

Quarterly Report



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3rd. Quarter 2005, Report No. 45

July - September 2005

California Partnership for Long-Term Care

www.dhs.ca.gov/cpltc

Participating Insurers

- Bankers Life and Casualty Company
- California Public Employees' Retirement System (PERS)
- GE Capital Assurance (formerly AMEX)
- John Hancock
- New York Life Insurance Company

II. Quarterly and Cumulative Statistics

	<u>This Quarter</u>	<u>To Date</u>
Applications received:	3,335	100,109
Applications Denied:	561	17,164
Applications Pending & Withdrawn:	0	0
Policies Purchased:	2,774	82,945
Policies Dropped (voluntary & for unknown reasons):	343	8,820
Policies Not Taken Up:	259	4,922
Total Policies In Force (Active):	2,172	69,167
Number of Policyholders Who Received Service Payments:	383	1,041

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I. Consumer Inquiries

	<u>This Quarter</u>	<u>To Date</u>
Number of Consumers Who Called Toll-Free (CARE445)	115	26,669
Website Visits	11,403	179,308

II. Quarterly and Cumulative Statistics - continued

<u>Age:</u>	<u>This Quarter</u>	<u>To Date</u>
Median	57	60
Target Age (55-74)	1,341 (62%)	47,757 (69%)
Other Ages	831 (38%)	21,410 (31%)

<u>Gender:</u>		
Female	1,223 (56%)	40,739 (59%)
Male	949 (44%)	28,428 (41%)

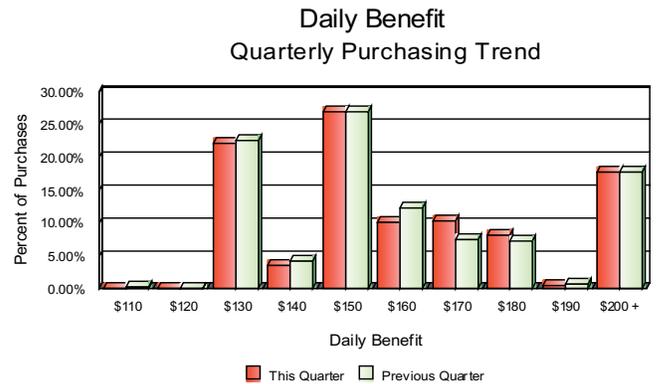
<u>Marital Status:</u>		
Married	1,550 (71%)	48,756 (70%)
Not Married	622 (29%)	19,968 (29%)
Unknown	0 (0%)	443 (1%)

<u>Policy Type:</u>		
Comprehensive	2,162 (99.5%)	65,824 (95%)
Nursing Home	10 (< 1%)	3,343 (5%)

<u>Purchase Type:</u>		
First Time Purchase	2,103 (97%)	65,276 (94%)
Upgrade	17 (0.8%)	988 (1.5%)
Replacement	52 (2.4%)	2,895 (4%)
Reinstatement	0 (0%)	8 (<1%)

Totals for each category above 2,172 (100%) 69,167 (100%)

III. Daily Benefit Distribution



<u>Daily Benefit</u>	<u>This Quarter</u>	<u>Previous Quarter</u>
\$110	0 (0%)	6 (0.3%)
\$120	1 (0.04%)	2 (0.11%)
\$130	481 (22.16%)	470 (22.59%)
\$140	78 (3.57%)	88 (4.25%)
\$150	588 (27.09%)	562 (27.03%)
\$160	220 (10.14%)	257 (12.37%)
\$170	225 (10.38%)	156 (7.48%)
\$180	179 (8.26%)	152 (7.29%)
\$190	13 (0.60%)	17 (0.83%)
\$200 or More	386 (17.76%)	369 (17.74%)

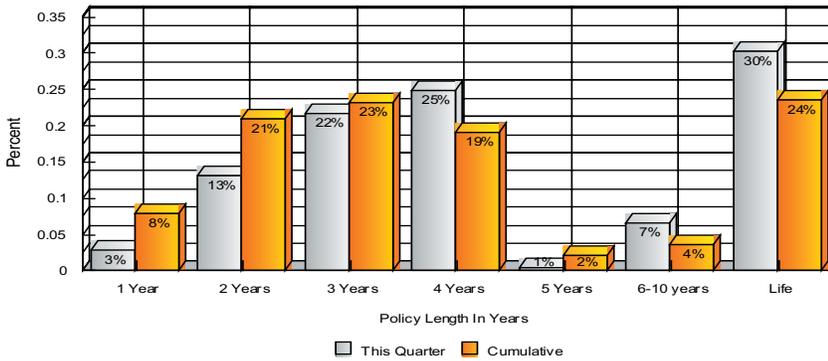
NOTE: The minimum Daily Benefit allowed for sale in the year 2005 is \$130. The entries in the \$110 and \$120 categories of the above table are for policies sold in the 4th quarter of 2004 but not reported until now.

