48	456	5%
55 to 60	1,149	0	2	91	1,242	5%	900	1	16	45	962	11%
60 to 65	2,660	0	21	58	2,739	12%	1,639	5	43	16	1,703	19%
65 to 70	4,444	2	77	12	4,535	20%	2,075	2	65	2	2,144	24%
70 to 75	4,926	13	127	0	5,066	22%	1,610	3	60	2	1,675	19%
75 to 80	3,583	7	91	0	3,681	16%	1,003	4	37	0	1,044	11%
80 to 85	2,329	6	57	0	2,392	10%	501	1	8	0	510	6%
85 to 90	1,581	5	25	0	1,611	7%	215	0	0	0	215	2%
Over 90	1,058	2	16	0	1,076	5%	33	0	0	0	33	<1%
Total	22,206	36	416	205	22,863		8,597	19	234	148	8,998	

Demographics of existing coverage

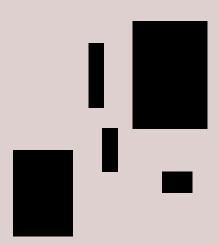
State of residence, spouse distribution, and term vested counts

State of Residence	#	%
Delaware	18,351	80%
Pennsylvania	1,009	4%
Maryland	920	4%
Florida	842	4%
Other States	1,741	8%
Total	22,863	100%

	Active	Medicare ¹	Non-Medicare
Members	30,913	18,451	4,412
Spouses	19,750	6,270	2,728
Spouse %	64%	34%	62%

	State Employees	Judges	Closed State Police	Open State Police	Total
Eligible Terminated Vesteds	3,896	1	0	10	3,907

1. Medicare retiree member count includes surviving spouses



Spousal coverage benchmarking Nearby states

States with Spousal Eligibility Limitations							
State	Coverage Details						
	 Dependent spouse or domestic partner of retiree cannot enroll in coverage if eligible for medical or supplemental coverage through their own employer or through non-state retiree benefits 						
Pennsylvania	 If retiree is hired before 2003, an exception is made if spouses employer charges a contribution or there is an incentive not to enroll 						
	 If retiree is hired after 2003, spouse must take employer's coverage regardless of contribution or incentive 						
Virginio	For a spouse to be eligible, marriage must be recognized as legal in the Commonwealth of Virginia						
Virginia	Ex-spouses are not eligible, even with a court order						
	Legal spouses are eligible						
West Virginia	 Surviving spouses may continue as long as the required paperwork is completed, premiums are paid and the surviving spouse remains unmarried 						
	States that Allow Spouses to Enroll with Reduction in Subsidy						
State	Coverage Details						
North Carolina	Spouses pay full cost of premium share						
	Pre-65 spouses of retirees pay full cost of premium share						
Ohio	 Medicare-eligible spouses do not receive an HRA allowance (only retiree receives allowance to purchase coverage via Medicare marketplace, although allowance could potentially cover premiums and out-of-pocket expenses for qualified dependents 						
Virginio	Retirees receive Health Insurance Credit to offset premiums based on years of service						
Virginia	No separate or additional credits are allocated to retirees with spouses						

Delaware, Maryland and New Jersey: the spouse of the retiree generally pays the same dollar contribution or percentage of premium share as the retiree

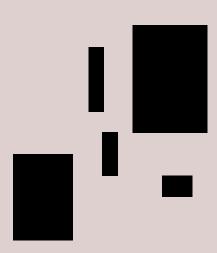
GHIP spouse breakdown

- The below chart shows status of SCOB compliance/primacy under State coverage as of 12/3/2019
- 20% (2,417) of spouses of active PHRST employees are enrolled in other coverage and the GHIP pays secondary
 - Another 19% (2,319) are pending research, and 2% (207) are sanctioned
- 16% (556) of spouses of State of Delaware pre-Medicare retirees are secondary, with another 19% (656) pending research (excludes participating groups and Medicare retirees)
- Medicare retirees: Medicare is primary, and GHIP pays secondary for 5,965 spouses and tertiary for 281 spouses

