



CALIFORNIA PARTNERSHIP FOR LONG-TERM CARE

Brenda Bufford, Chief

Quarterly Report

3rd. Quarter
2015

Report No. 85

WWW.RUREADYCA.ORG

Jul - Sep 2015

Participating Insurers

- Bankers Life and Casualty Company
- California Public Employees' Retirement System (PERS)
- Genworth Financial (Formerly GE Capital Assurance)
- New York Life Insurance Company

II. Quarterly and Cumulative Statistics

| | <u>This Quarter</u> | <u>To Date</u> |
|------------------------|---------------------|----------------|
| Applications received: | 235 | 191,042 |

| | | |
|----------------------|----|--------|
| Applications Denied: | 20 | 24,627 |
|----------------------|----|--------|

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Applications Pending & Withdrawn:

0 0

Policies Purchased: 215 160,070

Policies Dropped (voluntary & for unknown reasons): 254 26,456

Policies Not Taken Up: 6 8,837

I. Consumer Inquiries

| | <u>This Quarter</u> | <u>To Date</u> |
|--|---------------------|----------------|
| Consumers Who Called Toll-Free (CARE445) | 25 | 29,659 |
| Website Visits (.org) | 2,272 | 45,932* |

Total Policies In Force (Active): 215* 129,260

Number of Policyholders Who Received Service Payments: 1,693 5,734

*Since July 2011

* Estimated

II. Quarterly and Cumulative Statistics - continued

| <u>Age</u> | <u>This Quarter</u> | <u>To Date</u> |
|--------------------|---------------------|----------------|
| Median | 57 | 59 |
| Target Age (55-74) | 145 (68%) | 87,750 (68%) |
| Other Ages | 70 (32%) | 41,510 (32%) |

Gender

| | | |
|--------|------------|---------------|
| Female | 121 (56%) | 75,559 (58%) |
| Male | 94 (44%) | 53,701 (42%) |

Marital Status

| | | |
|-------------|------------|---------------|
| Married | 191 (89%) | 92,154 (71%) |
| Not Married | 24 (11%) | 36,588 (28%) |
| Unknown | 0 (0%) | 508 (<1%) |

Policy Type

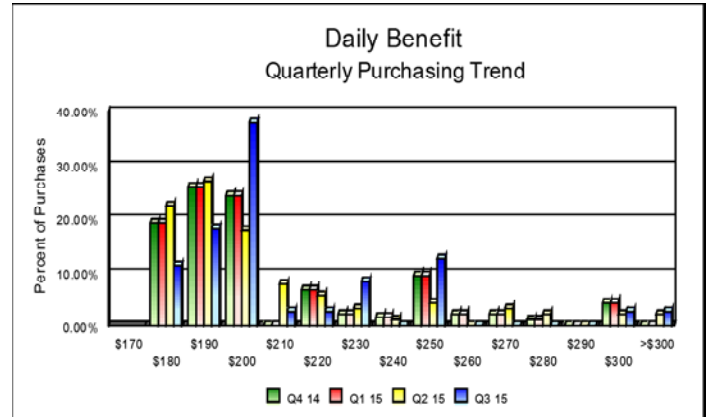
| | | |
|---------------|-------------|----------------|
| Comprehensive | 215 (100%) | 125,041 (97%) |
| Facility Only | 0 (0%) | 4,219 (3%) |

Purchase Type

| | | |
|---------------------|------------|----------------|
| First Time Purchase | 206 (96%) | 124,204 (96%) |
| Upgrade | 0 (0%) | 1,251 (1%) |
| Replacement | 9 (4%) | 3,797 (3%) |
| Reinstatement | 0 (0%) | 8 (<1%) |

Totals for each category above 215 (100%) 129,260 (100%)