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	64	286	472	538	12	144	656	2,172
This Quarter %	3%	13%	22%	25%	1%	7%	30%	100%
Cumulative # Policies *	5,463	14,486	16,049	12,838	1,446	2,569	16,316	69,167
Cumulative %*	8%	21%	23%	18%	2%	4%	24%	100%

Maximum Benefit Distribution In Years



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

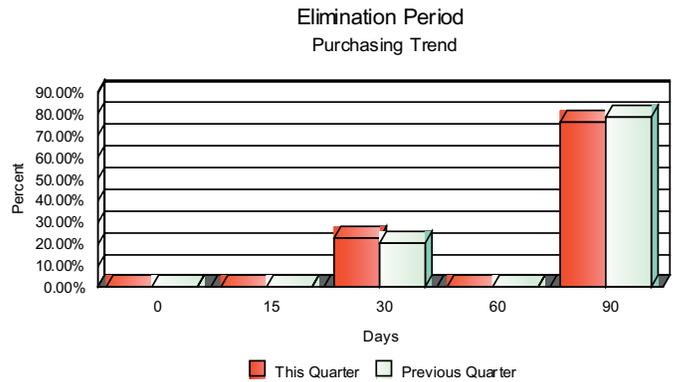
Characteristics By Maximum Benefit In Years (This Quarter)

Characteristic:

	1 Yr	2 Yr	3 Yr	4 Yr	5 Yr	6-10 yr	Life	All
Married	56%	66%	74%	75%	57%	70%	71%	71%
Female	60%	58%	56%	55%	43%	58%	56%	56%
Average Age	61	60	59	57	60	56	54	57
Target Ages	67%	73%	71%	65%	78%	61%	46%	62%
New Purchase	97%	98%	98%	98%	100%	94%	95%	97%
Comprehensive Policy	89%	99%	99%	100%	100%	100%	100%	99%

V. Elimination Period Distribution (at time of purchase)

Days	This Quarter	Previous Quarter
0	0.24%	0.45%
15	0.28%	0.11%
30	22.57%	20.56%
60	0.60%	0.49%
90	76.31%	78.38%

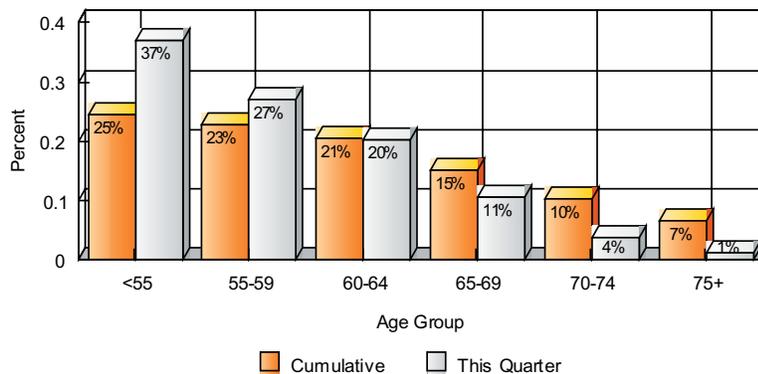


VI. Age of Policyholders (at time of purchase)

Age Group:

	<55	55-59	60-64	65-69	70-74	75+	Total
This Quarter # Policies	802	591	440	230	80	29	2,172
This Quarter %	37%	27%	20%	11%	4%	1%	100%
Cumulative # Policies	16,969	15,810	14,213	10,447	7,070	4,658	69,167
Cumulative %	25%	23%	21%	15%	10%	7%	100%