	PHRST (Active)				Pre-Medicare Pensioners				
Employee/Pensioner Status	Spouses Enrolled	Primary	Research in Progress	Secondary (Enrolled in Own)	Sanctioned	Spouses Enrolled	Primary	Research in Progress	Secondary (Enrolled in Own)
No Form	207		0	0	207	n/a	n/a	n/a	n/a
BenefitEligibleStateEmployee	1,636	1636		0	0	41	41		
Employed Full-Time	4,038		1,783	2,255	0	656		228	428
Partner/Owner/Part Owner of Corp	150		136	14	0	390		390	
Self-Employed/Sole Proprietor	1,627	1,625		2	0	376	376		
Part Time with Ins	51		13	38	0	40		35	5
Part Time without Ins	1,522	1,522		0	0	91	91		
Not Employed with Ins	173		173	0	0	14		3	11
Not Employed without Ins	1,783	1,783		0	0	646	646		
Retired Collecting Pension (State of DE retiree)	437	437			0	805	805		
Retired Collecting Pension (Other)	317		214	103	0	1			108
Retired Not Collecting Pension	284	279		5	0	398	394		4
Grand Total	12,225	7,282	2,319	2,417	207	3,458	2,353	656	556
% of Spouses		60%	19%	20%	2%		68%	19%	16%

Note: spouses with "Sanctioned" status have coverage reduced to 20% medical/no Rx coverage due to no form being submitted

Sample Actuarial Calculations and their Effect on the Liability



Overview

- The following slides reflect projections of the estimated plan funding required and associated OPEB liability of the retiree health benefits offered by the GHIP
- Five illustrative scenarios were modeled:

Scenario Label	Description
Benchmark	Delaware adopts a Medicare Supplement plan design aligned with Virginia's medical design, which includes a \$100 deductible, and similarly increases the deductible by \$100 for all pre-65 retiree plans
Active Spouses	Delaware reduces spousal subsidy by 50% for future retirees; no impact to current spouses of retirees
All Spouses	Delaware reduces spousal subsidy by 50% for all current and future retirees
HRA (No Increase)	Delaware eliminates Medicfill coverage and moves to individual marketplace structure – retirees receive annual HRA to purchase individual coverage comparable to the value of subsidy received by State of Delaware currently, with no increase to HRA amount provided in future years
HRA (2% Increase)	Delaware eliminates Medicfill coverage and moves to individual marketplace structure – retirees receive annual HRA to purchase individual coverage comparable to the value of subsidy received by State of Delaware currently, with 2% annual increase to HRA amount provided in future years

Note: Health Reimbursement Arrangement (HRA) is a tax-free account that can be used to pay premiums for Medicare Parts A, B and D, Medicare Advantage plan and/or supplemental plan, as well as qualified out-of-pocket expenses (deductibles, copays, etc.)

Medicare marketplace overview

Why Medicare is ideal for an individual marketplace

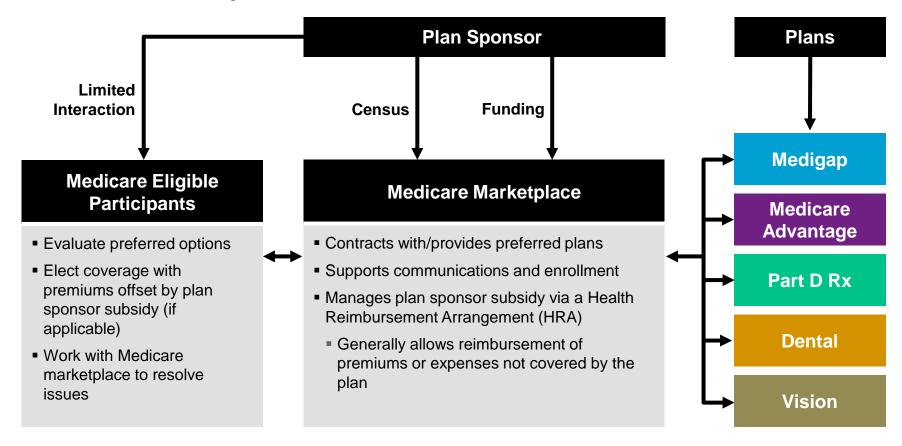
- Very large risk pools, and growing: 58 million retirees are enrolled in Medicare
- Best-in-market plans with choice: retiree picks the best performing plan from best performing carrier
- Carriers compete on price: rates filed every year and standardized plans
- Guaranteed issue: no adverse selection issue
 - Virtually everyone can join at 65: Healthy, episodic, chronic and catastrophic
- CMS subsidies for Medicare Advantage and Part D Rx plans

