2021 PLAN UPDATES





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Time: 10:00am - 11:30am

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

Conference ID: 5574728

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: 5574728].
- 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.

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TODAY'S WEBINAR



Presenters

Joe Muldoon Director, Small Business Marketplace

Mike Greklek Regional Representative, Small Business

Marketplace

David Pitaniello Regional Representative, Small Business

Marketplace

AGENDA



- Open Enrollment and Important Dates
- Qualified Health Plans
 - o Insurers
 - Standard Products vs. Non-Standard
- Essential Plan
 - Insurers
 - Essential Plan Options
- Dental Plans
- Small Business Marketplace
 - Insurers
 - Federal Small Business Tax Credit
- New Broker Certification Process
- Resources and Tools
 - Producer Tool Kit
 - Look Up Tool Reminders
 - Improved QHP Consumer Out of Pocket Cost Estimator



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, 2020 and will continue through January 31, 2021
- Our priority is to ensure that quality, affordable coverage is available

OPEN ENROLLMENT AND RENEWALS in the Official Health Plan Mark



Extension Due to COVID-19 Health Emergency

- NY State of Health will be extending all MA, CHPlus, and EP consumers with a coverage end date through 12/31/2020, for an additional 12 months of coverage
- All households with QHP members will get a renewal notice



IMPORTANT DATES



Date	Action		
By November 1, 2020	 Renewal Notices mailed. These notices are sent to individuals eligible for renewal of their: Qualified Health Plans (QHPs) including Full Pay QHP, & those with Advance Premium Tax Credit (APTC), and Cost Sharing Reduction (CSR) 		
November 1, 2020	Open Enrollment begins for <u>new</u> applicants.		
November 16, 2020	 Renewal Period begins for QHPs. Consumers can update their account if needed, and enroll in a plan for coverage starting on 1/1/2021 		
December 15, 2020	Last day to enroll for January 1, 2021 coverage.		
January 31, 2021	Open enrollment closes for QHPs.		

OPEN ENROLLMENT & RENEWALS (IMPORTANT DATES



Individuals enrolling in coverage <u>for the first time during open enrollment</u> can apply and select a plan beginning November 1st.

For	When Enrollment is Completed	Coverage Begins
New Application	November 1- December 15	January 1, 2021
New Application	December 16 - January 15	February 1, 2021
New Application	January 16 - January 31	March 1, 2021

COVID-19 SPECIAL ENROLLMENT PERIOD (SEP)



NY State of Health continues to offer a Special Enrollment Period (SEP) during which eligible individuals will be able to enroll in insurance coverage

- NY State of Health, The Department of Financial Services, and New York State health insurers are taking this action due to the exceptional nature of the public health emergency posed by the Coronavirus so that individuals do not avoid seeking testing or medical care for fear of cost
- This SEP will be extended through December 31, 2020. Individuals who are using this SEP may have a choice for when their coverage will begin.

When Enrollment under this SEP is Completed	Coverage Begins	
By October 15, 2020	 Choice of coverage start date: October 1, OR November 1, 2020 	
Between October 16 and November 15, 2020	 Choice of coverage start date: November 1, OR December 1, 2020 	
Between November 16 and December 15, 2020	 Choice of coverage start date: December 1, OR January 1, 2021 	
Between December 16 and December 31, 2020	 January 1, 2021 	

THREE TYPES OF RENEWALS pystateo mystateo mystat



- 1. Automatic Renewal with Auto-Enrollment
 - No action required
- 2. Automatic Renewal without Auto-Enrollment
 - Action required: Consumer must select and enroll in a plan
- 3. Manual Renewal
 - Action required: Consumer must update their application



Qualified Health Plans

2021 QUALIFIED HEALTH PLANS



- The same 12 health insurers will offer Qualified Health Plans (QHPs) in the individual market in 2021
- Product level changes in 2021:
 - CDPHP and MVP are expanding into new counties
 - CDPHP is expanding into Jefferson, Lewis and St. Lawrence
 - MVP is expanding into Chemung and Schuyler
 - Excellus is adding pediatric dental to all QHP products

2021 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 two (2) to seven (7)
- Most consumers have a choice of at least four (4) insurer options
- County maps of insurers offering Individual/Small Business/Dental Plans are available at:
 - http://info.nystateofhealth.ny.gov/PlansMap
- You can identify which QHP is new to a county in 2021.
- New counties are identified in the PDF attachments located below the map. New counties are highlighted in yellow and read "New".