III. Daily Benefit Distribution

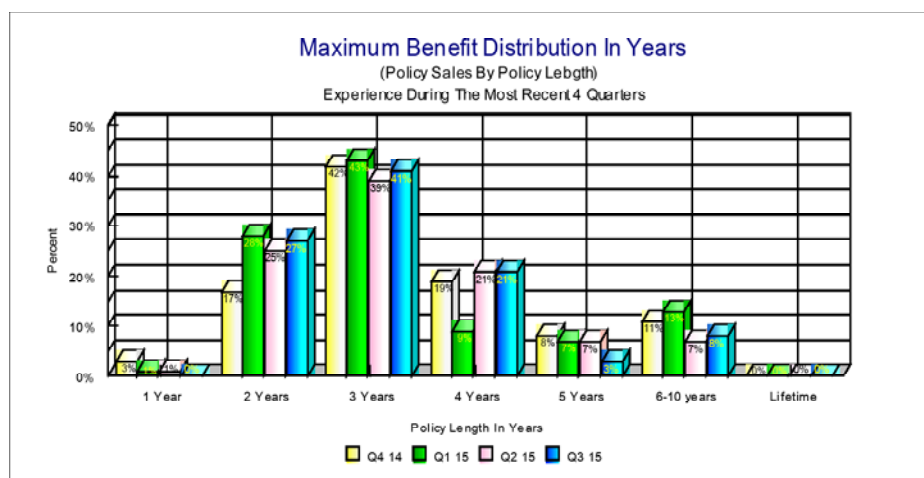


| <u>Daily Benefit</u> | <u>This Quarter</u> | <u>Previous Quarter</u> |
|----------------------|---------------------|-------------------------|
| \$180 | 24 (11.27%) | 20 (22.47%) |
| \$190 | 39 (18.31%) | 24 (26.97%) |
| \$200 | 82 (38.03%) | 16 (17.98%) |
| \$210 | 6 (2.82%) | 7 (7.87%) |
| \$220 | 6 (2.82%) | 5 (5.62%) |
| \$230 | 19 (8.45%) | 3 (3.37%) |
| \$240 | 0 (0.00%) | 1 (1.12%) |
| \$250 | 27 (12.68%) | 4 (4.49%) |
| \$260 | 0 (0.00%) | 0 (0.00%) |
| \$270 | 0 (0.00%) | 3 (3.37%) |
| \$280 | 0 (0.00%) | 2 (2.25%) |
| \$290 | 0 (0.00%) | 0 (0.00%) |
| \$300 | 6 (2.82%) | 2 (2.25%) |
| >\$300 | 6 (2.82%) | 2 (2.24%) |

IV. Maximum Benefit Amounts Distribution

Maximum Benefit (In Years)

| | 1 Yr | 2 Yr | 3 Yr | 4 Yr | 5 Yr | 6-10 Yr | Life | All |
|------------------------------------|-------|--------|--------|--------|-------|---------|--------|---------|
| This Quarter # Policies | 0 | 58 | 88 | 45 | 6 | 18 | 0 | 215 |
| This Quarter % | 0% | 27% | 41% | 21% | 3% | 8% | 0% | 100% |
| Cumulative # Policies * | 6,849 | 25,913 | 33,409 | 28,625 | 3,172 | 6,144 | 25,178 | 129,260 |
| Cumulative %* | 5% | 20% | 26% | 22% | 2% | 5% | 20% | 100% |



NOTE: Any differences in percentages between this graph and the table above are merely due to rounding.

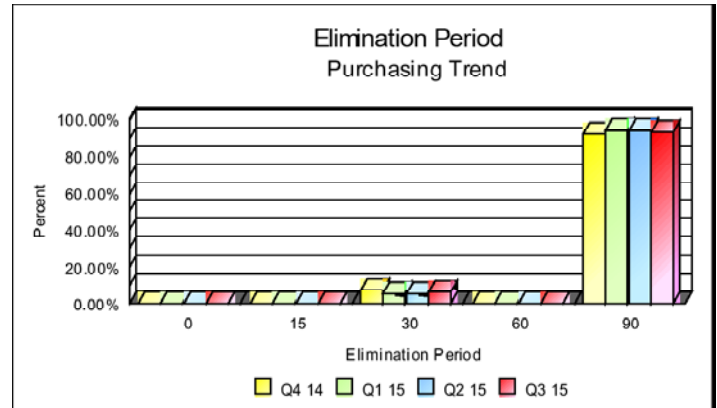
Characteristics By Maximum Benefit In Years (This Quarter)

