

**Griffin Managed
Health Plans**

Current Month

October 2005

Thursday, October 19, 2006


FOCUS ON

MEMBERSHIP



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Membership Statistics: Commercial - October 2005

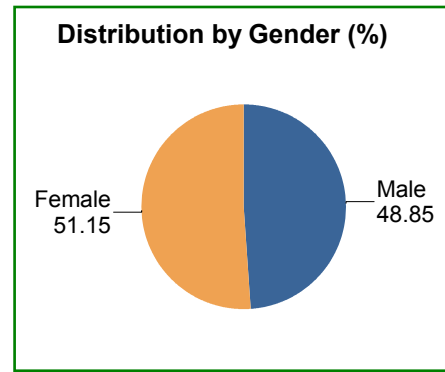
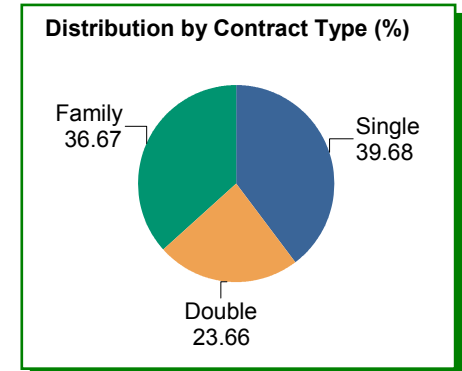
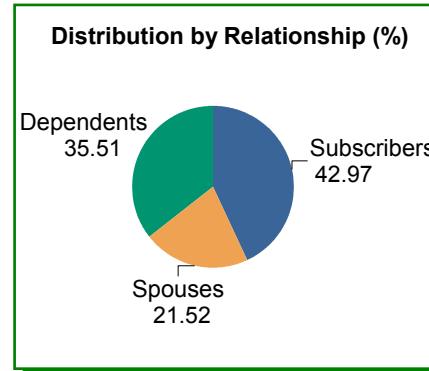
Membership		Avg Age	Male	Avg Age	Female	Avg Age	Age Gender Factor
Subscribers:	21,245	42.97 %	11,591	54.56 %	9,654	45.44 %	All: 1.13
Spouses:	10,637	21.52 %	3,582	33.67 %	7,055	66.33 %	Male: 0.96
Dependents:	17,556	35.51 %	8,979	51.14 %	8,577	48.86 %	Female: 1.28
Members:	49,438	32.04	24,152	48.85 %	25,286	51.15 %	

Other Statistics

Average Contract Size:	2.33
Single Contracts :	8,429 39.68 %
Double Contracts :	5,026 23.66 %
Family Contracts :	7,790 36.67 %
Average Family Size:	3.97
Number of Dependents Age 19-25:	2,136 4.32 %
Number of Dependents Age 26+:	12 0.02 %
Dependents Per Employee:	0.83
Percent of Membership that are Spouses and Dependents:	57.03 %