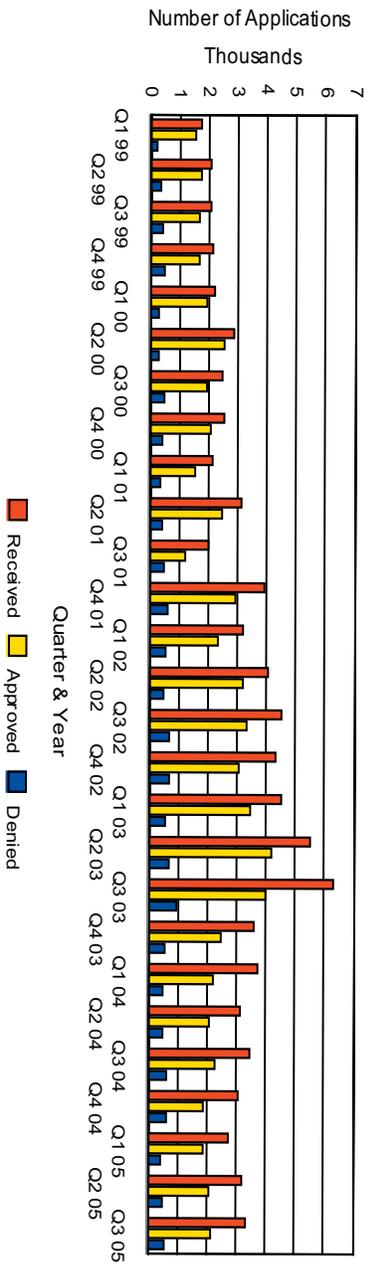
Policyholders Age Distribution By Age Group



VII. Trends

Quarter	2001				2002				2003				2004			2005										
	1994	1995	1996	1997	1998	1999	2000	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3								
Received	402	2,979	4,598	2,182	2,716	8,110	10,047	2,179	3,141	2,035	3,907	3,218	4,063	4,548	4,317	4,498	5,546	6,309	3,614	3,732	3,141	3,434	3,089	2,758	3,197	3,335
Approved	237	2,123	3,095	1,366	2,606	6,592	8,530	1,561	2,452	1,224	2,942	2,351	3,174	3,330	3,066	3,461	4,213	4,028	2,444	2,216	2,065	2,260	1,884	1,858	2,080	2,172
Denied	60	713	1,039	809	631	1,518	1,517	387	437	473	645	529	497	693	686	558	705	960	582	500	505	603	624	405	527	561

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	68	1,215
Total asset protection earned by all policyholders who received benefits	\$2,370,119	\$30,933,009
Number of policyholders currently in benefit/payments made	383	N/A
Number of policyholders who have exhausted benefits	9	100
Total asset protection earned to date by policyholders that have exhausted benefits	\$654,940	\$5,712,017
Number of policyholders that died while in benefit	24	380
Total asset protection earned that will NOT be accessed due to policyholders demise while in benefit	\$619,126	\$6,195,030
Number of policyholders who have exhausted their policy benefits and accessed Medicaid as of 9/30/2005	3	29
Asset protection earned by policyholders who have exhausted their policy benefits and accessed Medicaid as of 9/30/2005	0	\$1,458,301
Medicaid (Medi-Cal) cost savings** as of 9/30/2005	N/A	\$13,061,133

*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 and in doing so 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.

** This is new information designed to inform you on the approximate savings to the Medi-Cal program realized by the California Partnership for Long-Term Care. This figure is derived from the asset protection earned by policyholders who have exhausted their policy benefits and continued to need care as well as from information collected through the quarterly conducted Purchaser Survey.

VIII. Service Utilization

Type of Service (Other Than Care Management)	This Quarter, % of All Services Rendered to Policyholders In Ben- efit (383) by Type of Service	*Cumulative % of All Services Rendered to All Policyholders (1,215) by Type of Service
Skilled Nursing Facility	6%	10%
Other Bed Hold	1%	<1%
Assisted Living Facility/RCF	24%	24%
Other Alternative Housing	2%	2%
Home Health Aide Services	12%	14%
Adult Day Care (Health & Social)	1%	1%
Personal Care	22%	19%
Homemaker	1%	<1%
Chore Services	3%	3%
Care Planning (benefit cost)	4%	2%
Coordination (benefit cost)	4%	1%

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

*NOTE: A cumulative file audit revealed file extract errors yielding underestimations in the previous quarter for the Cumulative attendant care percentage. Therefore, the present cumulative figure represents updated information.

Type of Service (Administrative Costs)	This Quarter, % of All Services Rendered to Policyholders In Ben- efit (383) by Type of Service	*Cumulative % of All Services Rendered to All Policyholders (1,215) by Type of Service
Case Management Only	2%	<1%
Assessment & Care Planning	33%	9%
Assessment Only	2%	9%
Care Planning Only	2%	8%
Coordination Only	5%	3%
Monitoring Only	5%	54%
Reassessment Only	52%	15%

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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