

# Quarterly Report



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4th. Quarter 2008, Report No. 58

October - December 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
- John Hancock
- MetLife
- New York Life Insurance Company

### II. Quarterly and Cumulative Statistics

	<u>This Quarter</u>	<u>To Date</u>
Applications received:	2,508	145,158
Applications Denied:	532	23,910
Applications Pending & Withdrawn:	0	0
Policies Purchased:	1,976	120,366
Policies Dropped (voluntary & for unknown reasons):	739	15,018
Policies Not Taken Up:	98	7,545
Total Policies In Force (Active):	1,139	99,667
Number of Policyholders Who Received Service Payments:	639	1,978

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### I. Consumer Inquiries

	<u>This Quarter</u>	<u>To Date</u>
Number of Consumers Who Called Toll-Free (CARE445)	36	27,691
Website Visits	27,974	419,587

## II. Quarterly and Cumulative Statistics - continued

<u>Age</u>	<u>This Quarter</u>	<u>To Date</u>
Median	58	59
Target Age (55-74)	766 ( 67%)	67,091 ( 67%)
Other Ages	733 ( 33%)	32,576 ( 33%)

### Gender

Female	674 ( 59%)	58,360 ( 59%)
Male	465 ( 41%)	41,307 ( 41%)

### Marital Status

Married	784 ( 69%)	70,057 ( 70%)
Not Married	355 ( 31%)	28,662 ( 29%)
Unknown	0 ( 0%)	448 ( <1%)

### Policy Type

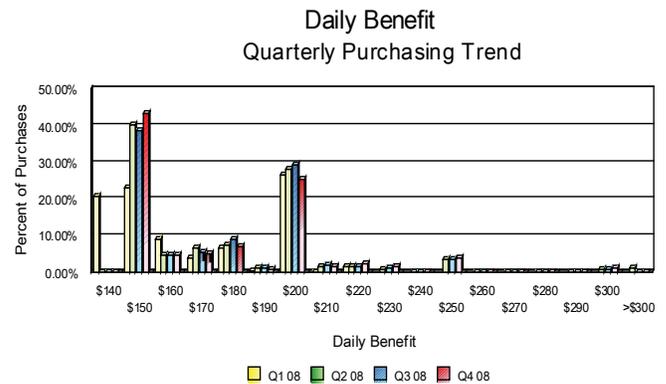
Comprehensive	1127 ( 99%)	95,595 ( 96%)
Nursing Home	12 ( 1%)	4,072 ( 4%)

### Purchase Type

First Time Purchase	1,124 ( 99%)	95,104 ( 95%)
Upgrade	5 ( <1%)	1,162 ( 1%)
Replacement	10 ( 1%)	3,393 ( 3%)
Reinstatement	0 ( 0%)	8 ( <1%)

Totals for each category above  
 1,139 (100%)      99,667 (100%)