Ancillary Products
% Penetration

Rx	~90%
Dental	~80%
Vision	~60%
Life	~50%

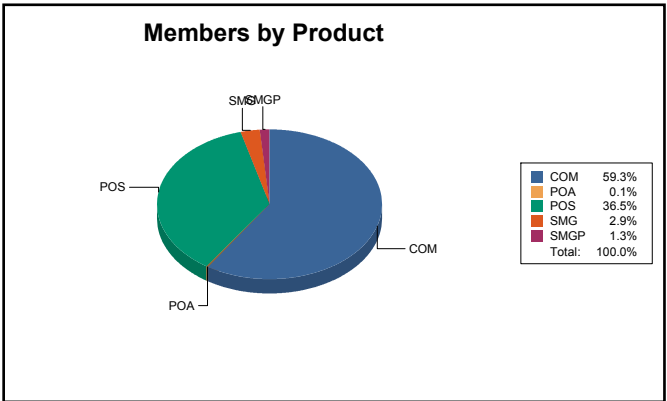


Trend

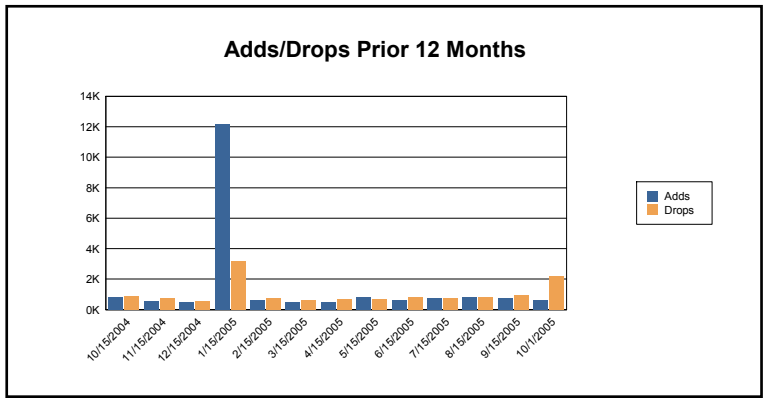
-1,594

Membership Flash Report: Commercial - October 2005

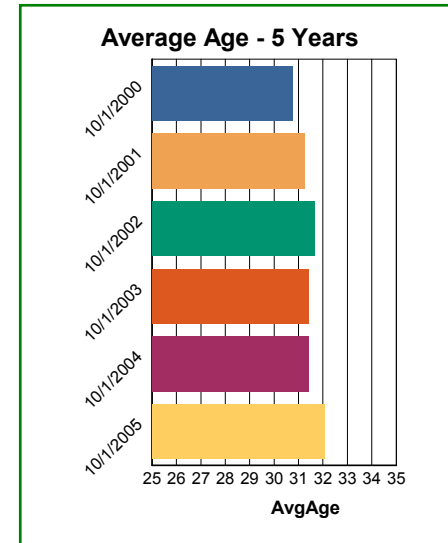
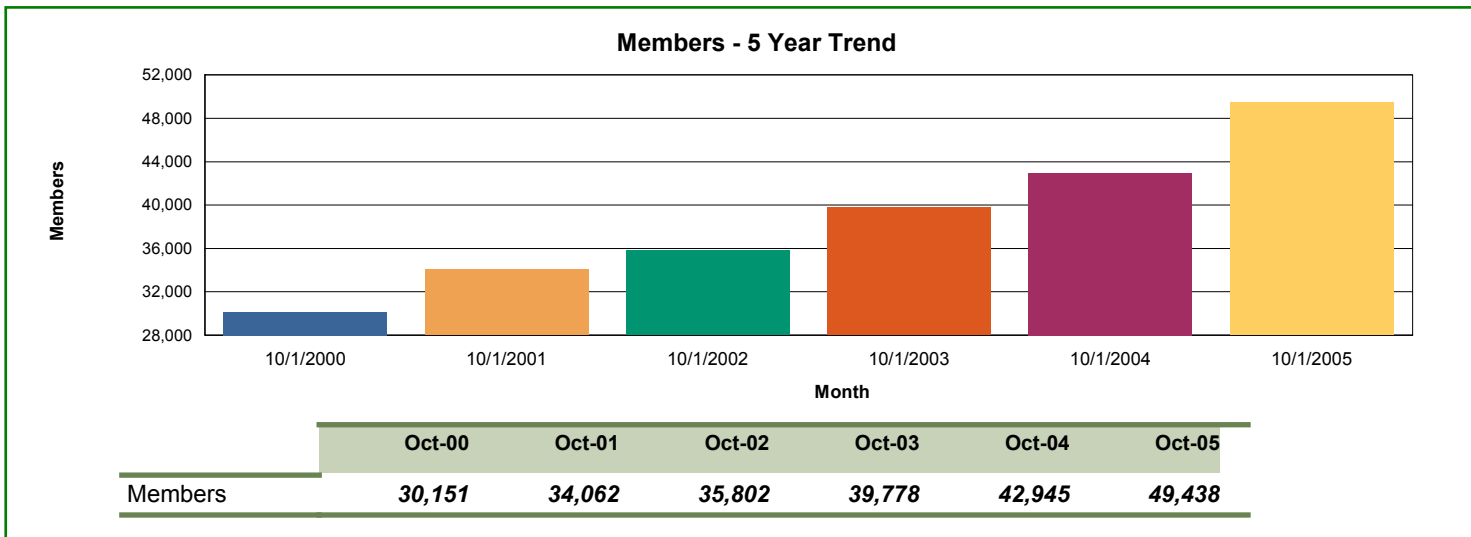
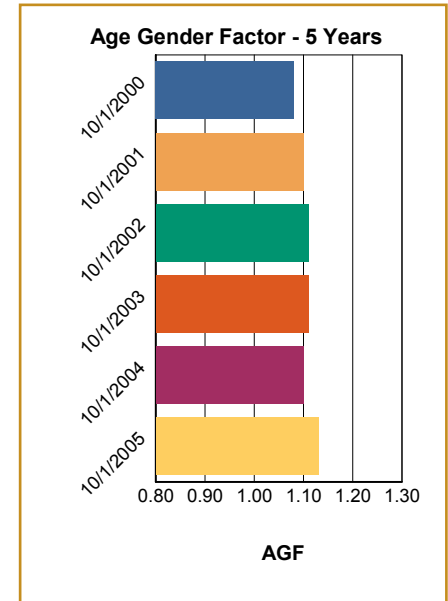
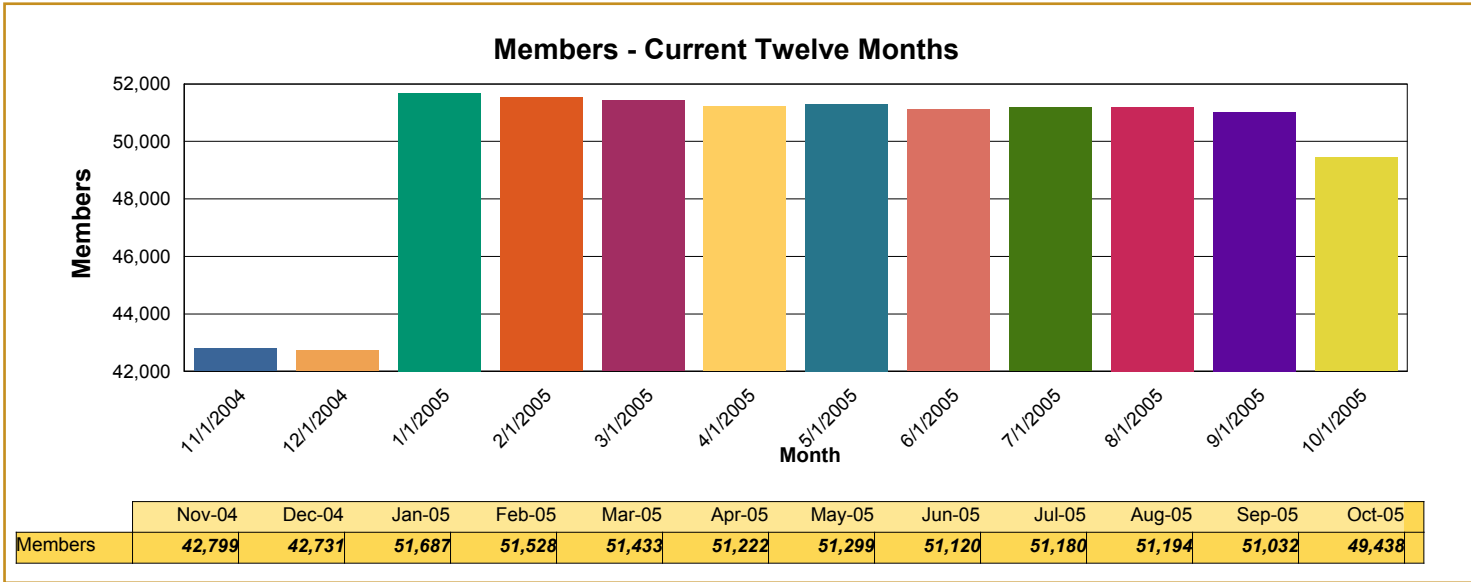
Product	Members						Year To Date			Nov-2005
	Oct-2005	Sep-2005	Variance	Adds	Drops	Change	Jan/Oct - 2005	Jan/Oct - 2004	Variance YTD	
COM	29,302	29,463	-161	341	502	4	299,988	313,633	-13,645	0
POA	33	23	10	10	0	0	286	4	282	0
POS	18,060	19,472	-1,412	189	1,601	5	189,075	97,353	91,722	0
SMG	1,412	1,482	-70	23	93	3	15,279	17,249	-1,970	0
SMGP	631	592	39	50	11	0	6,505	7,355	-850	0
Total Commercial:	49,438	51,032	-1,594	613	2,207	12	511,133	435,594	75,539	0
Commercial Employees:	21,245	21,962					220,909	186,632	34,277	
Average Contract Size:	2.33	2.32					2.31	2.33		