Delaware retirees: as shown below, wide range of individual options available, and average Plan G + PDP premium is significantly less than Medicfill annual premium rate (\$5,512)

Top Metro Areas for DE Medicare Retirees	# of plan options available			Average annual premium			
	MAPD	Medigap	PDP	Min MAPD	Medigap ¹	PDP ²	
Philadelphia-Camden-Wilmington, PA-NJ- DE-MD MSA	27	31	20	\$0	\$2,839	\$567	
Dover, DE MSA	7	29	18	\$0	\$2,787	\$492	
DE NONMETROPOLITAN AREA	7	29	18	\$0	\$2,787	\$492	
MD NONMETROPOLITAN AREA	0-2	17	18	\$68	\$2,626	\$492	
Salisbury, MD MSA	0	17	18	N/A	\$2,624	\$492	

¹ Medigap premium based on the average premium available to a 75 year old male for Plan G (richest option after Plan F, which is closed to newly eligible retirees starting in 2020)

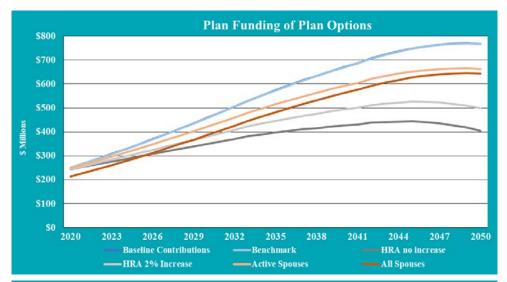
Medicare marketplace: how it works

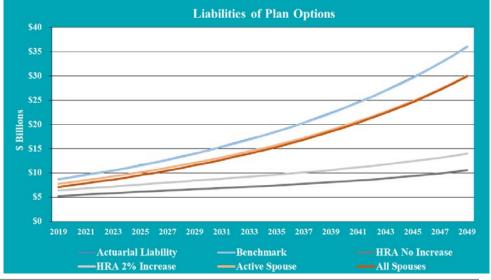


- Retirees have more choice in plan and carrier selection
- Most retirees obtain equal or better benefits for less cost
- Individual plan rates vary by: Geography | Age | Gender | Benefit

Summary of all scenarios

- FY20 required contribution is \$249.7m for current baseline
- All scenarios modeled have minimal impact on the current contribution level, except for the scenario reducing the subsidy immediately for all spouses ("All Spouses")
- Over time, contribution amounts decrease relative to baseline
- Without program changes, current OPEB liability as of 7/1/2019 is \$8.73b and projected to increase to \$35.994b by 2049
- The Medicare marketplace with HRA scenarios have the most significant liability impact, with a \$2.4b reduction if HRA indexed at 2% and \$3.5b reduction if no index
- Reducing spouse subsidy (all spouses or future only) also has significant impact on liability



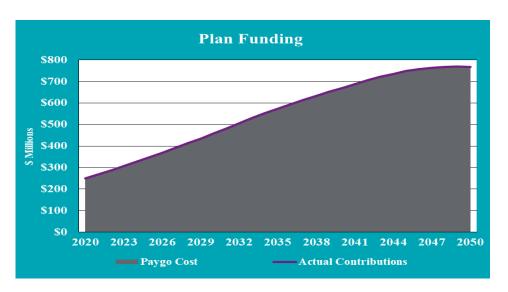


Benchmark scenario

Scenario:

Delaware adopts a Medicare Supplement plan design aligned with Virginia's medical design, which includes a \$100 deductible, and similarly increases the deductible by \$100 for all pre-65 retiree plans

