

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND

(A Component Unit of the State of New Jersey)

FINANCIAL STATEMENTS

June 30, 2022

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND
(A Component Unit of the State of New Jersey)

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MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND

(A Component Unit of the State of New Jersey)

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

This section of the New Jersey State Based Health Insurance Exchange Trust Fund's (the "Exchange") annual financial report presents our discussion and analysis of the Exchange's financial performance during the fiscal year ended on June 30, 2022. Comparative information between the current year and the prior year is presented in this management's discussion and analysis ("MD&A"). The MD&A should be read in conjunction with the Exchange's basic financial statements, which follow this section.

BACKGROUND

In June 2019, Governor Phil Murphy signed legislation (P.L. 2019 c. 141) to establish a state-based health insurance exchange for the State of New Jersey. The purpose of the Exchange is to provide a centralized location where individuals and small businesses can anonymously shop for a health insurance plan, entering the platform by way of a landing page, creating an account, receiving an assessment or determination of eligibility for any applicable financial assistance, appropriate referral to the State Medicaid agency, and selection of a health insurance plan, as appropriate.

The Health Insurance Exchange Trust Fund (the "Fund") will be the repository for all monies collected, including grants or federal funds, or state funds appropriated for the purpose of supporting health insurance outreach and enrollment efforts through an exchange. Under the enabling legislation the Commissioner of the Department of Banking and Insurance has the authority to apply monthly assessments to each individual health benefits plan offered by a health insurance carrier sold in the individual market and approve all disbursements of the Fund.

The Fund's operations began on November 1, 2019, when the Exchange began conducting outreach and advertising as a state-based exchange on the federal platform. The Fund's operating activity and initial startup was funded solely by State of New Jersey Treasury appropriations. This included expenditures related to design, development and implementation, including outreach and advertising activities designed to attract new enrollees. The funds appropriated by the State were to be reimbursed to the Treasury when the Fund was able to begin collecting revenues from participating insurance carriers. In fiscal year 2021 the Exchange became an autonomous state-based exchange after being a state-based exchange on the federal platform in the prior year.

FINANCIAL HIGHLIGHTS

2022

The assets of the Fund exceeded its liabilities at the close of the fiscal year by \$12.4 million. Net position increased by \$6.3 million compared to the beginning net position balance of \$6.1 million due to operating revenues related to carrier assessments exceeding related operating expenses.

The Fund had cash and cash equivalents of \$20.0 million at June 30, 2022. The cash and cash equivalents decreased as prior year and current year carrier receipts and various vendor expenses processed by the state treasury general fund were reimbursed by the cash and cash equivalent account established for the Fund in the prior year. The Fund had \$43.4 million in receivables from insurance carriers at the fiscal year end. The full amount of funds receivable was collected subsequent to the June 30, 2022, year end.

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND
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MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

FINANCIAL HIGHLIGHTS (CONTINUED)

2021

The assets of the Fund exceeded its liabilities at the close of the fiscal year by \$6.1 million. Net position increased by \$3.6 million compared to the beginning net position balance of \$2.5 million due to operating revenues related to carrier assessments exceeding related operating expenses.

The Fund had cash and cash equivalents of \$26.9 million at June 30, 2021. The cash and cash equivalents increased as separate cash accounts for the Fund were established in the current year after relying on the state treasury general fund in the prior year. The Fund had \$23.7 million in receivables from insurance carriers at the fiscal year end. The full amount of funds receivable was collected subsequent to the June 30, 2021, year end.

OVERVIEW OF THE FINANCIAL STATEMENTS

This report consists of two parts – *required supplementary information* including the management's discussion and analysis (this section) and the *basic financial statements*.