There are currently **180** active members in out of state zip codes

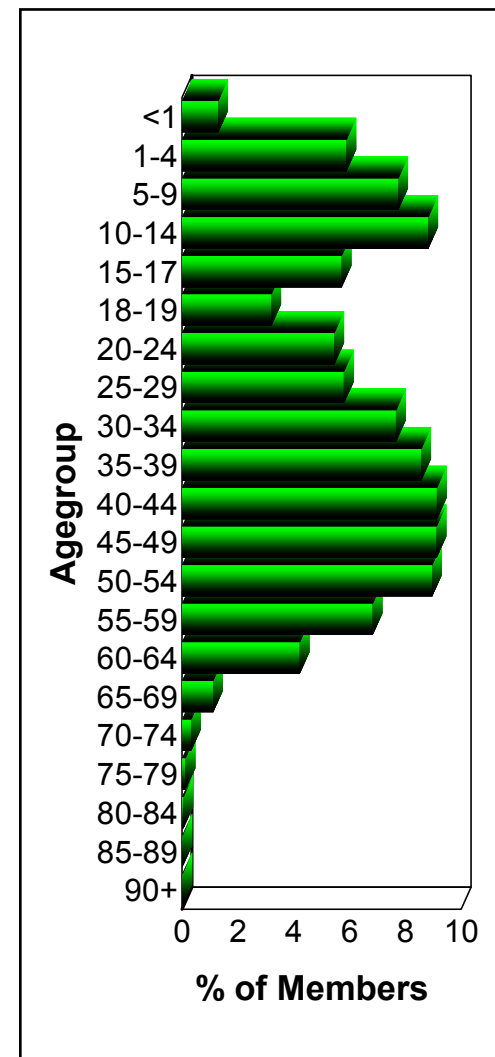


Membership Trend: Commercial - October 2005



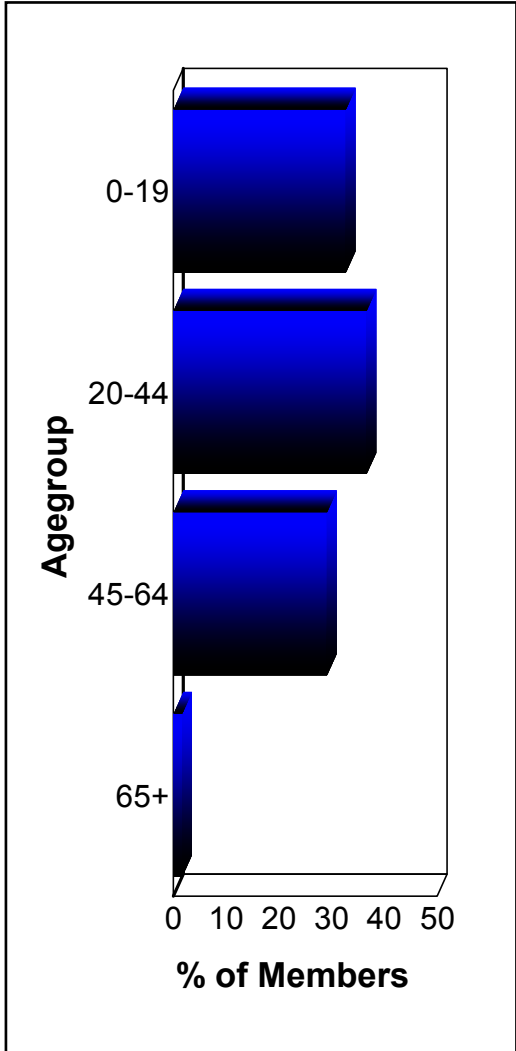
Membership by Age and Sex: Commercial - October 2005

Age and Sex Distribution for Members using Hedis Age Groupings								
Age Group	Male			Female			Both	
	Males	% of Males	% of Age Group	Females	% of Females	% of Age Group	Both	% of All
<1	350	1.45	54.69	290	1.20	45.31	640	1.29
1-4	1,459	6.04	50.12	1,452	6.01	49.88	2,911	5.89
5-9	1,929	7.99	50.41	1,898	7.86	49.59	3,827	7.74
10-14	2,229	9.23	51.14	2,130	8.82	48.86	4,359	8.82
15-17	1,494	6.19	52.90	1,330	5.51	47.10	2,824	5.71
18-19	792	3.28	50.16	787	3.26	49.84	1,579	3.19
20-24	1,291	5.35	47.96	1,401	5.80	52.04	2,692	5.45
25-29	1,266	5.24	44.14	1,602	6.63	55.86	2,868	5.80
30-34	1,772	7.34	46.77	2,017	8.35	53.23	3,789	7.66
35-39	2,056	8.51	48.50	2,183	9.04	51.50	4,239	8.57
40-44	2,203	9.12	48.81	2,310	9.56	51.19	4,513	9.13