- Minimal impact to plan funding and liability
- Actuarial liability as of 7/1/2019 drops from \$8.73b to \$8.718b
- Projected actuarial liability as of 2049 (30 year outlook) drops from \$35.994b to \$35.949b



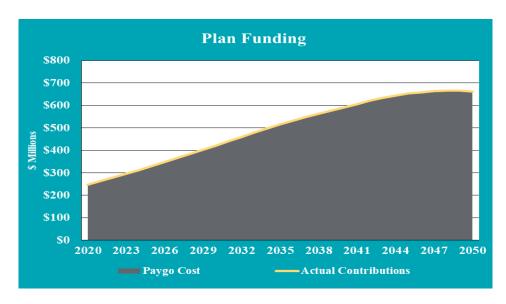


Active Spouses scenario

Scenario:

Delaware reduces spousal subsidy by 50% for future retirees; no impact to current spouses of retirees

- Minimal decrease in FY20 contribution, but over time required contribution decreases
- Actuarial liability as of 7/1/2019 drops from \$8.73b to \$7.787b – immediate reduction of \$1b
- Projected actuarial liability as of 2049 (30 year outlook) drops from \$35.994b to \$30.102b



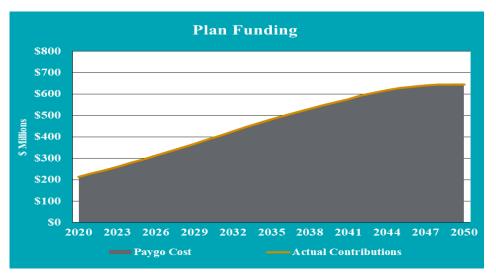


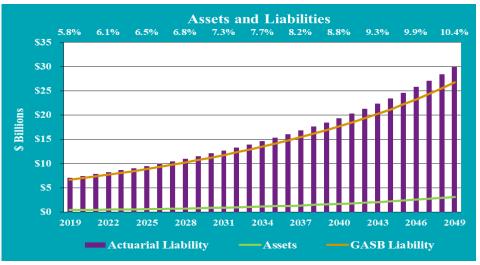
All Spouses scenario

Scenario:

Delaware reduces spousal subsidy by 50% for all current and future retirees

- FY20 required plan funding drops from \$249.7m to \$213.0m
- Actuarial liability as of 7/1/2019 drops from \$8.73b to \$7.117b – immediate reduction of \$1.6b
- Projected actuarial liability as of 2049 (30 year outlook) drops from \$35.994b to \$29.931b



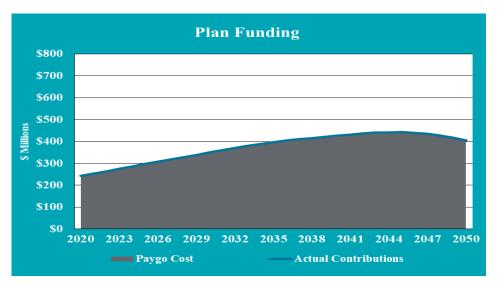


HRA (no Increase) scenario

Scenario:

Retirees receive annual HRA to purchase individual coverage comparable to the value of subsidy received by State of Delaware currently, with no increase to HRA amount in future years

- Minimal decrease in FY20 contribution, but over time required contribution decreases
- Actuarial liability as of 7/1/2019 drops from \$8.73b to \$5.244b – immediate reduction of \$3.5b
- Projected actuarial liability as of 2049 (30 year outlook) drops from \$35.994b to \$10.584b



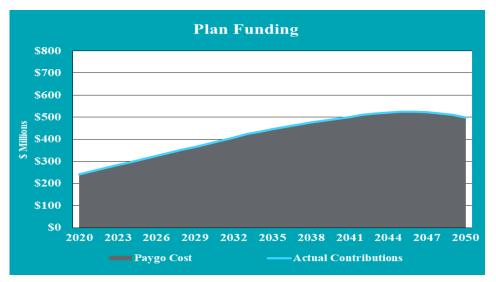


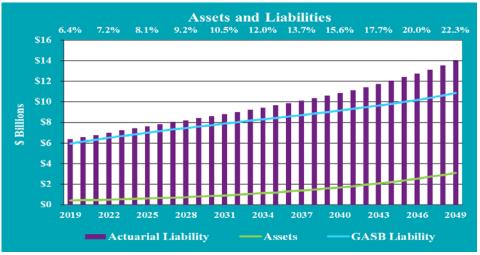
HRA (2% Increase) scenario

Scenario:

