### **2020 PLAN UPDATES**





There is no sound through your computer. You must dial-in on the telephone in order to hear the sound.

Time: 10:00am - 11:30am

**Dial-In Number: 1-855-897-5763** 

Conference ID: 1729039

### **TODAY'S WEBINAR**



- There is no sound through your computer. If you can't hear me right now - You MUST dial in via the telephone [1-855-897-5763, Conference ID: 1729039].
- Questions can be submitted at any time using the Q&A function on your WebEx control panel. We take questions at the end of the webinar.
- A recording of the webinar, the Q & A, and any printable materials will be available online and emailed to all registrants.

There is no sound through your computer. You must dial-in on the telephone in order to hear the sound.

Time: 10:00am - 11:30am

**Dial-In Number: 1-855-897-5763** 

Conference ID: 1729039

### **TODAY'S WEBINAR**



### <u>Presenters</u>

Joe Muldoon Director, Small Business Marketplace

Michael Greklek Regional Representative, Small Business

Marketplace

David Pitaniello Regional Representative, Small Business

Marketplace

### **AGENDA**



### Qualified Health Plans

- Insurers
- Standard Products VS Non-Standard
- Naming
- QHP Consumer Out of Pocket Cost Estimator

### Essential Plan

- Insurers
- Essential Plan Options
- Provider and Health Plan Look Up Tool

#### Dental Plans

- Small Business Marketplace
  - Insurers
  - Federal Small Business Tax Credit
  - Individual Coverage HRA (ICHRA)
- Resources and Tools



# NY STATE OF HEALTH IS OPEN FOR BUSINESS!

- Individual and Small Business health and dental insurer options will continue to be robust in every county of the State
- Open enrollment begins November 1, 2019 and will continue through January 31, 2020
- Our priority is to ensure that quality, affordable coverage is available



## **Qualified Health Plans**



### 2020 QUALIFIED HEALTH PLANS

- The same 12 health insurers will offer Qualified Health Plans (QHPs) in the individual market in 2020
- Product level changes in 2020:
  - Empire BlueCross and Empire Blue Cross Blue Shield/Empire Blue Cross HealthPlus and Empire Blue Cross Blue Shield HealthPlus
  - Independent Health
  - MVP Health Plan
  - Consumers in these plans will receive a renewal notice and email reminders telling them they need to select a new plan offered by these or other insurers

# 2020 QHP INSURERS INDIVIDUAL MARKET

































Note: When counting Insurers, BlueCross BlueShield of Western NY/BlueShield of Northeastern NY, Empire BlueCross/Empire BlueCross BlueShield, and Excellus/Univera are each counted as one.



- The number of insurer options varies by county
   from 2 to 7
- Most consumers have a choice of at least 4 insurer options

Franklin St. Lawrence Jeffe rson Essex Lewis Warren Washington: Oneida Moniroe Wayne Schenectady Greene Columbia Delamare Chautaugua Ulster Dutchess Putnam **West**ichestier Suffolk

County maps of insurers offering Individual/Small Business/Dental Plans are available at:

http://info.nystateofhealth.ny.gov/PlansMap



### STANDARD PRODUCT REFRESHER

- Every insurer must offer a Standard Product at each metal level and in every county of its Marketplace service area
- Standard products must include the Essential
   Health Benefits except pediatric dental, which is
   optional if otherwise available
- Cost sharing (deductibles, copayments) are the same across insurers within a metal tier



### STANDARD PRODUCTS IN 2020

Metal Level	<u>Deductible</u> <u>2019</u>	Deductible 2020	Max Out of Pocket 2019	Max Out of Pocket 2020
Platinum	\$0	\$0	\$2,000	\$2,000
Gold	\$600	\$600	\$4,000	\$4,000
Silver	\$1,700	\$1,300	\$7,500	\$7,900
Silver (>200 -<250 FPL)	\$1,350	\$1,100	\$6,075	\$6,500
Silver (>150 -<200 FPL)	\$250	\$250	\$2,100	\$2,100
Silver (>100 -<150 FPL)	\$0	\$0	\$1,000	\$1,000
Bronze	\$4,000	\$4,425	\$7,600	\$8,150
Catastrophic	\$7,900	\$8,150	\$7,900	\$8,150