Required Components of the Exchange's annual financial statements:

- Management's Discussion and Analysis
- Basic Financial Statements, consisting of:
 - Statements of Net Position
 - Statements of Revenues, Expenses and Changes in Net Position
 - Statements of Cash Flows
 - Notes to Financial Statements

FINANCIAL INFORMATION

The summarized financial information as of and for the years ended June 30, 2022 and 2021, is as follows:

Condensed Statements of Net Position	<u>2022</u>	<u>2021</u>	<u>\$ Change 2022-2021</u>	<u>% Change 2022-2021</u>
Total Assets	\$ 63,450,550	\$ 50,669,970	\$ 12,780,580	25%
Total Liabilities	51,022,212	44,566,969	6,455,243	14%
Total Net Position	12,428,338	6,103,001	6,325,337	104%

Condensed Statements of Revenues, Expenses and Changes in Net Position	<u>2022</u>	<u>2021</u>	<u>\$ Change 2022-2021</u>	<u>% Change 2022-2021</u>
Total Revenues	\$ 57,347,549	\$ 48,156,927	\$ 9,190,622	19%
Total Expenses	51,022,212	44,566,969	6,455,243	14%
Change in Net Position	<u>6,325,337</u>	<u>3,589,958</u>	2,735,379	76%
Net Position - July 1,	<u>6,103,001</u>	<u>2,513,043</u>	3,589,958	143%
Net Position - June 30,	<u>\$ 12,428,338</u>	<u>\$ 6,103,001</u>	6,325,337	104%

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND
(A Component Unit of the State of New Jersey)

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

PROGRAM CHANGES

On January 1, 2021, the Exchange increased its assessment on monthly insurance premiums charged to insurance carriers from 1 percent for state-based exchanges using the federal platform to 3.5 percent for states operating on a state-based exchange.

CONTACTING THE NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE MANAGEMENT

This financial report is designed to provide the health insurance customers, New Jersey citizens, investors and creditors with a general overview of the Exchange's finances and to demonstrate the Exchange's accountability as a self-supporting entity. If you have questions about this report or need additional financial information, you can contact the New Jersey Department of Banking and Insurance at 20 West State Street, Floor 10, Trenton, NJ 08625, (609) 292-7272 or visit our website at <https://www.state.nj.us/dobi/index.html>.

INDEPENDENT AUDITORS' REPORT

INDEPENDENT AUDITORS' REPORT

The Program Director of the New Jersey State Based Health Insurance Exchange Trust Fund and
New Jersey Department of Banking and Insurance

Report on the Audits of the Financial Statements

Opinion

We have audited the accompanying financial statements of New Jersey State Based Health Insurance Exchange Trust Fund (the “Exchange” or “Fund”), a component unit of the State of New Jersey, as of and for the years ended June 30, 2022 and 2021, and the related notes to financial statements, which comprise the Fund’s basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Fund as of June 30, 2022 and 2021, and the changes in financial position and cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (“GAAS”) and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States and audit requirements prescribed by the Division of Banking and Insurance. Our responsibilities under those standards are further described in the Auditors’ Responsibilities for the Audits of the Financial Statements section of our report. We are required to be independent of the Fund, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Fund's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

INDEPENDENT AUDITORS' REPORT (CONTINUED)

Auditors' Responsibilities for the Audits of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, and audit requirements prescribed by the Division of Banking and Insurance will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, *Government Auditing Standards*, and audit requirements prescribed by the Division of Banking and Insurance, we:

- exercise professional judgment and maintain professional skepticism throughout the audit.
- identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Fund's internal control. Accordingly, no such opinion is expressed.
- evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Fund's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audits, significant audit findings, and certain internal control-related matters that we identified during the audits.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis listed in the table of contents, be presented to supplement the financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information listed in the table of contents in accordance with GAAS, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

INDEPENDENT AUDITORS' REPORT (CONTINUED)

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated July 6, 2023, on our consideration of the Exchange's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Exchange's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Exchange's internal control over financial reporting and compliance.

Meredien, P.C.