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 2021

Metal Level	<u>Deductible</u> <u>2020</u>	Deductible 2021	Max Out of Pocket 2020	Max Out of Pocket 2021
Platinum	\$0	\$0	\$2,000	\$2,000
Gold	\$600	\$600	\$4,000	\$4,000
Silver	\$1,300	\$1,300	\$7,900	\$8,500
Silver (>200 -<250 FPL)	\$1,100	\$1,100	\$6,500	\$6,500
Silver (>150 -<200 FPL)	\$250	\$250	\$2,100	\$2,200
Silver (>100 -<150 FPL)	\$0	\$0	\$1,000	\$1,000
Bronze	\$4,425	\$4,700	\$8,150	\$8,550
Catastrophic	\$8,150	\$8,550	\$8,150	\$8,550



CHANGES TO STANDARD PRODUCTS

- All Standard Bronze products will include three (3) visits subject to copayments, but not subject to the deductible.
- New in 2021, the three visits covered in Standard Bronze products can be either primary care OR specialist.
- Standard Silver and Silver CSR (200-250% FPL) products will have:
 - Higher co-payment for ER visits, diagnostic, and advanced imaging
 - Higher maximum out-of-pocket (MOOP)
- 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
- Deductible levels affect most consumers, while few consumers reach their MOOP each year



Non-Standard Products Refresher

- Insurers can offer up to three (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 will offer non-standard products in 2021
- 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

REMINDER ON APTC



Under federal regulation, consumers may be found ineligible for tax credits in 2021 if they received an APTC in previous years but:

 Did not reconcile these credits using form 8962 when filing taxes. (This includes ANY year where tax credits were received, but not reconciled)

OR

Did not file a 2019 return in 2020 (whether they asked for an extension or not)

Consumers who are found ineligible for tax credits should refer to their notice for more information on what to do next to resolve their APTC reconciliation.



Essential Plan

2021 ESSENTIAL PLAN



- Thirteen (13) insurers will offer EP in 2021
- YourCare and WellCare are no longer available in 2021
- Two Issuers are expanding to EP + Vison & Dental
 - CDPHP
 - Independent Health
- No changes to consumer eligibility or cost sharing in 2021:
 - \$0 or \$20 premium
 - No deductible
 - Only the premium for the <u>optional</u> EP Plus Vision and Dental may change slightly in 2021

2021 ESSENTIAL PLAN INSURERS



Standard Plans and Standard Plus Dental and Vision





























Offers Essential Plan Plus Vision and Dental Note: When counting Insurers, Excellus/Univera is counted as one.

2021 ESSENTIAL PLANS



 The number of insurer options varies by county – from two (2) to seven (7)

 Most consumers have a choice of at least four (4) insurer options

County maps of insurers offering EP available at: http://info.nystateofhealth.ny.gov/EssentialPlanMap



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.

- Consumers who are actively enrolled in EP 2 + Vision & Dental:
 - If a consumer fails to pay Vision and Dental premium, they will be re-enrolled in EP2 without Vision and Dental, effective the month following the EP 2 V&D termination, without a gap in coverage



Dental Plans

2021 INDIVIDUAL STAND ALONE **DENTAL PLANS**























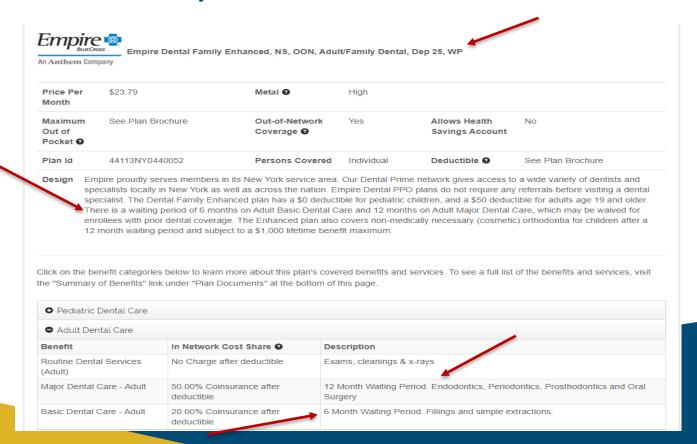




2021 STAND ALONE DENTAL PLANS



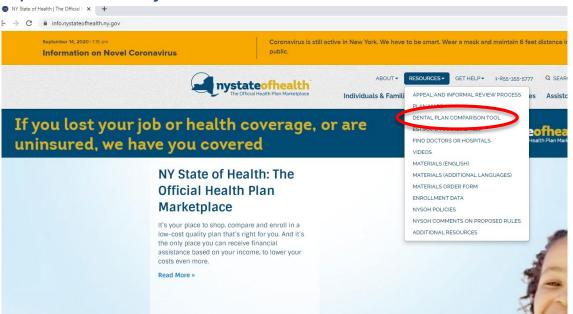
- When consumers sign up for a SADP, they get basic adult dental coverage upon enrollment
- Under some SADPs, there may be a waiting period for a specific benefit
 - Plan names listed will include "WP" if there is a waiting period associated with any covered dental services



2021 DENTAL PLANS: New for 2021



The Dental Plan Comparison Tool helps to compare Pediatric Dental Plans,
 Family Dental Plans and Qualified Health Plans with Dental benefits that are offered in a specific county.