Characteristic

| | 1 Yr | 2 Yr | 3 Yr | 4 Yr | 5 Yr | 6-10 yr | Life | All |
|----------------------|------|------|------|------|------|---------|------|------|
| Married | 0% | 79% | 96% | 93% | 100% | 67% | 0% | 89% |
| Female | 0% | 58% | 55% | 47% | 100% | 67% | 0% | 56% |
| Average Age | 0 | 59 | 56 | 55 | 57 | 55 | 0 | 56 |
| Target Ages | 0% | 84% | 62% | 60% | 100% | 50% | 0% | 68% |
| New Purchase | 0% | 95% | 93% | 100% | 100% | 100% | 0% | 96% |
| Comprehensive Policy | 0% | 100% | 100% | 100% | 100% | 100% | 0% | 100% |

V. Elimination Period Distribution (at time of purchase)

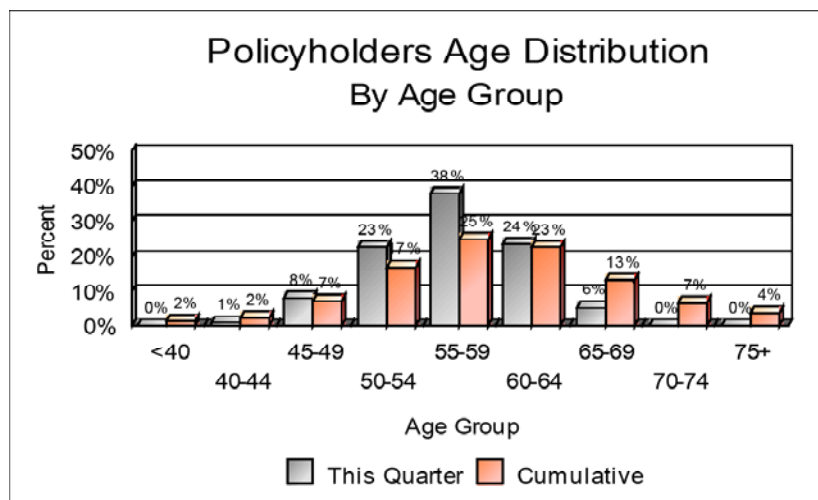
| <u>Days</u> | <u>This Quarter</u> | <u>Previous Quarter</u> |
|-------------|---------------------|-------------------------|
| 0 | 0.00% | 0.00% |
| 15 | 0.00% | 0.00% |
| 30 | 7.04% | 5.62% |
| 60 | 0.00% | 0.00% |
| 90 | 92.96% | 94.38% |



VI. Age of Policyholders (at time of purchase)

Age Group

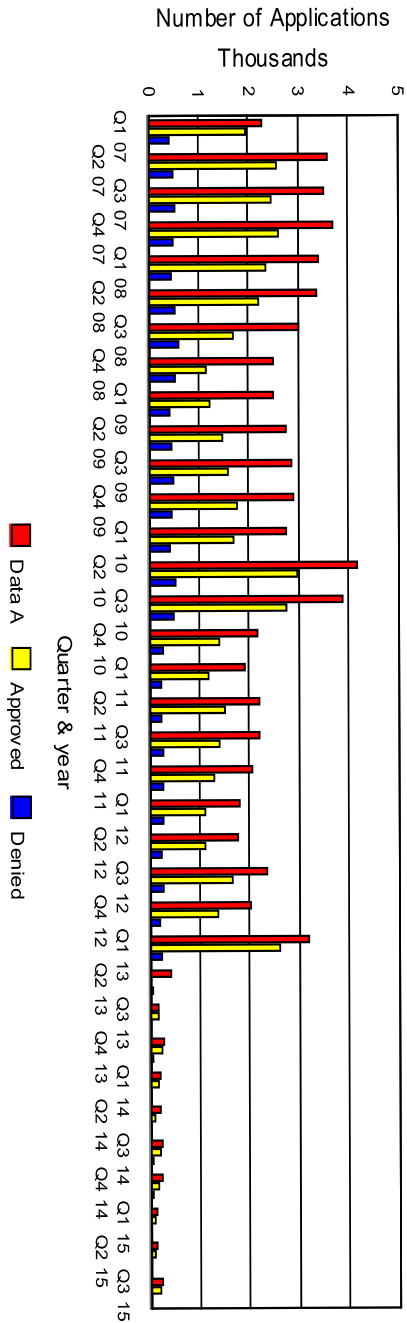
| | <40 | 40-44 | 45-49 | 50-54 | 55-59 | 60-64 | 65-69 | 70-74 | 75+ | Total |
|----------------|-------|-------|-------|--------|--------|--------|--------|-------|-------|---------|
| This Quarter # | 0 | 3 | 18 | 49 | 82 | 51 | 12 | 0 | 0 | 215 |
| This Quarter % | 0% | 1% | 8% | 23% | 38% | 24% | 6% | 0% | 0% | 100% |
| Cumulative # | 1,967 | 3,109 | 9,326 | 22,215 | 32,311 | 29,163 | 17,311 | 8,819 | 5,039 | 129,260 |
| Cumulative % | 2% | 2% | 7% | 17% | 25% | 23% | 13% | 7% | 4% | 100% |