45-49	2,129	8.82	47.24	2,378	9.85	52.76	4,507	9.12
50-54	2,095	8.67	47.27	2,337	9.68	52.73	4,432	8.96
55-59	1,604	6.64	47.60	1,766	7.31	52.40	3,370	6.82
60-64	1,027	4.25	49.33	1,055	4.37	50.67	2,082	4.21
65-69	314	1.30	56.99	237	0.98	43.01	551	1.11
70-74	90	0.37	56.25	70	0.29	43.75	160	0.32
75-79	34	0.14	56.67	26	0.11	43.33	60	0.12
80-84	17	0.07	65.38	9	0.04	34.62	26	0.05
85-89	1	0.00	25.00	3	0.01	75.00	4	0.01
90+	0	0.00	0.00	5	0.02	100.00	5	0.01
Totals:	24,152		48.85	25,286		51.15	49,438	



Membership by Age and Sex: Commercial - October 2005

Age and Sex Distribution for Members using Customer Age Groupings								
	Male			Female			Both	
Age Group	Males	% of Males	% of Age Group	Females	% of Females	% of Age Group	Both	% of All
0-19	8,253	34.17	51.13	7,887	32.66	48.87	16,140	32.65
20-44	8,588	35.56	47.44	9,513	39.39	52.56	18,101	36.61
45-64	6,855	28.38	47.63	7,536	31.20	52.37	14,391	29.11
65+	456	1.89	56.58	350	1.45	43.42	806	1.63
Totals:	24,152		48.85	25,286		51.15	49,438	