### **CHANGES TO STANDARD PRODUCTS**

- All Standard Bronze products will include three (3) free primary care/sick visits without any co-payments or deductible
- Standard Silver and Silver CSR (200-250% FPL) products will have:
  - <u>Lower</u> deductibles
  - Higher co-payment for only the outpatient facility fee
  - Higher maximum out-of-pocket (MOOP)
  - Deductible levels affect most consumers, while few consumers reach their
     MOOP each year
- Prescription drugs are covered <u>before</u> the deductible for Standard Gold and Silver products
- Standard Bronze and Catastrophic products will have:
  - Higher deductibles and MOOP



### Non-Standard Products Refresher

- Insurers can offer up to 3 non-standard products in each metal level
- Unlike standard products, non-standard products:
  - Do not have to be offered at all four metal levels
  - Must be offered at a minimum of two metal levels of the insurer's choosing, and the number of non-standard Bronze products is limited
- 11 QHP insurers offer non-standard products in 2020
- Non-standard products are available in all counties
- The most commonly offered non-standard benefits include Adult/Family Dental, Adult/Family Vision, Telemedicine, and Acupuncture



## Naming Format - Individual Market

Field Name Values		Meaning	
Product Name	To be assigned by Insurer		
Metal Tier	Bronze, Silver, Gold, Platinum, Child Only, Catastrophic	Identifies Metal Level and whether Child Only or Catastrophic Product	
Standard/ Non-standard	ST or NS	Identifies Standard (ST) or Non-Standard (NS) Product	
Network Coverage	INN or OON	Identifies in-network coverage (INN) or out-of-network coverage (OON)	
Dental Coverage	Pediatric Dental, Adult/ Family Dental	Identifies type of dental coverage included, if any, in QHP.	
Dependent Age Dep25, Dep29 Coverage		Identifies the maximum age of covered dependents	
Non-Standard Details Adult Vision, Family Dental, Family Vision, Wellness, Other		Identifies additional covered benefits	
Waiting Period WP		Indicates any waiting periods for adult dental services.	





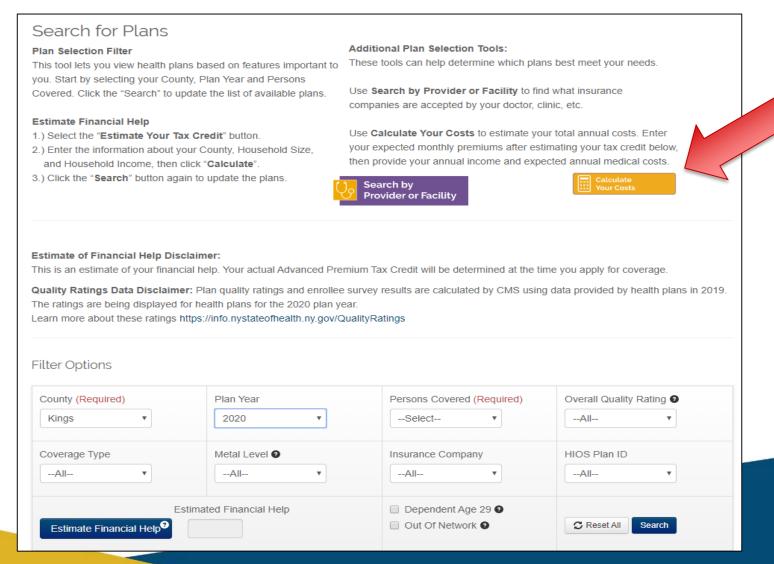
### QHP OUT-OF-POCKET COST ESTIMATOR

- Created in response to consumer and assistor feedback
- Compares estimated consumer premium and out-of-pocket costs in different standard and non-standard plans
- Consumers input household information and estimated annual medical costs
- Generates the <u>estimated</u> total cost for the year as well as the largest possible amount an individual may pay
- Disclaimer: No tool can provide an exact estimate or perfectly predict costs