Certified Public Accountants

July 6, 2023

BASIC FINANCIAL STATEMENTS

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND
(A Component Unit of the State of New Jersey)

STATEMENTS OF NET POSITION
June 30, 2022

	<u>2022</u>	<u>2021</u>
ASSETS		
Cash and Cash Equivalents	\$ 20,001,931	\$ 26,940,358
Assessments Receivable	<u>43,448,619</u>	<u>23,729,612</u>
Total Assets	<u>63,450,550</u>	<u>50,669,970</u>
 LIABILITIES		
Accounts Payable	12,060,392	-
Due to State Treasury	<u>38,961,820</u>	<u>44,566,969</u>
Total Liabilities	<u>51,022,212</u>	<u>44,566,969</u>
 NET POSITION		
Restricted	<u>12,428,338</u>	<u>6,103,001</u>
Total Net Position	<u>12,428,338</u>	<u>6,103,001</u>
Total Liabilities and Net Position	<u>\$ 63,450,550</u>	<u>\$ 50,669,970</u>

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND
(A Component Unit of the State of New Jersey)

STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
Years Ended June 30, 2022 and 2021

	2022	2021
Revenues		
Assessments	\$ 52,974,596	\$ 48,154,056
Interest Income	61,485	2,871
Cancellation of Prior Year Expenses	4,311,468	-
Total Revenues	<u>57,347,549</u>	<u>48,156,927</u>
Expenses		
Division operations		
Salaries and Wages	1,009,934	688,096
Project Manager	2,790,305	2,790,305
Marketing and Outreach	11,658,328	8,479,739
System Integration & Exchange Platform Expense	13,110,293	13,239,027
Consumer Assistance Center	11,822,105	12,287,624
Quality Assurance	6,090,424	3,442,910
Navigator Grants	3,997,302	3,478,564
Other	543,522	160,705
Total Expenses	<u>51,022,212</u>	<u>44,566,969</u>
Changes in Net Position	6,325,337	3,589,958
Net Position - Beginning of the Year	6,103,001	2,513,043
Net Position - End of the Year	<u>\$ 12,428,338</u>	<u>\$ 6,103,001</u>

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND
(A Component Unit of the State of New Jersey)

STATEMENTS OF CASH FLOWS
Years Ended June 30, 2022 and 2021

	<u>2022</u>	<u>2021</u>
Cash flows from operating activities:		
Receipts from customers	\$ 37,628,542	\$ 29,963,006
Payments to vendors	<u>(44,566,969)</u>	<u>(3,022,648)</u>
Net cash flows from operating activities	<u>(6,938,427)</u>	<u>26,940,358</u>
Net change in cash and cash equivalents	(6,938,427)	26,940,358
Cash and cash equivalents, July 1,	<u>26,940,358</u>	<u>-</u>
Cash and cash equivalents, June 30,	<u>\$ 20,001,931</u>	<u>\$ 26,940,358</u>
Reconciliation of Statement of Net Position:		
Total cash and cash equivalents	<u>\$ 20,001,931</u>	<u>\$ 26,940,358</u>
Reconciliation of operating income to net cash flows from operating activities:		
Operating income	\$ 6,325,337	\$ 3,589,958
Working capital changes which provided/(used) cash:		
Accounts Receivable	(19,719,007)	(18,636,060)
Due from State Resources	-	442,138
Accounts and Accrued Expenses	<u>6,455,243</u>	<u>41,544,321</u>
Net cash flows from operating activities	<u>\$ (6,938,427)</u>	<u>\$ 26,940,358</u>

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND
(A Component Unit of the State of New Jersey)

NOTES TO FINANCIAL STATEMENTS

A. ORGANIZATION AND DESCRIPTION OF OPERATIONS

In June 2019, Governor Phil Murphy signed legislation (P.L. 2019 c. 141) to establish a state-based health insurance exchange for the State of New Jersey (the "State"), as authorized by the Federal Patient Protection and Affordable Care Act of 2010. The legislation supplemented the existing Title 17B of the New Jersey statutes concerning health insurance to establish a non-lapsing revolving fund.

The purpose of the Exchange is to provide a centralized location where individuals and small businesses can anonymously shop for a health insurance plan, entering the platform by way of a landing page, creating an account, receiving a determination or assessment of eligibility for any applicable financial assistance, appropriate referral to the State Medicaid agency, and selection of a health insurance plan, as appropriate.