Membership - Top 25 : Commercial - October 2005

Employer Group

Rank	Group	Members	%
1	186*001	10,026	20.28
2	178*001	4,427	8.95
3	46*003	2,313	4.68
4	5	1,871	3.78
5	8*001	1,701	3.44
6	49*002	1,419	2.87
7	73*107	1,356	2.74
8	94*001	1,140	2.31
9	34	966	1.95
10	118*001	902	1.82
11	49*001	793	1.60
12	181*001	735	1.49
13	92*001	524	1.06
14	1*109	504	1.02
15	9	478	0.97
16	36*005	474	0.96
17	170*001	461	0.93
18	5*003	436	0.88
19	180*001	399	0.81
20	63*005	393	0.79
21	32*001	388	0.78
22	187*001	363	0.73
23	125*001	341	0.69
24	133*001	329	0.67
25	120*001	311	0.63
26	All Others	16,388	33.15

Member Region

Rank	Region	Members	%
1	100	29,536	59.74
2	1210	17,859	36.12
3	5000	1,411	2.85
4	5100	631	1.28
5	DEF	1	0.00

Membership - Top 25 : Commercial - October 2005

Primary Care Physician

Rank	PCP	Members	%
1	181	1,455	2.94
2	345	1,433	2.90
3	180	1,412	2.86
4	169	1,351	2.73
5	565	1,290	2.61
6	758	1,245	2.52
7	835	1,243	2.51
8	757	1,242	2.51
9	194	1,238	2.50
10	840	1,208	2.44
11	21	1,173	2.37
12	99487	1,107	2.24
13	562	1,027	2.08
14	7190	1,024	2.07
15	760	936	1.89
16	403	929	1.88
17	99455	895	1.81
18	99483	877	1.77
19	213	849	1.72
20	656	836	1.69
21	99446	828	1.67
22	7061	805	1.63
23	298	797	1.61
24	70	780	1.58
25	116	729	1.47
26	All Others	22,729	45.97