VII. Trends

| Denied | Approved | Received | Quarter/ Year |
|--------|----------|----------|------------------|
| 60 | 237 | 402 | 1994 |
| 713 | 2,123 | 2,979 | 1995 |
| 1,039 | 3,095 | 4,598 | 1996 |
| 809 | 1,366 | 2,182 | 1997 |
| 631 | 2,606 | 2,706 | 1998 |
| 1,518 | 6,592 | 8,110 | 1999 |
| 1,517 | 8,530 | 10,047 | 2000 |
| 1,942 | 8,179 | 11,262 | 2001 |
| 2,405 | 11,921 | 16,146 | 2002 |
| 2,123 | 11,140 | 15,436 | 2003 |
| 2,232 | 8,425 | 13,369 | 2004 |
| 2,087 | 8,496 | 12,875 | 2005 |
| 2,123 | 11,140 | 15,436 | 2006 |
| 1,919 | 9,571 | 13,123 | 2007 |
| 2,092 | 7,403 | 12,305 | 2008 |
| 1,809 | 6,045 | 11,039 | 2009 |
| 1,696 | 8,848 | 12,983 | 2010 |
| 242 | 1,188 | 1,934 | Q1 2011 |
| 249 | 1,508 | 2,212 | Q2 2011 |
| 288 | 1,413 | 2,225 | Q3 2011 |
| 272 | 1,307 | 2,060 | Q4 2011 |
| 287 | 1,113 | 1,814 | Q1 2012 |
| 237 | 1,124 | 1,781 | Q2 2012 |
| 267 | 1,652 | 2,362 | Q3 2012 |
| 207 | 1,372 | 2,023 | Q4 2012 |
| 237 | 2,613 | 3,211 | Q1 2013 |
| 53 | 21 | 435 | Q2 2013 |
| 25 | 146 | 171 | Q3 2013 |
| 53 | 226 | 279 | Q4 2013 |
| 27 | 133 | 194 | Q1 2014 |
| 36 | 109 | 192 | Q2 2014 |
| 49 | 200 | 249 | Q3 2014 |
| 54 | 169 | 223 | Q4 2014 |
| 29 | 102 | 131 | Q1 2015 |
| 32 | 89 | 121 | Q2 2015 |
| 20 | 215 | 235 | Q3 2015 |
| | | | |
| | | | |
| | | | |
| | | | |

**Trend In Applications Received, Approved, Denied
By Quarter**



VII. Policyholders and Asset Protection Earned

| | This Quarter | Cumulative* |
|---|--------------|---------------|
| Number of policyholders to date who have qualified to receive benefit payments | 200 | 5,929 |
| Total asset protection earned by all policyholders who received benefits | \$25,149,049 | \$374,715,967 |
| Number of policyholders currently in benefit/payments made | 1,693 | N/A |
| Number of policyholders who have exhausted benefits | 7 | 634 |
| Total asset protection earned to date by policyholders that have exhausted benefits | \$1,644,142 | \$67,254,941 |
| Number of policyholders that died while in benefit | 112 | 2,223 |
| Total asset protection earned that will NOT be accessed due to policyholders demise while in benefit | \$8,623,263 | \$104,569,934 |
| Number of policyholders who have exhausted their policy benefits and accessed Medicaid** | 0 | 102 |
| Asset protection earned by policyholders who have exhausted their policy benefits and accessed Medicaid** | \$0 | \$8,959,660 |
| Medicaid (Medi-Cal) cost savings** | N/A | \$54,769,775 |