## III. Daily Benefit Distribution

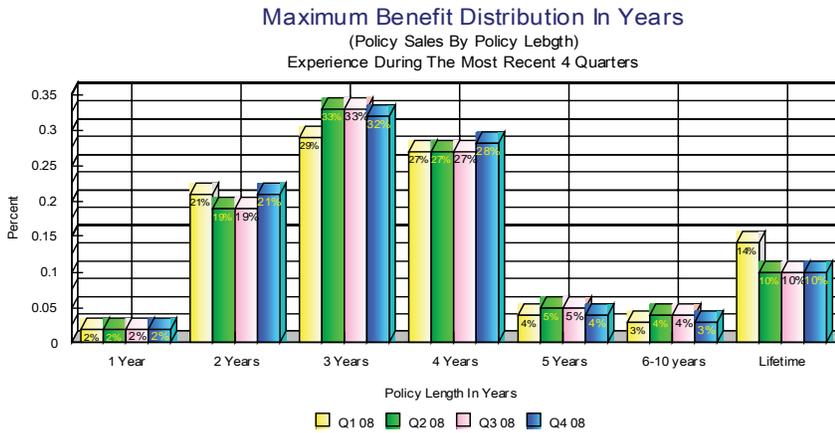


<u>Daily Benefit</u>	<u>This Quarter</u>	<u>Previous Quarter</u>
\$150	494 (43.36%)	664 (38.86%)
\$160	55 ( 4.87%)	83 ( 4.87%)
\$170	61 ( 5.35%)	99 ( 5.80%)
\$180	82 ( 7.2%)	154 ( 8.99%)
\$190	12 ( 1.02%)	22 ( 1.28%)
\$200	290 ( 25.5%)	508 (29.66%)
\$210	22 ( 1.95%)	35 ( 2.04%)
\$220	28 ( 2.43%)	33 ( 1.90%)
\$230	19 ( 1.7%)	27 ( 1.55%)
\$240	3 ( 0.24%)	4 ( 0.22%)
\$250	48 ( 4.18%)	63 ( 3.67%)
\$260	2 ( 0.15%)	1 ( 0.04%)
\$270	3 ( 0.24%)	0 ( 0.00%)
\$280	2 ( 0.19%)	1 ( 0.04%)
\$290	0 ( 0.00%)	0 ( 0.00%)
\$300	14 ( 1.27%)	15 ( 0.89%)
>\$300	4 ( 0.34%)	3 ( 0.18%)

## 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>	25	234	362	314	50	40	114	1,139
<b>This Quarter %</b>	2%	21%	32%	28%	4%	3%	10%	100%
<b>Cumulative # Policies *</b>	6,136	19,575	24,108	20,518	2,377	4,159	22,794	99,667
<b>Cumulative %*</b>	6%	20%	24%	20%	2%	4%	23%	100%



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

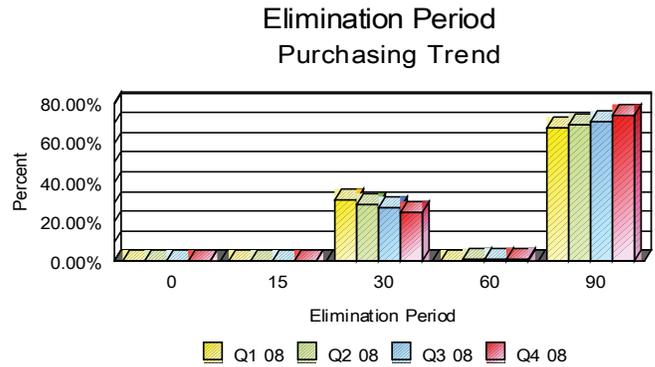
### Characteristics By Maximum Benefit In Years (This Quarter)

#### Characteristic

	1 Yr	2 Yr	3 Yr	4 Yr	5 Yr	6-10 yr	Life	All
Married	49%	64%	72%	70%	78%	68%	66%	69%
Female	44%	56%	60%	61%	58%	60%	61%	59%
Average Age	58	59	58	57	56	56	53	57
Target Ages	67%	72%	71%	68%	67%	57%	46%	67%
New Purchase	100%	98%	98%	99%	99%	99%	98%	99%
Comprehensive Policy	98%	100%	99%	100%	99%	100%	100%	100%

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

<u>Days</u>	<u>This Quarter</u>	<u>Previous Quarter</u>
0	0.29%	0.44%
15	0.10%	0.09%
30	24.62%	27.67%
60	1.22%	0.97%
90	73.77%	70.83%

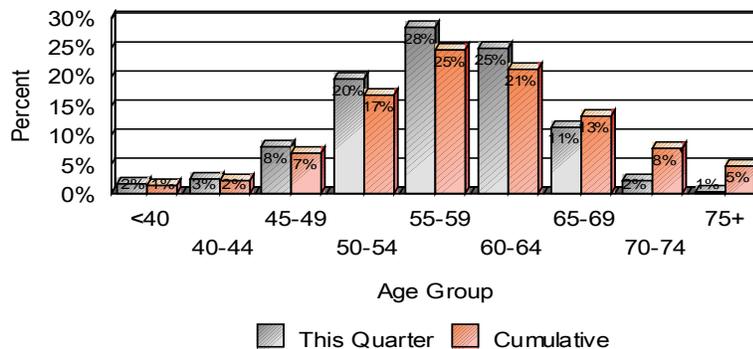


## VI. Age of Policyholders (at time of purchase)

### Age Group

	<40	40-44	45-49	50-54	55-59	60-64	65-69	70-74	75+	Total
This Quarter # Policies	20	29	93	225	324	285	129	28	6	1,139
This Quarter %	2%	3%	8%	20%	29%	25%	11%	2%	<1%	100%
Cumulative # Policies	1,474	2,327	7,094	16,943	24,456	21,202	13,405	7,883	4,883	99,667
Cumulative %	1%	2%	7%	17%	25%	21%	13%	8%	5%	100%

