

# Quarterly Report



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2nd. Quarter 2008, Report No. 56

April - June 2008

## California Partnership For Long-Term Care

[www.dhs.ca.gov/cpltc](http://www.dhs.ca.gov/cpltc)

### Participating Insurers

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

### II. Quarterly and Cumulative Statistics

	<u>This Quarter</u>	<u>To Date</u>
Applications received:	3,376	139,631
Applications Denied:	515	22,771
Applications Pending & Withdrawn:	0	0
Policies Purchased:	2,861	115,978
Policies Dropped (voluntary & for unknown reasons):	536	13,738
Policies Not Taken Up:	130	7,288
Total Policies In Force (Active):	2,195	96,816
Number of Policyholders Who Received Service Payments:	553	1,797

### Table of Contents

I	Consumer Inquiries	Pg 1
II	Quarterly and Cumulative Statistics	Pg 1-2
III	Daily Benefits Distribution	Pg 2
IV	Maximum Benefit Amounts Distribution	Pg 3
V	Elimination Period Distribution	Pg 4
VI	Age of Policyholders	Pg 4
VII	Trends	Pg 5
VIII	Policyholders and Asset Protection Earned	Pg 6
IX	Service Utilization	Pg 7

### I. Consumer Inquiries

	<u>This Quarter</u>	<u>To Date</u>
Number of Consumers Who Called Toll-Free (CARE445)	48	27,607
Website Visits	31,988	366,339

## II. Quarterly and Cumulative Statistics - continued

<u>Age</u>	<u>This Quarter</u>	<u>To Date</u>
Median	57	59
Target Age (55-74)	1,486 ( 68%)	65,147 ( 67%)
Other Ages	709 ( 32%)	31,669 ( 33%)

### Gender

Female	1,254 ( 57%)	56,674 ( 59%)
Male	941 ( 43%)	40,142 ( 41%)

### Marital Status

Married	1,602 ( 73%)	68,034 ( 70%)
Not Married	593 ( 27%)	27,834 ( 30%)
Unknown	0 ( 0%)	448 (<1%)

### Policy Type

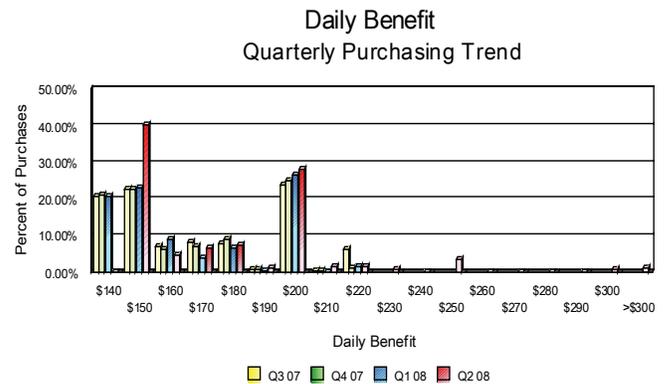
Comprehensive	2,159 ( 98%)	92,768 ( 96%)
Nursing Home	36 ( 2%)	4,048 ( 4%)

### Purchase Type

First Time Purchase	2,175 ( 99%)	92,283 ( 95%)
Upgrade	0 ( 0%)	1,154 ( 1%)
Replacement	20 ( 1%)	3,371 ( 3%)
Reinstatement	0 ( 0%)	8 (<1%)

Totals for each category above      2,195 (100%)      96,816 (100%)

## III. Daily Benefit Distribution

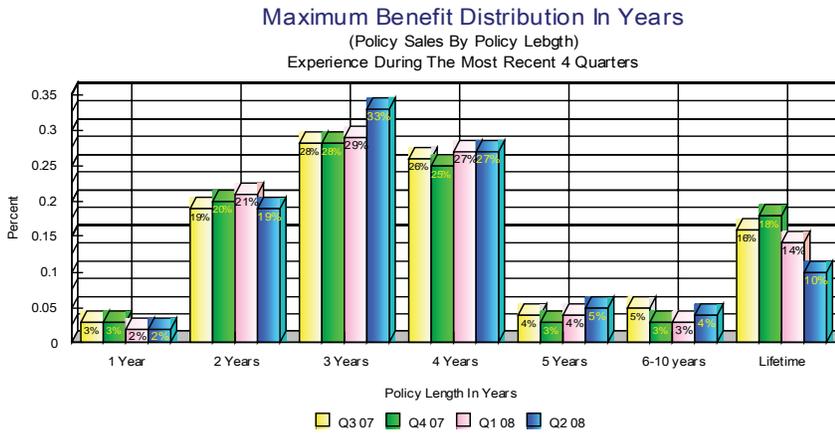


<u>Daily Benefit</u>	<u>This Quarter</u>	<u>Previous Quarter</u>
\$150	889 (40.54%)	747 (31.92%)
\$160	106 ( 4.83%)	151 ( 6.42%)
\$170	146 ( 6.67%)	176 ( 7.05%)
\$180	167 ( 7.63%)	181 ( 7.69%)
\$190	28 ( 1.27%)	35 ( 1.48%)
\$200	621 (28.3%)	629 (26.88%)
\$210	40 ( 1.80%)	21 ( 0.90%)
\$220	35 ( 1.61%)	61 ( 2.60%)
\$230	25 ( 1.15%)	15 ( 0.64%)
\$240	5 ( 0.23%)	3 ( 0.11%)
\$250	80 ( 3.64%)	90 ( 3.83%)
\$260	2 (0.08%)	N/A
\$270	2 (0.08%)	N/A
\$280	3 (0.12%)	N/A
\$290	0 (0.00%)	N/A
\$300	18 (0.81%)	N/A
>\$300	28 (1.27%)	N/A