The Dental Plan Comparison Tool can be found at www.info.nystateofhealth.ny.gov in the "Resources" drop down.

2021 DENTAL PLANS: New for 2021



Dental Plan Comparison Tool

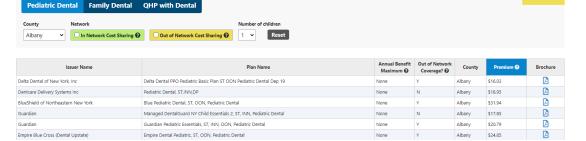
This tool is designed to help you compare dental plans that are offered through NY State of Health.

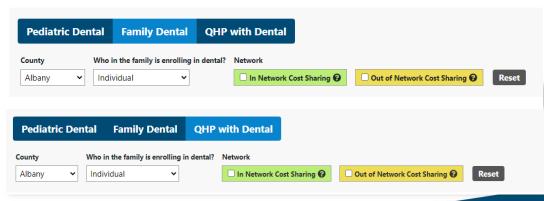
If you plan to enroll only your children in dental benefits, select the Pediatric Dental tab below

If only adults or both adults and children need dental coverage, you can either shop for stand-alone family dental plans (select the Family Dental tab below) or you can see if there are Qualified Health Plans that include a family dental benefit in your county (select the QHP with Dental tab below).

Next, select the County in which you reside. Then, enter the number of children you wish to enroll in a Pediatric Dental plan OR who you wish to enroll in a Family Dental plan or in a QHP with family dental benefits. Next, select whether you wish to compare in Network or Out of Network Cost Sharing (or both). Finally, click on the plan brochure to see what categories of services (Preventive, Routine, Basic, Major, Orthodontia), are covered and the cost-sharing amounts for those services, and to get more detailed information about the specific plan you are considering. You should always confirm benefits and covered services with your insurer before enrolling in a plan or receiving dental care services.

Make sure to hover over the "Question Marks" for help.





 Select the type of coverage: Pediatric, Family or QHP.

Total results 8

- Indicate the county, who is applying and the network
- The results of the search will appear below.



Small Business Marketplace

2021 Small Business Marketplace mystateofhealth The Official Health Plan Marketplace

- SBM employer enrollment now exceeds 14,691
- 10 insurers will offer more than 2,300 plan options in 2021
- Healthy NY will be offered in every county across the state in 2021:
 - EmblemHealth, Independent Health and MVP Health Care will continue to offer Healthy NY
 - Excellus/Univera will begin offering Healthy NY in 2021
 - Small employers can benefit from both Healthy NY and Federal small business tax credits
 - Healthy NY premiums are lower than other SBM products

Federal Small Business Tax Credit Inystateon



Certifying your eligibility with the NYSOH Small Business Marketplace is the only way for a New York small business or nonprofit 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 \$55,000 (2019) 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 ystateofhea The Official Health Plan Mark Cont.

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































New Broker Certification

BROKER CERTIFICATION



- Effective August 31, 2020, NY State of Health and the Department of Financial Services (DFS) changed the process by which brokers and agents become newly certified to sell health insurance policies through NY State of Health.
- Previously, brokers and agents would take NY State of Health certification courses through DFS authorized training vendors. NY State of Health has moved this certification training process in-house and completely online.
- This new certification training is being provided at no cost to agents and brokers which should help simplify the certification training process.
- If you are currently certified with NY State of Health, you do <u>NOT</u> need to take any action. This new certification training process is for brokers and agents that wish to become <u>NEWLY</u> certified or who were previously certified and let their certification lapse.

BROKER CERTIFICATION



New Broker Certification Steps

- Register and create and account Get Started as a new user and create a NYS GOV ID by navigating to
 https://nystateofhealth.ny.gov/agent and select the "Click Here to Register" link. Follow the steps to create a NY State of Health Account.
- Verification of your NYS DFS License NY State of Health will collect and verify your broker or agent licensing information with DFS in real time.
- Complete certification training Upon successful verification of your license you will receive an email with instructions on how to complete our online certification training course(s).

**Courses provided by NY State of Health for certification to sell on NY State of Health are <u>not</u> Licensing courses for DFS and do not provide Continuing Education credits.



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: http://info.nystateofhealth.ny.gov/resources
- Order online at: http://info.nystateofhealth.ny.gov/resource/materials-and-publications-order-form
- 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: <u>Cobranding@health.ny.gov</u>

Producer Tool Kit



- When in doubt go to your producer tool kit;
 https://info.nystateofhealth.ny.gov/ProducerToolkit
- 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.





