AGENDA AT A GLANCE

Wednesday, January 28, 2009

	Workshop Track One		Workshop Track Two	
8:30 AM – 11:00 AM	A	Optimizing Risk Adjusted Reimbursements	B	The Implications of New Legislation on Medicare Advantage Plans
11:30 AM – 2:30 PM	C	Payment Integrity and Its Impact on Compliance for the Successful MA Plan	D	Partnering with State Agencies to Serve Dual Eligibles
2:45 PM – 5:30 PM			F	Preparation for CMS Audits: Required Elements of Due Diligence

Thursday, January 29, 2009

7:00 – 8:00 AM	Registration/Coffee & Tea		
8:00 – 8:15 AM	Conference Opening with Chairperson		
8:15 – 10:00 AM	Morning Sessions		
10:00 – 10:30 AM	Networking Break & Refreshments		
10:30 – 12:45 PM	Morning Sessions		
12:45 – 1:45 PM	Networking Lunch		
1:45 – 5:15 PM	Track A Operations & Revenue Management	Track B Marketing & Compliance	Track C Medical Management
5:15 PM	Conclusion – Reception to Follow		

Friday, January 30, 2009

7:00 – 7:45 AM	Morning Coffee & Tea		
7:45 – 8:00 AM	Chairperson's Recap of Day One		
8:00 – 10:15 AM	Morning Sessions		
10:15 – 10:45 AM	Networking Break & Refreshments		
10:45 – 12:45 PM	Morning Sessions		
12:45 – 1:45 PM	Lunch		
1:45 – 3:45 PM	Track A Special Needs Plans & Dual Eligibles	Track B Marketing & Compliance	Track C Medical Management
3:45 PM	Conclusion		

Medicare Advantage Fact Sheet

- ✔ In 2008, nearly a quarter (23%) of the nearly 45 million people on Medicare enrolled in a private Medicare Advantage plan.
- ✔ **Medicare Advantage accounted for 47% of the industry's gross profit growth in 2007.**
- ✔ Medicare Advantage plan payments received from CMS are projected to total $94 billion in 2008.
- ✔ Medicare membership will grow by 1.0-1.5 million lives in both 2009 and 2010, which will bring industry enrollment to roughly 12-13 million lives.
- ✔ By the end of 2010, there will be approximately 12-13 million seniors enrolled in the Medicare Advantage program generating about $120 billion in revenue, with profits reaching over $6 billion annually.
- ✔ Spending on Medicare represents 14% of federal spending. Medicare accounts for 22% of national health spending.
- ✔ From July 2006 to July 2008, PFFS enrollment nearly tripled from 765,000 enrollees to 2.3 million (22% of total MA enrollment). PFFS plans account for more than half of the industry's new growth in the beginning of 2008.
- ✔ PFFS plans represent about 22% of the industry's total Medicare Advantage membership.
- ✔ For all plans, including those that Medicare is a significant contributor, Medicare accounts for about 34% of the industry's revenue.
- ✔ Gross profit for the largest plans in the industry will fall about $500 million, or 1.3% this year, even though gross profit from the Medicare Advantage business will rise by over $1.4 billion. Last year, Medicare gross profits increased $1.3 billion, contributing nearly half of the increase in gross profits for the industry.
- ✔ Local HMOs and Local PPOs account for 64% and 7% of total MA enrollment, respectively.
- ✔ The number of SNPs increased from 125 in 2005 to 769 in 2008, with 1.2 million enrollees as of July 2008, mainly dual eligibles.
- ✔ MA enrollment is far more common in urban than rural counties, but MA enrollment in rural counties has grown from 2%in 2003 to 9.8 percent in 2007.
- ✔ In mid-2007 1.33 million of the 8.55 million MA enrollees (about 15.6%) were in employer plans, according to CMS's Annual Plan Report.
- ✔ The CMS Annual Enrollment Report for July 2007 indicates that among all Part D enrollees, MA represents 33% of the subset of beneficiaries in either MA drug plans (MA-PD plans) or stand-alone PDPs.