### QHP OUT-OF-POCKET COST ESTIMATOR





## **Essential Plan**

### 2020 ESSENTIAL PLAN



- Fifteen (15) insurers will offer EP in 2020
- Crystal Run is no longer available in 2020
- Expanded Service Area:
  - Empire BCBS HealthPlus
  - Fidelis
  - HealthFirst
- No changes to consumer eligibility or cost sharing in 2020:
  - \$0 or \$20 premium
  - No deductible
  - Only the premium for <u>optional</u> EP Plus Vision and Dental varies each year
- Consumers who are actively enrolled in EP 2 with Vision and Dental:
  - If a consumer fails to pay Vision and Dental premium, they will be re-enrolled in EP2 without Vision and Dental

## 2020 ESSENTIAL PLAN INSURERS Insurance in the Official Health Plan Marketplace



### Standard Plans and Standard Plus Dental and Vision

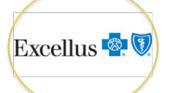


































Note: When counting Insurers, Excellus/Univera is counted as one.

### **2020 ESSENTIAL PLANS**



- The number of insurer options varies by county – from 2 to 8
- Most consumers have a choice of at least 4 insurer options

County maps of insurers offering EP available at:

http://info.nystateofhealth.ny.gov/Essential PlanMap



### **ESSENTIAL PLAN OPTIONS**



- Consumers eligible for Essential Plan 1 (150 200% FPL):
  - \$20 premium
  - Option to purchase Essential Plan 1 plus Vision and Dental for an additional premium
- Consumers eligible for Essential Plan 2 (138 150% FPL):
  - \$0 premium
  - Option to purchase Essential Plan 2 plus Vision and Dental for an additional premium
- Consumers eligible for Essential Plan 3 and 4 (up to 138% FPL):
  - \$0 premium
  - Additional benefits included (dental, vision, non-emergency transportation, non-prescription drugs, orthotic services, orthotic footwear)

Note: Dental benefits included in Essential Plan Plus Vision and Dental differ, and are typically more robust, than the benefits offered by stand-alone dental plans.





### NYS Provider & Health Plan Look-Up Tool

- An on-line tool to research provider networks and health plans
- Search by provider, including doctors and hospitals, to see which health plans they participate in
- Search by health plan, to see a list of providers that participate with that plan
- The NYS Provider & Health Plan Look-Up currently includes:

Qualified Health Plans	Health and Recovery Plans	
Essential Plans	Fully Integrated Duals Advantage	
Child Health Plus	Managed Long Term Care	
Medicaid Managed Care		

- The tool is regularly updated using data submitted by health plans,
- https://pndslookup.health.ny.gov/

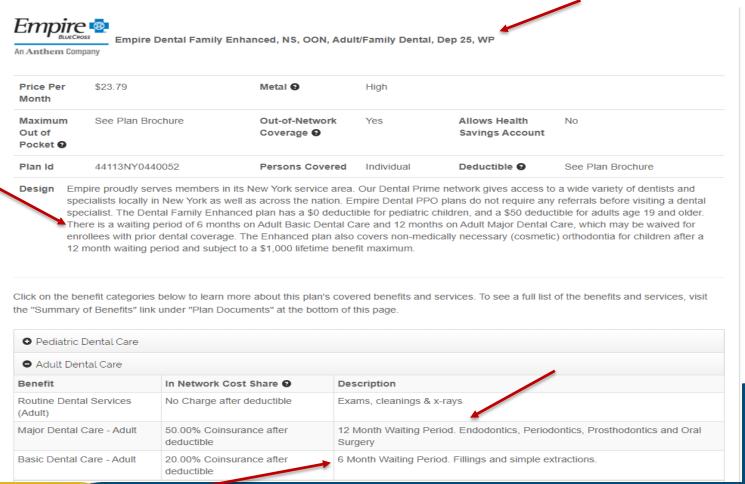


## **Dental Plans**

## 2020 STAND ALONE DENTAL PLANS nystateofhealth The Official Health Plan Marketplace

#### **New for 2020**

 Plan names listed on the NY State of Health website shopping tool and application will now include "WP" if there is a waiting period associated with any covered dental services



## 2020 STAND ALONE DENTAL PLANS nystateofhealth The Official Health Plan Marketplace

Click on the benefit categories below to learn more about this plan's covered benefits and services. To see a full list of the benefits and services, visit the "Summary of Benefits" link under "Plan Documents" at the bottom of this page.