The Fund will also serve as the repository for all monies collected, including grants or federal funds, or state funds appropriated for the purpose of supporting health insurance outreach and enrollment efforts through an exchange. The legislation identified the State Treasurer as the custodian of the Fund and the Commissioner of the Department of Banking and Insurance as the operator. Under this arrangement the Commissioner of the Department of Banking and Insurance has the authority to apply monthly assessments to each individual health benefits plan offered by a health insurance carrier sold in the individual market and approve all disbursements of the Fund.

Over time the Fund will support an Exchange that will cover many different services, including eligibility determinations, appeals of eligibility determinations, contracting with IT systems and customer service providers, maintaining enrollment systems, and monitoring insurance carriers. The Fund consists of revenue from an assessment on insurance carriers in the individual market based on data collected by the Exchange and enrollment and related premium information provided by the carriers to the Exchange on a monthly basis.

P.L. 2019, c.141 provides for an assessment of 1 percent of premiums during any period that the State is on a state-based exchange using the federal platform, which was the case for the 2020 plan year. In a fiscal year the state is on a state-based exchange, which was the case for fiscal year 2021 and subsequent years, the assessment is permitted to increase to 3.5 percent of premium. The Fund's operations began on November 1, 2019, when the Exchange began conducting outreach and advertising as a state-based exchange on the federal platform. The Fund's operating activity and initial startup was funded solely by the State of New Jersey Treasury appropriations. This included expenditures related to design, development and implementation, including outreach and advertising activities designed to attract new enrollees. The funds appropriated by the state were to be reimbursed to the Treasury when the Fund was able to begin collecting revenues from participating insurance carriers. As of June 30, 2022, no operations were funded through the federal grant funds of the State Planning and Exchange Establishments Grants made available under the Affordable Care Act ("ACA").

The Exchange does not have component units that should be included within its financial statements.

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND
(A Component Unit of the State of New Jersey)

NOTES TO FINANCIAL STATEMENTS

B. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Measurement Focus and Basis of Accounting

The accompanying financial statements have been prepared in conformity with U.S. generally accepted accounting principles (“GAAP”) for governments. Such principles are prescribed by the Governmental Accounting Standards Board (“GASB”), which is the standard-setting body for establishing governmental accounting and financial reporting principles in the United States of America.

The Exchange’s financial statements are prepared using the current financial resources measurement focus and the modified accrual basis of accounting. The financial statements are intended to present the financial position and changes in financial position of only that portion that is attributable to the transactions of the Fund.

Cash and Cash Equivalents

The Fund considers cash and liquid short-term investments that have original maturities of ninety days or less to be cash or cash equivalents.

Assessments Receivable

Receivables consisted of the state-based exchange assessments receivable and amounts due from the State Treasury. The state-based exchange assessments receivable consisted of amounts billed for current fiscal year and plan year assessments on monthly insurance premiums that were uncollected from insurance carriers as of June 30, 2022 and 2021.

Accounts Payable and Accrued Liabilities

Accounts payable consisted mainly of contracted service expenses incurred that were unpaid as of June 30, 2022 and 2021. Accrued liabilities are recorded when an amount is encumbered for goods or services through the issuance of a purchase order or contract approved by Exchange management. Outstanding encumbrances at June 30 are reported as a liability in the financial statements until the contract termination at which point any unused portions of the encumbrances are written off and recognized as revenue.

Revenues

Revenues are recognized when earned and when they are both measurable and available. Revenues are considered available when they are billed and considered collectible within the current period.

In 2021, pursuant to P.L. 2019 c. 141, the Fund collected a 1-percent user fee from insurance carriers as permitted under the enabling legislation regulations, which went towards consumer support in the form of grants and marketing/outreach to consumers. This user fee increased to 3.5 percent as of January 1, 2021. The user fee makes up the assessment revenue and assessment receivable balances included in the statements of net position and statements of revenues, expenses and changes in net position.