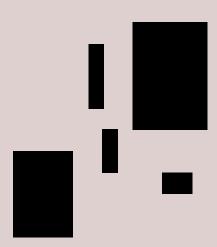
Retirees receive annual HRA to purchase individual coverage comparable to the value of subsidy received by State of Delaware currently, with 2% annual increase to HRA amount in future years

- Minimal decrease in FY20 contribution, but over time required contribution decreases
- Actuarial liability as of 7/1/2019 drops from \$8.73b to \$6.369b – immediate reduction of \$2.4b
- Projected actuarial liability as of 2049 (30 year outlook) drops from \$35.994b to \$13.978b





Work-in-Progress Items for Future Meetings



Work-in-progress items for future meetings

Determine value for additional changes

Eligibility changes

- Eliminate retiree healthcare coverage for term-vested employees who terminate service with the State after a specific date
- Increase the years of service needed to earn full State share (currently 20 years); as an illustrative example:

Service at Retirement	State Share paid by State Illustrative
Less than 15 years of service	0%
15 years to less than 25 years service	50%
25 years to less than 30 years service	75%
30 years or more service	100%

Increase the minimum age to qualify for retiree health

Retiree subsidy formula changes

 Implement a fixed dollar subsidy for pre-65 retiree coverage; retiree buys up for more generous coverage

Work-in-progress items for future meetings (continued)

Determine value for additional changes

Spousal coverage changes

- Adjust scenarios shown today (i.e., fully eliminate spouse subsidy for all or future retirees)
- Extend changes in spousal subsidy share (e.g., 50% reduction) to surviving pension
- For any spouse that becomes eligible due to a marriage after retirement date, require that spouse pays 100% of State share, including survivor pension

Funding changes

Change benefits and deposit savings into the trust

Other considerations

- Determine impact of combining multiple options
 - Implement HRA along with reduction in spouse amount
 - Eligibility changes, implement HRA, and reduction in spouse amount
 - Etc.
- Consider effective date of impact workforce and retirement planning considerations

Next steps

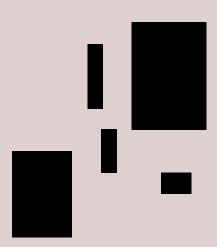
Additional modeling

- Solicit feedback from Committee regarding illustrative scenarios modeled and additional changes for consideration
- Model additional scenarios, as needed

Committee goals

- Annual Required Contribution (ARC)
- Liability
- Funding

Appendix



Medicare Eligible Retirees Comparison

GHIP and Virginia

2019 Plan Year Provisions (in-Network)	GHIP	VA					
Medical							
Plan Name	Medicfill	Advantage 65	Medicare Supplemental Option II ⁴				
Plan Type	Medicare Supplement	Medicare Advantage	Medicare Supplement				
Deductible (Individual / Family)	None	\$100	\$100				
Coinsurance	100% of Part B coinsurance differential, after Part B ded. ¹	80%					
Out-of-Pocket Maximum (Individual / Family)	None	None	None				
Primary Care Physician Office Visit	100% of Part B	100% of Part B deductible/	100% of Part B deductible/ coinsurance differential				
Specialist Office Visit	coinsurance differential, after Part B ded.	coinsurance differential					
Prescription Drug – (Retail / Mail-Order)							
Plan Name	Express Scripts Medicare ²	Prescription Drug provide	ded through Medical Plan				
Out-of-Pocket Maximum (Individual / Family)	None ³	N	one				
Generic	\$8 / \$16	\$7	/\$7				
Brand Formulary	\$28 / \$56	\$25 / \$50					
Brand Non-Formulary	\$50 / \$100	25% coinsurance					
Cost Share Strategy							
Cost Share (State / Retiree)	95% / 5% ²	Varies; retirees receive Health Insurance Credits based on YO offset premium cost					