- O Pediatric Dental Care
- Adult Dental Care

Plain language display of basic vs major services

Ben	efit	In Network Cost Share ②	Description
	tine Dental vices (Adult)	\$48.00	X-rays, Fillings and Simple Extractions. Full mouth X-rays or panoramic X-rays at 36 month intervals and bitewing X-rays at 6 month intervals.
Majo	or Dental Care - It	\$48.00	Pre-Authorization Required - Endodontics*, Periodontics, Prosthodontics and Oral Surgery. *Adult molar root canals have very limited coverage.
Basi Adul	ic Dental Care - It	\$48.00	Cleanings and Exams

• Plan Documents

## 2020 INDIVIDUAL STAND ALONE DENTAL PLANS























## **Small Business Marketplace**

## 2020 Small Business Marketplace mystateof

- Over 300% increase in employers participating in New York's Small Business Marketplace (SBM) fueled by easier access to Federal Tax Credits and More Plan choices
- SBM employer enrollment now exceeds 12,900
- 10 insurers will offer more than 2,500 plan options in 2020
- New;
- Empire (28 counties)
- Healthy NY offered through SBM:
  - EmblemHealth, Independent Health and MVP Health Care will offer Healthy NY
  - Consumers will have a Healthy NY option in 60 out of 62 counties
  - Healthy NY premiums are lower than other SBM products
- The number of insurer options varies by county from 2 to 7

## 2020 SMALL BUSINESS MARKETPLACE INSURERS



























## 2020 SBM STAND ALONE DENTAL PLANS











## Federal Small Business Tax Credit



Certifying your eligibility with the NYSOH Small Business Marketplace is the only way for a New York small business or non-profit to claim the Federal Small Business Health Care Tax Credit

An employer may be eligible to receive the Federal Small Business Healthcare Tax Credit if they:

- Obtain a favorable eligibility determination from NY State of Health
- Have fewer than 25 full-time equivalent employees
- Pay average wages of less than \$53,000(2018) a year per full-time equivalent employee
- Pay at least 50% towards employees lowest cost single tier coverage
- Offer a SBM-certified health plan to all full-time equivalent employees working at least 30 hours per week

# Federal Small Business Tax Credit ystateof The Official Health P

- For more information on qualifying for and claiming the tax credit please visit
  the IRS resource page at <a href="https://www.irs.gov/affordable-care-act/employers/small-business-health-care-tax-credit-and-the-shop-marketplace">https://www.irs.gov/affordable-care-act/employers/small-business-health-care-tax-credit-and-the-shop-marketplace</a>
- To find a SBM-certified health plan, visit
   <a href="https://nystateofhealth.ny.gov/employer">https://nystateofhealth.ny.gov/employer</a> and use the small employer shopping tool
- To estimate if an employer qualifies for the tax credit, go to <a href="https://nystateofhealth.ny.gov/employer">https://nystateofhealth.ny.gov/employer</a> and click on the "calculate your estimated tax credit" link



## **Individual Coverage HRA (ICHRA)**

## Individual Coverage HRA (ICHRA) ystateofhealth

- New rules allow employers to offer employees a new Individual Coverage HRA (ICHRA) as an alternative to traditional group health plan coverage.
- ICHRAs are a special type of HRA that allows for reimbursement of employees' individual market health insurance premiums.
- Employers can start offering ICHRA's beginning January 1, 2020.
- Depending on the terms of the ICHRA employees may be able to purchase individual health insurance coverage through the NY State of Health, or directly through a health plan. Employees should talk to their employer about whether they are allowed to buy a plan through NY State of Health.
- NY State of Health has created an ICHRA resource page which includes a table of 2020 lowest cost silver plans, an affordability calculator, FAQs and links to IRS HRA materials, including model notices. The NY State of Health ICHRA resource page can be found here; <a href="https://info.nystateofhealth.ny.gov/hra">https://info.nystateofhealth.ny.gov/hra</a>



## **Resources and Tools**

## Consumer Education Materials Anystateofhealth



### **SBM Brochure**



### New York's **Small Business** Marketplace

NY State of Health. the Official Health Plan Marketplace

Enrolling is easy as 1-2-3:

- Verify Your Eligibility
- Go Shopping
- 3. Enroll



#### **Small Business Health Care Tax Credit**

As a small employer, you may qualify for a federal tax credit if your business:

- · Is determined to be eligible by NY State of Health
- . Has fewer than 25 full-time equivalent (FTE) employees
- Pays average wages of less than \$53,000 a year per FTE employee
- Contributes at least 50% of the lowest cost individual premium
- Offers a Marketplace-certified health plan to all FTE employees working at least 30 hours per week

Use the Tax Credit Calculator to estimate how much you could save at nystateofhealth.ny.gov/employer



#### **Small Business** Marketplace

NY State of Health's Small Business Marketplace is where employers can:

- · See if they qualify for tax credits
- Verify their eligibility
- Easily review and compare available Marketplace-certified health and dental plans
- Enroll in Marketplace certified coverage directly with an insurer or a NY State of Health-certified broker



# Consumer Education Materials Anystateofheal



### **SBM Marketing Insert**



Can Your Small Business Save Money with a **Health Care Tax Credit?** 

If you are a small employer, there is a tax credit that could put money in your pocket.

To find out more, contact the NY State of Health Small Business Marketplace:

- Go online at: nystateofhealth.ny.gov
- Call the Customer Service Center at: 1-855-355-5777
- Search for a Marketplace-certified insurance broker or in-person assistor at: info.nystateofhealth.ny.gov/ findassistor
- Use the Tax Credit Calculator to estimate how much you could nystateofhealth.ny.gov/employer



Providing Health Coverage and Getting Tax Credits is as Easy as 1-2-3:

#### 1.) Verify Your Eligibility

To be an eligible Small Business owner you must:

- Be located in, or have a physical business location, in New York State
- Have 1-100 full-time equivalent employees

#### 2. Go Shopping

Choose from more Marketplace-certified health and dental plans than ever before. View and compare plans at: nystateofhealth.ny.gov

#### 3.) Enroll

Contact a NY State of Health-certified insurance broker or enroll directly with the health insurer of your choice. Eligible small businesses can enroll at any time of the year.

Contact a tax professional to learn if your business qualifies for tax credits.

NY State of Health complies with applicable Federal civil rights laws and state laws and does not discriminate on the basis of race, color, national origin, creed/religion, sex, age, marital/ family status, disability, arrest record, criminal conviction(s). gender identity, sexual orientation, predisposing genetic characteristics, military status, domestic violence victim status and/or retaliation.



# **Consumer Education Materials (**



- Marketing materials in the resources section of our website: <a href="http://info.nystateofhealth.ny.gov/resources">http://info.nystateofhealth.ny.gov/resources</a>
- Order online at: <a href="http://info.nystateofhealth.ny.gov/resource/materials-and-publications-order-form">http://info.nystateofhealth.ny.gov/resource/materials-and-publications-order-form</a>
- Reminder that we do allow co-branding:
  - If you would like to co-brand with NYSOH you must receive approval through NYSOH prior to use
  - To obtain approval please email your co-branding request to: Cobranding@health.ny.gov

## **Producer Tool Kit**



- When in doubt go to your producer tool kit;
   <a href="https://info.nystateofhealth.ny.gov/ProducerToolkit">https://info.nystateofhealth.ny.gov/ProducerToolkit</a>
- The producer tool kit includes an array of useful information such as,
  - Broker newsletters and special announcements
  - Quarterly rate sheets for both medical and dental
  - Instructions on how to use our website
  - Eligibility and enrollment policies
  - NYSoH BOR templates
  - Privacy and security guidelines.....and much more

## **Broker Newsletter**



- NYSOH's primary way to provide updates, news and resources to Active NYSoH brokers
- Check your spam or junk folders to make sure that you are receiving our newsletter, add <u>NYSOHbrokersupport@health.ny.gov</u> to your safe/not junk list in your internet browser if you have not already done so!



SHOP Direct Enrollment Flexibility is Working!

As of September 2019, total SBM enrollment is over 12,800 employers.

It's now easier for New York's small businesses to access the Federal Small Business Health Care Tax Credit. Remember: receiving an eligibility determination from New York's SBM and enrolling in SBM certified plans directly through an insurer or broker is the only way for qualified New York small businesses to claim the Federal Small Business Health Care Tax Credit.