## IV. Maximum Benefit Amounts Distribution

### Maximum Benefit (In Years)

	1 Yr	2 Yr	3 Yr	4 Yr	5 Yr	6-10 Yr	Life	All
<b>This Quarter # Policies</b>	49	415	726	604	104	83	214	2,195
<b>This Quarter %</b>	2%	19%	33%	27%	5%	4%	10%	100%
<b>Cumulative # Policies *</b>	6,070	19,018	23,187	19,744	2,240	4,046	22,511	96,816
<b>Cumulative %*</b>	6%	20%	24%	20%	2%	4%	24%	100%



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

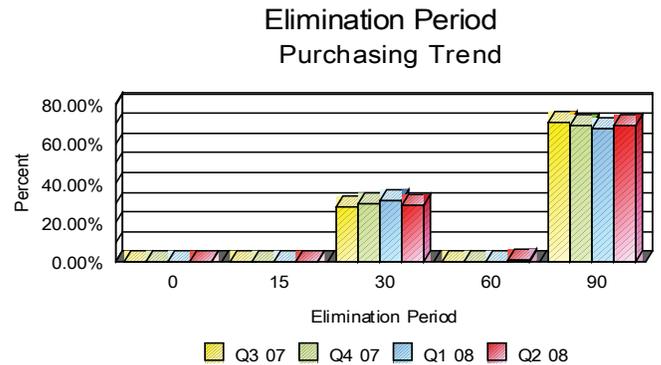
### Characteristics By Maximum Benefit In Years (This Quarter)

#### Characteristic

	1 Yr	2 Yr	3 Yr	4 Yr	5 Yr	6-10 yr	Life	All
Married	63%	69%	73%	78%	77%	77%	66%	73%
Female	60%	56%	59%	57%	53%	57%	56%	58%
Average Age	62	59	58	57	55	56	54	57
Target Ages	77%	76%	70%	68%	60%	67%	51%	68%
New Purchase	96%	99%	99%	99%	100%	100%	99%	99%
Comprehensive Policy	96%	100%	100%	100%	100%	100%	98%	100%

## V. Elimination Period Distribution (at time of purchase)

<u>Days</u>	<u>This Quarter</u>	<u>Previous Quarter</u>
0	0.42%	0.53%
15	0.15%	0.11%
30	28.99%	31.5%
60	1.15%	0.11%
90	69.29%	67.76%

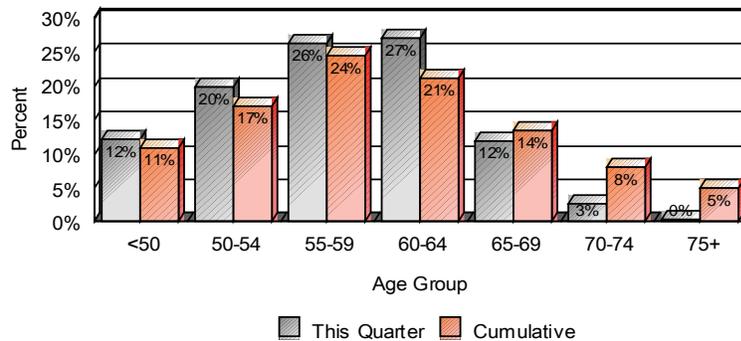


## VI. Age of Policyholders (at time of purchase)

### Age Group

	<50	50-54	55-59	60-64	65-69	70-74	75+	Total
This Quarter # Policies	265	436	578	592	260	56	8	2,195
This Quarter %	12%	20%	26%	27%	12%	3%	<1%	100%
Cumulative # Policies	10,551	16,391	23,640	20,473	13,077	7,813	4,871	96,816
Cumulative %	11%	17%	24%	21%	14%	8%	5%	100%