Membership - Top 25 : Commercial - October 2005

County

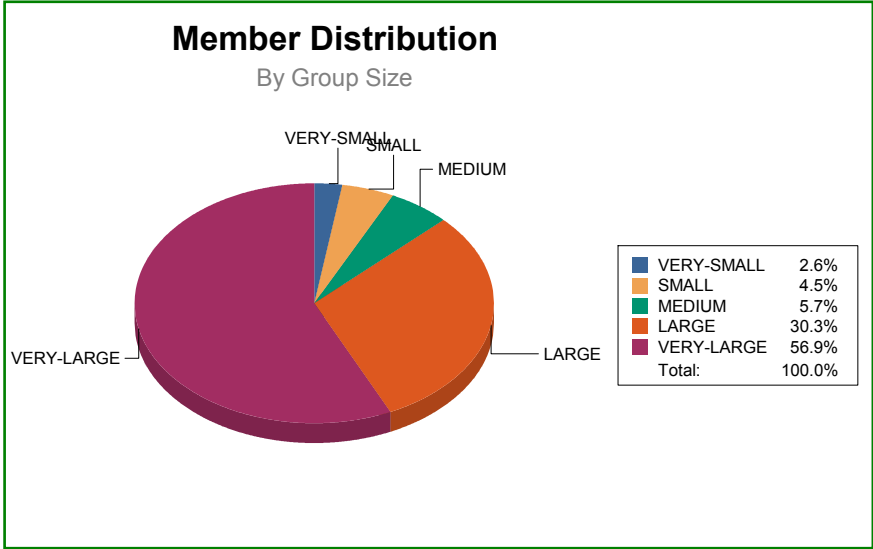
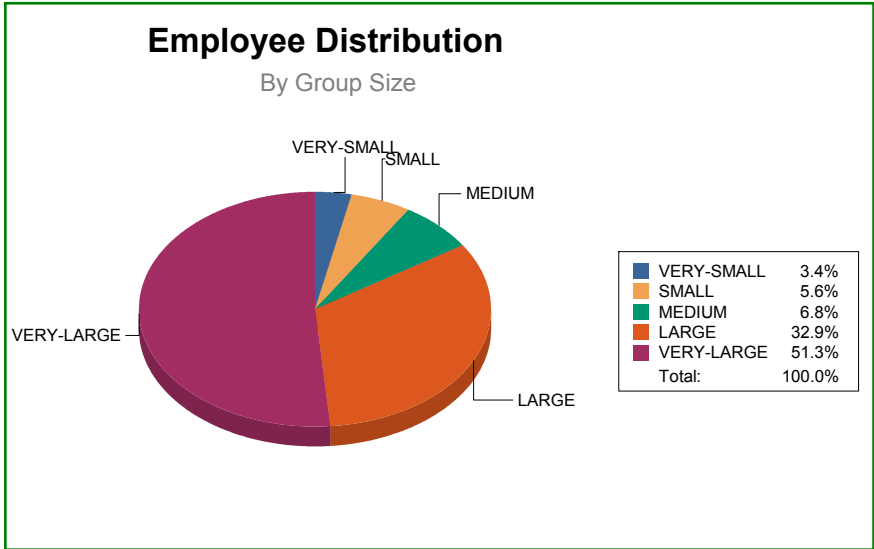
Rank	County	Members	%
1	Tippecanoe	28,219	57.08
2	Clinton	4,652	9.41
3	White	3,455	6.99
4	Carroll	2,516	5.09
5	Benton	2,040	4.13
6	Montgomery	1,897	3.84
7	Jasper	1,834	3.71
8	Fountain	1,725	3.49
9	Newton	1,041	2.11
10	Warren	707	1.43
11	Pulaski	327	0.66
12	Cass	277	0.56
13	Boone	132	0.27
14	Howard	102	0.21
15	Vermilion	53	0.11
16	Hamilton	49	0.10
16	Putnam	49	0.10
18	Marion	38	0.08
19	Iroquois	31	0.06
20	Parke	29	0.06
21	Unknown	28	0.06
22	Hendricks	26	0.05
22	Lake	26	0.05
24	Miami	18	0.04
25	Porter	14	0.03
26	All Others	153	0.31

City

Rank	City	Members	%
1	Lafayette	17,671	35.74
2	West Lafayette	8,516	17.23
3	Frankfort	3,014	6.10
4	Delphi	1,504	3.04
5	Monticello	1,484	3.00
6	Rensselaer	1,412	2.86
7	Attica	1,222	2.47
8	Crawfordsville	1,168	2.36
9	Brookston	942	1.91
10	Rossville	708	1.43
11	Battle Ground	655	1.32
12	Fowler	642	1.30
13	Otterbein	529	1.07
14	Mulberry	480	0.97
15	Oxford	440	0.89
16	Westpoint	428	0.87
17	Flora	418	0.85
18	Williamsport	392	0.79
19	Dayton	346	0.70
20	Kentland	338	0.68
21	Morocco	263	0.53
22	Remington	257	0.52
23	Camden	248	0.50
23	Romney	248	0.50
25	Chalmers	241	0.49
26	All Others	5,872	11.88

Top 25 Zip Codes also available

Membership - Distribution by Group Size : Commercial - October 2005



Category		Employees	% of Employees	Members	% of Members
VERY-SMALL	Very Small Groups, 0-5 Subscribers	718	3.38	1,297	2.62
SMALL	Small Groups, 6-25 Subscribers	1,194	5.62	2,249	4.55
MEDIUM	Medium Groups, 26-50 Subscribers	1,440	6.78	2,791	5.65
LARGE	Large Groups, 51-250 Subscribers	6,989	32.90	14,991	30.32
VERY-LARGE	Very Large Groups, 251-999999 Subscribers	10,904	51.33	28,110	56.86