## **SBM and Broker Contacts**

Joe Muldoon, Director SBM

<u>Joseph.Muldoon@health.ny.gov</u> or 518-486-2504

David Pitaniello, Regional Representative SBM

<u>David.Pitaniello@health.ny.gov</u> or 518-474-2814

Michael Greklek, Regional Representative SBM

Michael.Greklek@health.ny.gov or 518- 473-6179

Stana Nakhle, Regional Representative SBM Stana.Nakhle@health.ny.gov or 212-417-4995



# QUESTIONS?



# Thank you for joining us!



 A recording of the webinar, the Q & A, and any printable materials will be available online and emailed to all registrants.



# **How To Add A New Employer Group**

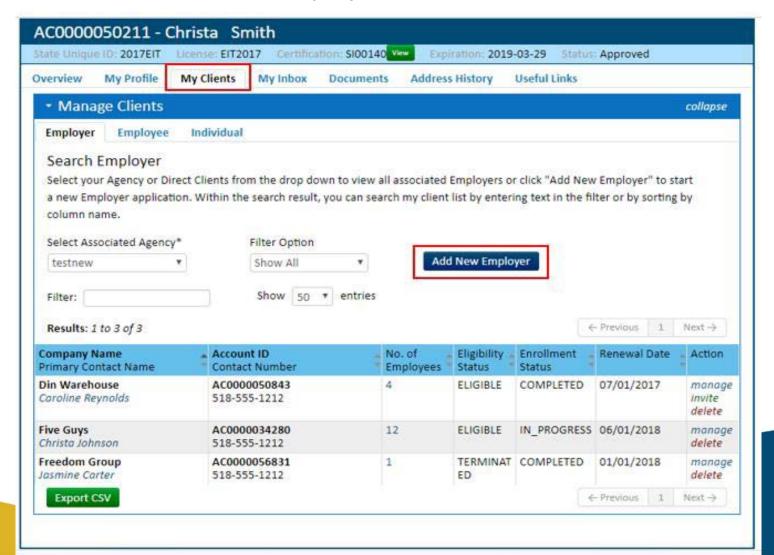
# Adding A New Employer Group



- Small employers enroll in NYSOH SHOP-certified qualified health plans directly with insurers, or through their broker/navigator, and still receive the Small Business Health Care Tax Credits, if otherwise eligible.
- New groups must go through NYSOH SBM eligibility determination system to establish if they are a SHOP eligible employer group.



• To begin, log into your Broker Portal and navigate to the *My Clients* tab. Click the *Add New Employer* button.





 An attestation will appear that will take the place of a BOR when adding a new employer group. It may still be required when enrolling the group directly with the issuer.

A small business or non-profit organization must verify their eligibility and obtain a favorable SHOP eligibility determination letter to be eligible for the small business healthcare tax credit.

You must obtain a favorable SHOP eligibility determination letter for each year you are claiming the small business tax credit. Please note the tax credit is only available for two consecutive years.

Please keep all eligibility determination letters for your records.

#### **SHOP Eligibility Determination Form**

Use this form to determine if you are an eligible SHOP employer group.

To be eligible for the healthcare tax credit you must enroll in health insurance through SHOP. To be eligible to enroll your small business or non-profit organization through SHOP you must meet the following requirements:

- Have a physical business location in New York State
- Have 1 to 100 FTE (Full-Time Equivalent) employees
- You are about to enter information to obtain a NY State of Health Small Business Marketplace eligibility determination. By checking this box you are attesting that you are authorized on behalf of this small group imployer to obtain this eligibility determination.



 Next you will add the employer groups contact information including name, email address, phone number, legal company name and EIN.
 Click "Verify" once complete.

A small business or non-profit organization must verify their eligibility and obtain a favorable SHOP eligibility determination letter to be eligible for the small business healthcare tax credit.

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- Have 1 to 100 FTE (Full-Time Equivalent) employees
- You are about to enter information to obtain a NY State of Health Small Business Marketplace eligibility determination. By checking this box you are attesting that you are authorized on behalf of this small group employer to obtain this eligibility determination.