### Policyholders Age Distribution By Age Group

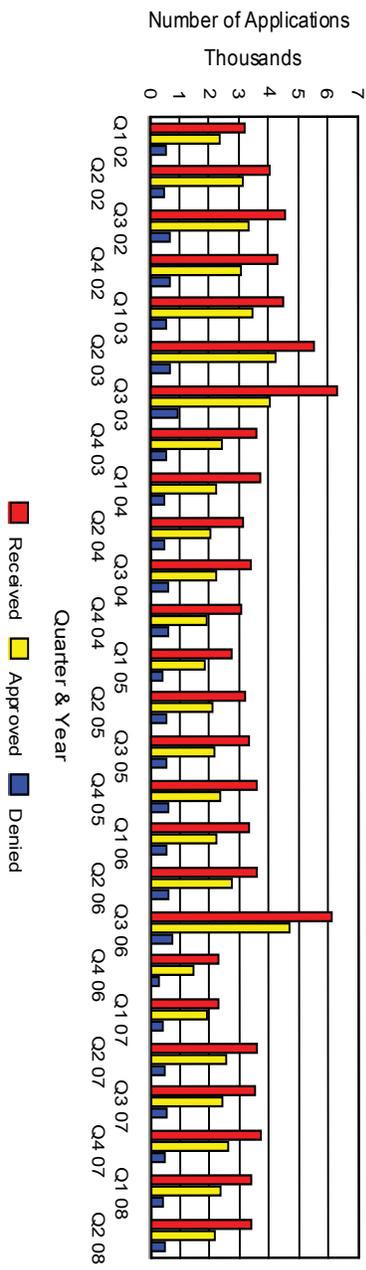


## VII. Trends

2005	2006	2007	2008
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Quarter	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008										
Received	402	2,979	4,598	2,182	2,716	8,110	10,047	11,262	16,146	15,436	13,369	2,758	3,197	3,335	3,585	3,365	3,618	6,151	2,302	2,285	3,600	3,521	3,717	3,402	3,376
Approved	237	2,123	3,095	1,366	2,606	6,592	8,530	8,179	11,921	11,140	8,425	1,858	2,080	2,172	2,386	2,258	2,740	4,708	1,434	1,937	2,580	2,448	2,606	2,357	2,195
Denied	60	713	1,039	809	631	1,518	1,517	1,942	2,405	2,123	2,232	405	527	561	594	535	588	724	276	410	479	520	510	438	515

Trend In Applications Received, Approved, Denied  
By Quarter



Redesigned policies available as of the 4th. quarter of 1998

## VII. Policyholders and Asset Protection Earned

	This Quarter	Cumulative*
Number of policyholders to date who have qualified to receive benefit payments	88	2,000
Total asset protection earned by all policyholders who received benefits	\$4,129,374	\$69,407,9977
Number of policyholders currently in benefit/payments made	553	N/A
Number of policyholders who have exhausted benefits	6	183
Total asset protection earned to date by policyholders that have exhausted benefits	\$741,368	\$12,690,363
Number of policyholders that died while in benefit	36	688
Total asset protection earned that will NOT be accessed due to policyholders demise while in benefit	\$1,439,647	\$16,186,176
Number of policyholders who have exhausted their policy benefits and accessed Medicaid as of 6/30/2008	1	41
Asset protection earned by policyholders who have exhausted their policy benefits and accessed Medicaid as of 6/30/2008	0	\$2,582,345
Medicaid (Medi-Cal) cost savings as of 6/30/2008	N/A	\$15,059,592

\*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.

### 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
<b>Age At Purchase</b>							
<50							n/a
50-54		1					n/a
55-59							n/a
60-64		1					n/a
65-69		2					n/a
70-74	11	4		1			n/a
75-79	5	2					n/a
80-84	8	2	1				n/a
85-89	1						n/a
90-94	2						n/a
95+							n/a
Totals:=====>	27	12	1	1			

Policy Length (Yrs.)	1	2	3	4	5	6-10	Life
<b>Age At Benefit</b>							
<50							n/a
50-54							n/a
55-59		1					n/a
60-64		1					n/a
65-69		1					n/a
70-74	5	3		1			n/a
75-79	9	3					n/a
80-84	6	2					n/a
85-89	4	1					n/a
90-94	2		1				n/a
95+	1						n/a
Totals:=====>	27	12	1	1			

## VIII. Service Utilization

Type of Service (Other Than Care Management)	This Quarter, % of All Services Rendered to Policyholders In Ben- efit (553) by Type of Service	Cumulative % of All Services Rendered to All Policyholders (2,000) by Type of Service
Skilled Nursing Facility	6%	9%
Assisted Living Facility/RCF	27%	24%
Home Health Aide Services	15%	14%
Attendant Care	5%	10%
Personal Care	26%	22%
Homemaker (non-personal care)	2%	1%
DME	1%	1%
Care Planning (benefit cost)	5%	3%
Coordination (benefit cost)	7%	3%

NOTE: services amounting to less than 1% usage during the quarter are excluded. Therefore, the percentages total may not equal 100%.

Type of Service (Administrative Costs)	This Quarter, % of All Services Rendered to Policyholders In Ben- efit (553) by Type of Service	*Cumulative % of All Services Rendered to All Policyholders (2,000) by Type of Service
Assessment & Care Planning	6%	10%
Assessment Only	14%	9%
Care Planning Only	21%	10%
Coordination Only	19%	7%
Monitoring Only	10%	45%
Reassessment Only	30%	17%

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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