^{1.} Plan fully covers medical out-of-pocket costs not covered by Medicare Part B, other than the Part B premium

^{2.} Prescription drug copays and 5% premium cost share applies for pensioners retiring on or after 7/1/2012; State share is 100% for pensioners retiring before 7/1/2012; State pays 100% of State Share for pensioners with 20+ years of service

^{3.} Catastrophic Coverage: After yearly out-of-pocket drug costs reach \$6,350, retirees pay the greater of 5% coinsurance or from \$3.40 to \$8.50 copayment per script based on drug tier

^{4.} Plan covers fully or partially the Medicare Part B coinsurance differential (i.e. Medicare Part B pays 80% of approved charges, MD plan pays 90% of the remaining 20% not paid by Medicare Part B); eligible retirees not electing Medicare Part B will be responsible for the charges Part B would have paid otherwise, and plan would pay the difference as previously described; plan pays fully or partially Part A and B deductible based on the type of service

Delaware spousal eligibility detail

PHRST (Active)									
Description	Primary	Research ¹	Secondary ²	Sanctioned	Spouses Enrolled				
No Form	0	0	0	207	207				
Benefit Eligible State Employee	1,636	0	0	0	1,636				
Employed Full-Time	0	1,783	2,255	0	4,038				
Partner/Owner/Part Owner of Corp	0	136	14	0	150				
Self-Employed/Sole Proprietor	1,625	0	2	0	1,627				
Part-Time with Insurance	0	13	38	0	51				
Part-Time without Insurance	1,522	0	0	0	1,522				
Not Employed with Insurance	0	173	0	0	173				
Not Employed without Insurance	1,783	0	0	0	1,783				
Retired Collecting Pension (State of DE retiree)	437	0	0	0	437				
Retired Collecting Pension (Other)	0	214	103	0	317				
Retired Not Collecting Pension	279	0	5	0	284				
Total	7,282	2,319	2,417	207	12,225				

^{1.} Primary or sanctioned

^{2.} Enrolled in own

Delaware spousal eligibility detail

NEBS (Active)							
Description	Primary	Research ¹	Secondary ²	Spouses Enrolled			
No Form	N/A	N/A	N/A	N/A			
Benefit Eligible State Employee	41	0	0	41			
Employed Full-Time	0	335	442	777			
Partner/Owner/Part Owner of Corp	0	463	0	463			
Self-Employed/Sole Proprietor	376	0	0	376			
Part-Time with Insurance	0	33	1	34			
Part-Time without Insurance	196	0	0	196			
Not Employed with Insurance	0	1	13	14			
Not Employed without Insurance	707	0	0	707			
Retired Collecting Pension (State of DE retiree)	167	0	22	167			
Retired Collecting Pension (Other)	0	1	0	1			
Retired Not Collecting Pension	122	0	2	122			
Total	1,609	833	480	2,898			

^{1.} Primary or sanctioned

^{2.} Enrolled in own

Delaware spousal eligibility detail

Pensioners							
Description	Primary	Research ¹	Secondary ²	Spouses Enrolled			
No Form	N/A	N/A	N/A	N/A			
Benefit Eligible State Employee	41	0	0	41			
Employed Full-Time	0	228	428	656			
Partner/Owner/Part Owner of Corp	0	390	0	390			
Self-Employed/Sole Proprietor	376	0	0	376			
Part-Time with Insurance	0	35	5	40			
Part-Time without Insurance	91	0	0	91			
Not Employed with Insurance	0	3	11	14			
Not Employed without Insurance	646	0	0	646			
Retired Collecting Pension (State of DE retiree)	805	0	0	805			
Retired Collecting Pension (Other)	0	0	108	1			
Retired Not Collecting Pension	394	0	4	398			
Total	2,353	656	556	3,458			

^{1.} Primary or sanctioned

^{2.} Enrolled in own