### Policyholders Age Distribution By Age Group

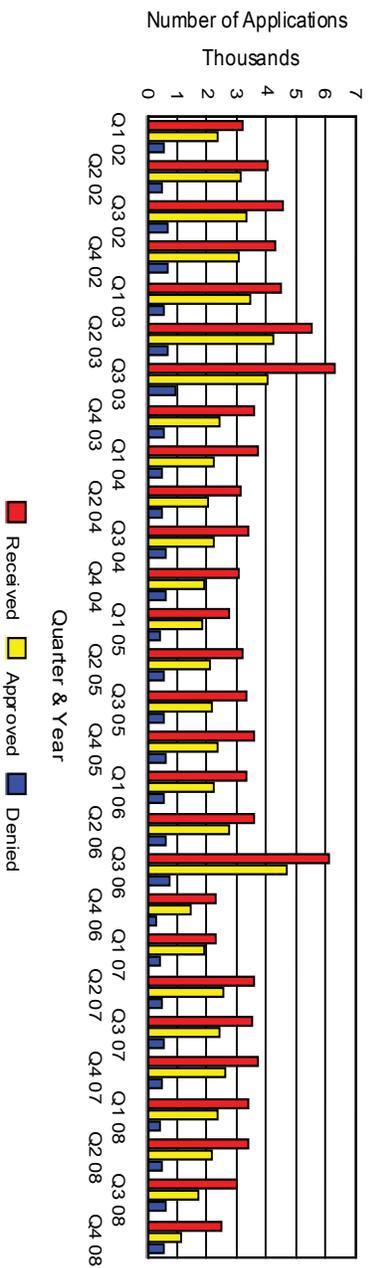


## VII. Trends

Quarter	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
Q1															
Q2															
Q3															
Q4															

Received	402	2,979	4,598	2,182	2,716	8,110	10,047	11,262	16,146	19,967	13,396	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	3,019	2,508
Approved	237	2,123	3,095	1,366	2,606	6,592	8,530	8,179	11,921	14,146	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	1,712	1,139
Denied	60	713	1,039	809	631	1,518	1,517	1,942	2,405	2,805	2,232	405	527	561	594	535	588	724	276	410	479	520	510	438	515	607	532

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	95	2,179
Total asset protection earned by all policyholders who received benefits	\$4,940,434	\$80,141,069
Number of policyholders currently in benefit/payments made	639	N/A
Number of policyholders who have exhausted benefits	7	194
Total asset protection earned to date by policyholders that have exhausted benefits	731,551	\$13,970,335
Number of policyholders that died while in benefit	31	753
Total asset protection earned that will NOT be accessed due to policyholders demise while in benefit	\$1,346,333	\$19,178,789
Number of policyholders who have exhausted their policy benefits and accessed Medicaid as of 12/31/2008	1	45
Asset protection earned by policyholders who have exhausted their policy benefits and accessed Medicaid as of 12/31/2008	0	\$2,875,355
Medicaid (Medi-Cal) cost savings as of 12/31/2008	N/A	\$17,382,112

\*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	6		1			n/a
75-79	6	2					n/a
80-84	9	2	1				n/a
85-89	1						n/a
90-94	2						n/a
95+							n/a
Totals:=====>	29	14	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	4	3		1			n/a
75-79	10	5					n/a
80-84	6	2					n/a
85-89	5	1					n/a
90-94	3		1				n/a
95+	1						n/a
Totals:=====>	29	14	1	1			

## VIII. Service Utilization

Type of Service (Other Than Care Management)	This Quarter, % of All Services Rendered to Policyholders In Ben- efit (639) by Type of Service	Cumulative % of All Services Rendered to All Policyholders (2,179) by Type of Service
Skilled Nursing Facility	5%	8%
Assisted Living Facility/RCF	26%	23%
Home Health Aide Services	18%	15%
Attendant Care	4%	9%
Personal Care	23%	22%
Homemaker (non-personal care)	3%	2%
Personal Emergency Response System	1%	<1%
Care Planning (benefit cost)	5%	3%
Coordination (benefit cost)	7%	4%

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 (639) by Type of Service	*Cumulative % of All Services Rendered to All Policyholders (2,179) by Type of Service
Assessment & Care Planning	2%	10%
Assessment Only	5%	9%
Care Planning Only	18%	11%
Coordination Only	29%	8%
Monitoring Only	9%	42%
Reassessment Only	36%	19%

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

# California Partnership for Long-Term Care



## 4th Quarter of 2008 Quarterly Report