Business Contact Information

First Name	Middle Name		Last Name	Suffix None ▼
Email Address	Confirm Email		Business Telephone	Extension
Legal Company Name		EIN	Verify	]

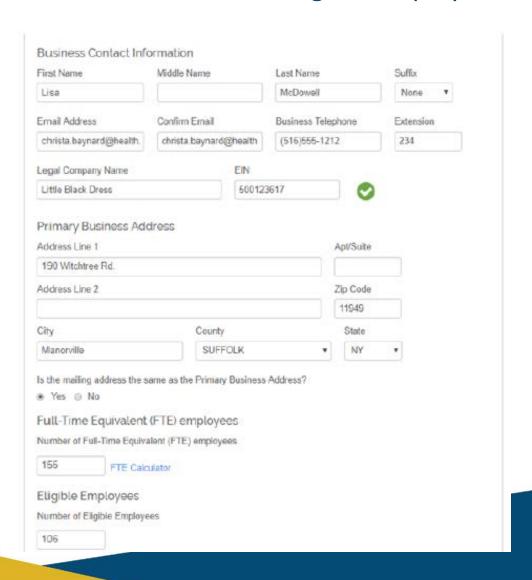


 Once the Company Information is verified, or attested to, a green checkmark will appear next to the EIN. Under that, the **Primary Address** fields will populate. Complete the Primary Business Address fields.

A small business or non-profit **SHOP Eligibility Determination Form** organization must verify their eligibility and obtain a favorable SHOP eligibility determination letter Use this form to determine if you are an eligible SHOP employer group. to be eligible for the small business To be eligible for the healthcare tax credit you must enroll in health insurance through SHOP. To be eligible to healthcare tax credit. enroll your small business or non-profit organization through SHOP you must meet the following requirements: You must obtain a favorable SHOP · Have a physical business location in New York State eligibility determination letter for each year you are claiming the Have 1 to 100 FTE (Full-Time Equivalent) employees small business tax credit. Please note the tax credit is only available for two consecutive years. You are about to enter information to obtain a NY State of Health Small Business Marketplace eligibility Please keep all eligibility determination. By checking this box you are attesting that you are authorized on behalf of this small group employer to obtain this eligibility determination. determination letters for your records. **Business Contact Information** First Name Middle Name Last Name Suffix Lisa McDowell None Email Address Confirm Email **Business Telephone** Extension christa.baynard@health. christa.baynard@health (516)555-1212 234 Legal Company Name Little Black Dress 500123617 Primary Business Address Address Line 1 Apt/Suite Address Line 2 Zip Code City County State -Select--Select- ▼ Is the mailing address the same as the Primary Business Address? O Yes O No

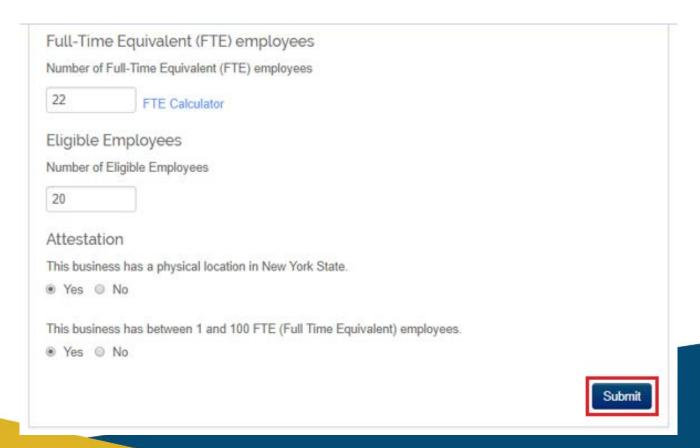


• Enter the number of FTE's and Eligible employees.





 Provide a response to the attestation questions. If "No" is selected for either attestation question the employer will not be SHOP eligible. Employers must have a physical location in New York State and have between 1 and 100 FTE employees to be SHOP eligible. Once the eligibility determination form is completed, click submit.





 After clicking the submit button the NYSOH system will bring you to the employers eligibility determination landing page. In the center of the page is the SHOP Document History. Click the *open/print* icon next to the eligibility determination you would like to view.