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 updated about every 15 days, using data submitted by the health plans
- https://pndslookup.health.ny.gov





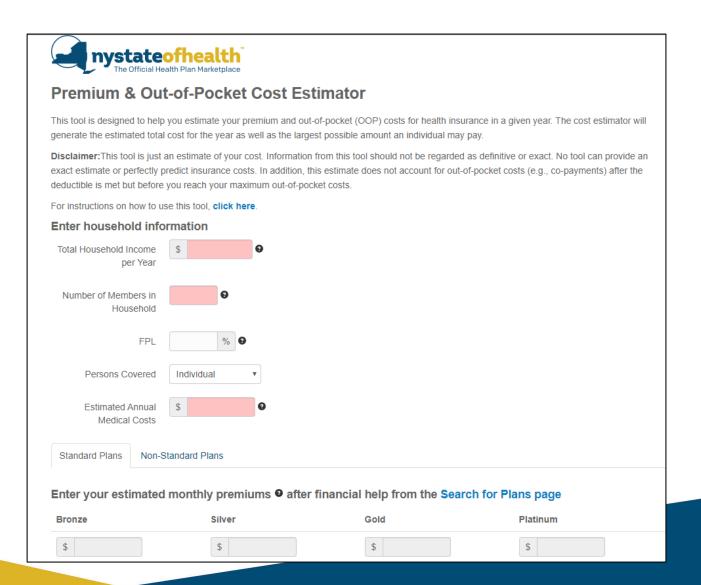
NYS Provider & Health Plan Look-Up Tool

- New Features for 2021:
 - Enlarged the spoken language box to show more of the list;
 - Added search by type of health plan, i.e. QHP, EP, Medicaid, etc;
 - Limited facilities data to NYS licensed facilities;
 - Addressed missing behavioral health data;
 - Addressed missing nursing home data;
 - Simplified the advanced search feature



- Created in response to consumer and assistor feedback
- Compares estimated consumer premium and out-ofpocket 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

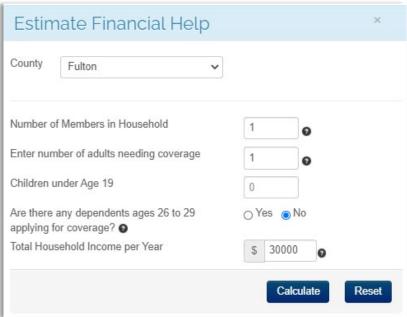


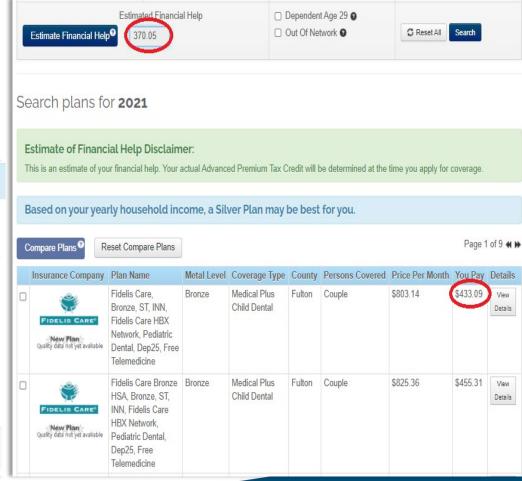




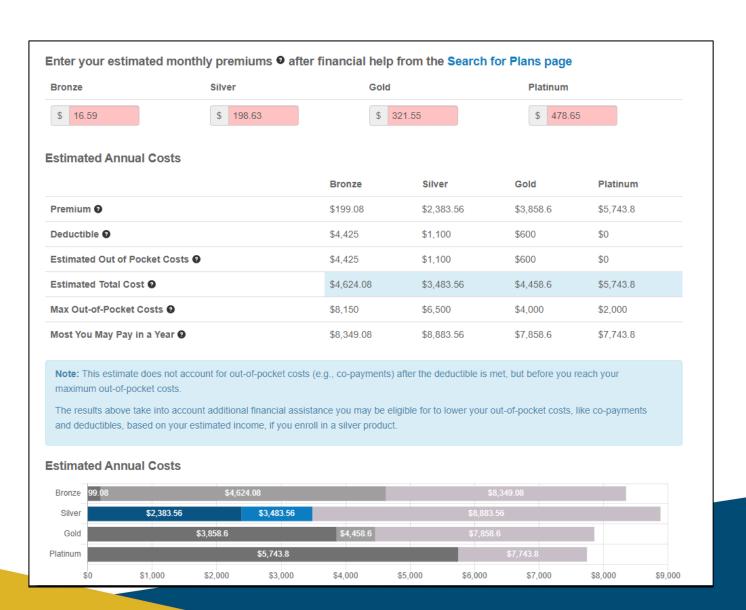
How to use the tool:

Use the Anonymous Plan Search tool to determine the consumer's estimated premium after tax credits. https://nystateofhealth.ny.gov/individual











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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.