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND
(A Component Unit of the State of New Jersey)

NOTES TO FINANCIAL STATEMENTS

B. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Expenses

For the fiscal years ended June 30, 2022 and 2021, expenses include salaries and wages, project manager costs, advertising expenses, system integration and exchange platform management, the health plan comparison tool, quality assurance testing expenses, and ongoing navigator grants. Expenses are recorded on the accrual basis. For the navigator grants, expenses are considered incurred in the year of the grant award and align with the period of plan enrollment. The majority of costs are direct costs incurred solely by the Fund based on contracts and invoices received for goods or services. Some costs for payroll and other administrative expenses are allocated or estimated from costs incurred by other departments in the Department of Banking and Insurance. All costs are also paid through the State of New Jersey General Fund bank accounts which are then reimbursed by monies held by the Exchange.

Net Position

Net position represents the difference between assets and liabilities and is classified into two categories:

- *Restricted Net Position* – This represents the net position that is not accessible for general use because its use is subject to restrictions enforceable by third parties. When both restricted and unrestricted resources are available for use, it is the Fund’s policy to use restricted resources first and then unrestricted resources, as they are needed.
- *Unrestricted Net Position* – This represents the net position that is available for general use.

Use of Estimates

The preparation of the basic financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements. Estimates also affect the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

C. CASH AND CASH EQUIVALENTS

New Jersey statutes permit the deposit of public funds in the State of New Jersey Cash Management Fund (“NJCMF”) or in institutions located in New Jersey that are insured by the Federal Deposit Insurance Corporation (the “FDIC”) or by any other agencies of the United States that insure deposits. All funds of the Exchange may be invested in, obligations of, or guaranteed by, the U.S. government.

As of June 30, 2022 and 2021, the Exchange’s bank balance was \$20,001,931 and \$26,940,358, respectively. Accounts maintained by the Exchange are held in member FDIC institutions with insurance coverage up to \$250,000. Any remaining balances beyond FDIC coverage are considered uninsured and uncollateralized and exposed to custodial credit risk. Custodial credit risk is the risk that, in the event of a bank failure, the Exchange’s deposits may not be returned. The Exchange does not have a deposit policy for custodial credit risk.

	2022	2021
Insured	\$ 10,000	\$ 10,000
Uninsured & Uncollateralized	19,991,931	26,930,358
Total	<u>\$ 20,001,931</u>	<u>\$ 26,940,358</u>

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND
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NOTES TO FINANCIAL STATEMENTS

D. ASSESSMENTS RECEIVABLE

Assessments receivable for amounts due from insurance carriers for state-based exchange assessments based on both on and off exchange premiums consist of the following at June 30, 2022 and 2021, respectively:

	<u>2022</u>	<u>2021</u>
Insurance Carrier:		
Horizon Healthcare Services	\$ 41,196,393	\$ 12,561,665
United Healthcare (Oxford)	-	45,077
AmeriHealth	-	10,530,325
Oscar	2,252,226	592,545
Total	<u>\$ 43,448,619</u>	<u>\$ 23,729,612</u>

All amounts noted as receivable were considered 100-percent collectible. No estimate for allowance for doubtful accounts or bad debt expense was recorded as of June 30, 2022 and 2021.

E. ACCOUNTS PAYABLE, ACCRUED LIABILITIES & DUE TO STATE TREASURY

Accounts payable, accrued liabilities and due to State Treasury to reimburse for personnel and contractual services consist of the following at June 30, 2022 and 2021, respectively:

	<u>2022</u>	<u>2021</u>
Personnel Services		
Salary and Fringe	\$ 1,009,934	\$ 688,096
Total Personnel Services	<u>1,009,934</u>	<u>688,096</u>
Contractual Services		
Project Manager	2,790,305	2,790,305
Marketing and Outreach	11,658,328	8,479,739
System Integration and Platform	13,110,293	13,239,027
Consumer Assistance Center	11,822,105	12,287,624
Quality Assurance	6,090,424	3,442,910
Navigator Grants	3,997,302	3,478,564
Other	543,522	160,705
Total Contractual Services	<u>50,012,279</u>	<u>43,878,873</u>
Total	<u>\$ 51,022,212</u>	<u>\$ 44,566,969</u>

F. CONCENTRATION OF RISK

During fiscal years 2022 and 2021, the Fund assessed fees on monthly premiums both on and off the Exchange to four insurance carriers. During fiscal year 2022 and 2021, two carriers, Horizon Healthcare Services and AmeriHealth, accounted for approximately 94 and 96 percent, respectively, of total assessment operating revenue. Horizon Healthcare Services made up 76 and 67 percent and AmeriHealth made up 18 and 29 percent, in 2022 and 2021, respectively, of the total assessment revenue.