Membership - Density by Zip Code : Commercial - October 2005

Geographic Density Not Available for this Period

Membership - Statistical Summary : Commercial - October 2005

Average Age:	32.04	
Age Gender Factor:	1.13	
Average Contract Size:	2.33	
Average Family Size:	3.97	
Dependents Per Employee:	0.83	
Percent Male:	48.85 %	
Percent Female:	51.15 %	
Members:	49,438	
Employees:	21,245	42.97 %
Spouses:	10,637	21.52 %
Dependents:	17,556	35.51 %
Singles Contracts:	8,429	39.68 %
Double Contracts:	5,026	23.66 %
Family Contracts:	7,790	36.67 %
Dependents (19-25):	2,136	4.32 %
Dependents (26+)	12	0.02 %
Percent of Employees - Male:	54.56 %	
Percent of Employees - Female:	45.44 %	
Percent with Rx:	91.17 %	

Members This Month (+/-):	-1,594.00
Adds:	613
Drops:	2,207
Variance in Member Months YTD (+/-):	75,539
Gain in Membership (+/-), last 12 months:	6,493
Gain in Membership (+/-), last 5 Years:	19,287
Active Members in Out of State Zip Codes:	180
Top 25 Employer Groups are XX % of Membership:	66.85 %
Top 25 PCPs have XX % of Membership:	54.03 %
Your Large Employer Groups are XX % of Membership:	43.14 %



Appendix A: Glossary

Adds Counts any members who **were not** enrolled in this reports Line of Business in the previous month **but who are** enrolled in the current period (for this Line of Business). Members coming from another Line of Business (ie. switching from TPA to HMO) would be considered an Add.

Age Gender Factor Illustrates the age and gender mix of the population. A Male aged 45-49 is set to a factor of 1.00. A value for your plan above or below 1.0 indicates whether your population is generally younger and/or male (below 1.0) or older and/or more female (above 1.0). Refer to the **membership_agegender** table for the current factors.

Age Groups Two reports are available to show membership by age group. One uses the standard **HEDIS Age Groups**. The second version provides break downs by a custom designation you have provided. Refer to the **CUSTAGE** table in your setup.

Average Age The total (sum) of the age of each member (as of the 15th of each month), is added together and divided by the number of members for that time period and criteria.

Average Contract Size Equal to the (total number of members / total number of subscribers). Illustrates the average size of your contracts.

Average Family Size Equal to the (total number of members **in Family Contracts** / total number of subscribers **in Family Contracts**). Illustrates the average size of your family contracts (only).

Change Counts any members who have switched products **within** this Line of Business during the current period (ie. switching from POS to HMO). **Change** members are **not** included in either **Adds** or **Drops**.

Current Period This is the current month for which the data is presented. These reports use the **15th** of each month as the cutoff for enrollment. Members are counted **as of** the 15th for purposes of being active and to calculate their age.

Dependent All plan members **not** designated as a Subscriber or Spouse.

Dependents per Employee Equal to the (total number of dependent members / total number of subscribers).

Appendix A: Glossary (Continued)

Drops Counts any members who **were** enrolled in this reports Line of Business in the previous month but who are **not** enrolled in the current period (for this Line of Business). Members going to another Line of Business (ie. switching from TPA to HMO) would be considered a Drop.

Employee Plan Member coded as the head of household. Also referred to as a **Subscriber**.

Group Size Members are shown based on their distribution by Group Size. The “**size**” of a group is based on the number of **Subscribers** (not members) at the time of the report period. Refer to your **GSIZECAT** table for your settings.

Line of Business (LOB) Your reports are run for only the specific set of data you have designated for this Line of Business. An LOB is a broad classification of your business. Typically **Commercial, Self-Funded, Medicaid, and Medicare**.

Members Total (sum) of all subscribers, spouses, and dependents for the time period.

Product Within the Line of Business that encompasses this report set, you can designate an additional breakdown by **Product** (ie. HMO, POS, PPO).

Subscriber Plan Member coded as the head of household. Also referred to as **Employee**.

Spouse Plan Member coded as the Spouse.

Notes and Comments

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