*NOTE: Cumulative totals may drop or rise out of sync with the current quarter figures and on the surface may not appear to consolidate with the previous quarter cumulative figures. This can be due to a variety of reasons. For example, data is audited on an ongoing basis; therefore, data is updated to reflect new information. Additionally, a Partner insurer may fall behind on reporting and catch up in the current quarter, thereby, creating a seemingly irreconcilable cumulative figure.

** NOTE: Partnership data has not been matched to Medi-Cal since Quarter 1 of 2014 nor to IHSS since Quarter 1 of 2015. Therefore, these numbers are static as of these dates.

| Policyholders Who Exhausted Their Policy Benefits And Accessed Medi-Cal Breakdown By Policy Length and Age Group | | | | | | | | | | | | | | | |
|--|----|----|---|---|---|------|------|----------------------|----|---|---|---|---|------|------|
| Policy Length (Yrs.) | 1 | 2 | 3 | 4 | 5 | 6-10 | Life | Policy Length (Yrs.) | 1 | 2 | 3 | 4 | 5 | 6-10 | Life |
| Age At Purchase | | | | | | | | Age At Benefit | | | | | | | |
| <50 | | | | | | | n/a | <50 | | | | | | | n/a |
| 50-54 | | 1 | | | | | n/a | 50-54 | | | | | | | n/a |
| 55-59 | | 5 | | | | | n/a | 55-59 | | 1 | | | | | n/a |
| 60-64 | 1 | 2 | | | | | n/a | 60-64 | | 3 | | | | | n/a |
| 65-69 | 4 | 4 | 3 | | | | n/a | 65-69 | 2 | 4 | 1 | | | | n/a |
| 70-74 | 19 | 12 | 2 | 1 | | | n/a | 70-74 | 5 | 8 | 1 | 2 | | | n/a |
| 75-79 | 14 | 10 | 1 | 2 | | | n/a | 75-79 | 18 | 7 | 2 | | | | n/a |
| 80-84 | 10 | 3 | 1 | | | | n/a | 80-84 | 9 | 9 | 1 | 1 | | | n/a |
| 85-89 | 2 | 1 | | | | | n/a | 85-89 | 13 | 5 | 1 | | | | n/a |
| 90-94 | 2 | 2 | | | | | n/a | 90-94 | 4 | 2 | 1 | | | | n/a |
| 95+ | | | | | | | n/a | 95+ | 1 | 1 | | | | | n/a |
| Totals:=====> | | | | | | | | Totals:=====> | | | | | | | |
| 52 40 7 3 | | | | | | | | 52 40 7 3 | | | | | | | |

VIII. Service Utilization

| Type of Service (Other Than Care Management) | This Quarter, % of All Services Rendered to Policyholders In Ben- efit (1,693 by Type of Service | Cumulative % of All Services Rendered to All Policyholders (5,734) by Type of Service |
|---|--|--|
| Skilled Nursing Facility | 6% | 8% |
| Assisted Living Facility/RCF | 21% | 24% |
| Home Care | 73% | 68% |

NOTE: Home Care is all services excluding Facility Care (Skilled Nursing Facility and Assisted Living/Residential Care Facilities).

| Type of Service (Administrative Costs) | This Quarter, % of All Services Rendered to Policyholders In Ben- efit (1,693) by Type of Service | *Cumulative % of All Services Rendered to All Policyholders (5,734) by Type of Service |
|---|---|--|
| Assessment & Care Planning | 2% | 6% |
| Assessment Only | 10% | 9% |
| Care Planning Only | 27% | 20% |
| Monitoring Only | 26% | 33% |
| Reassessment Only | 34% | 23% |

NOTE: Care Management Services (reported as administrative costs) amounting to less than 1% are excluded. Therefore, the percentages total may not equal 100%.



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LONG-TERM CARE

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