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND
(A Component Unit of the State of New Jersey)

NOTES TO FINANCIAL STATEMENTS

G. NAVIGATOR GRANTS

During the fiscal year 2021, the Exchange management authorized and awarded navigator grants to various entities in New Jersey. Amounts were awarded to an individual or organization that is trained and able to help consumers, small businesses and their employees as they look for health coverage options through the marketplace, including completing eligibility and enrollment forms. These individuals and organizations are required to be unbiased. Their services are free to consumers. Awards issued and expensed during the years ended June 30, 2022 and 2021, totaled \$3,997,302 and \$3,478,564, respectively. Of those amounts, \$3,262,977 and \$1,821,400 were disbursed at June 30, 2022 and 2021, respectively, for reimbursement of the participating entities costs for salaries and wages, material supplies, travel and other operating expenses.

H. RELATED-PARTY TRANSACTIONS

During the fiscal year 2022, the Exchange account engaged in related-party transactions with another account within the State of New Jersey Department of Banking and Insurance to reimburse the Department's general accounts for Exchange-related expenses incurred and paid through the Department's general account. As of June 30, 2022 and 2021, the Fund reimbursed the Department of Banking and Insurance account a total of \$1,009,934 and \$832,657, respectively for payroll, program manager and comparison tool expenses incurred by the Department. Amounts were reimbursed within a reasonable amount of time from the date of the Department of Banking and Insurance general account disbursement and no interest was charged to the Fund on these transactions.

I. IMPACT OF COVID-19

On January 30, 2020, the World Health Organization declared the coronavirus outbreak a "Public Health Emergency of International Concern" and on March 10, 2020, declared it to be a pandemic. Actions taken around the world to help mitigate the spread of the coronavirus include restrictions on travel, quarantines in certain areas, and forced closures for certain types of public places and businesses. The coronavirus and actions taken to mitigate it had an adverse impact on the economies and financial markets of many countries, including the geographical area in which the Fund operates. Due to the impact of New Jersey Governor Murphy's Executive Order No. 107 dated March 21, 2020, mandating statewide stay-at-home practices and closure of all non-essential retail businesses, the Exchange had limited direct financial impact, however, it is reasonably possible user charges increased at a greater rate than normal due to additional customer applications resulting from the extended open enrollment period, suspended eligibility criteria and COVID-19 impacts on employment. The extended open enrollment period ended in fiscal year 2022. Due to the reduced impacts from COVID-19, enrollment through GetCoveredNJ and the related revenues are expected to remain consistent as customers tend to renew their plans annually and lower premiums through GetCoveredNJ are expected.

INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

The Program Director of the New Jersey State Based Health Insurance Exchange Trust Fund and New Jersey Department of Banking and Insurance

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of New Jersey State Based Health Insurance Exchange Trust Fund (the "Exchange" or "Fund"), as of and for the year ended June 30, 2022, and the related notes to financial statements, which comprise the Fund's basic financial statements, and have issued our report thereon dated July 6, 2023.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Exchange's internal control over financial reporting ("internal control") as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Exchange's internal control. Accordingly, we do not express an opinion on the effectiveness of the Exchange's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Exchange's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS (CONTINUED)

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Exchange's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Exchange's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Exchange's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Mercedien, P.C.

Certified Public Accountants

July 6, 2023

NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND
(A Component Unit of the State of New Jersey)

SCHEDULE OF CURRENT YEAR FINDINGS AND RECOMMENDATIONS

None reported

SUMMARY SCHEDULE OF PRIOR YEAR AUDIT FINDINGS

None reported