

**Blue Cross & Blue Shield of Rhode Island**  
**Direct Pay - Comparison of CY11 Budget to CY10 Projected Actual by Natural Account**

Natural Account	<u>CY2010 PROJECTED</u>	<u>CY2011 BUDGET</u>	<u>Increase (Decrease)</u>	<u>%</u>
Salaries And Wages	\$2,007,433	\$1,917,513	(\$89,920)	(4.5)
Temporary Empl Serv	28,604	22,418	(6,186)	(21.6)
Fringe Benefits	688,663	751,449	62,786	9.1
Outside Services	601,776	607,520	5,744	1.0
Legal	101,281	104,318	3,037	3.0
Facilities & Occupancy	303,680	315,274	11,594	3.8
Equipment	129,842	152,223	22,381	17.2
Software	232,000	258,976	26,976	11.6
Insurance	23,542	31,049	7,507	31.9
Travel	25,918	22,596	(3,322)	(12.8)
Printing/Office Supplies	73,167	76,402	3,235	4.4
Postage	176,580	180,951	4,371	2.5
Telephone	83,597	88,830	5,233	6.3
Advertising And Public Relations	159,166	161,590	2,424	1.5
Corporate & Civic Dues	55,674	48,020	(7,654)	(13.7)
Vendor Fees	1,429,811	1,440,003	10,192	0.7
Other	140,870	134,725	(6,145)	(4.4)
<b>Sub Total:</b>	<b>\$6,261,604</b>	<b>\$6,313,857</b>	<b>\$52,253</b>	<b>0.8</b>
Beacon Mhsa	34,377	36,553	2,176	6.3
Radiology Vendor Fee	46,387	45,256	(1,131)	(2.4)
Pharmacy Benefit Management	15,197	17,046	1,849	12.2
Billed Services	(14,111)	(14,534)	(423)	3.0
<b>Sub Total:</b>	<b>\$6,343,454</b>	<b>\$6,398,178</b>	<b>\$54,724</b>	<b>0.9</b>
Change In Claim Handling	79,500	4,500	(75,000)	(94.3)
Corporate Budget Reduction	0	(224,156)	(224,156)	
<b>Total:</b>	<b>\$6,422,954</b>	<b>\$6,178,522</b>	<b>(\$244,432)</b>	<b>(3.8)</b>
<b>Contract Months</b>	<b>120,667</b>	<b>120,441</b>	<b>(226)</b>	<b>(0.2)</b>
<b>PCPM</b>	<b>\$53.23</b>	<b>\$51.30</b>	<b>(\$1.93)</b>	<b>(3.6)</b>

**Blue Cross & Blue Shield of Rhode Island**  
**Direct Pay - Comparison of CY12 Budget to CY11 Budget by Natural Account**

Natural Account	<b>CY2011 BUDGET</b>	<b>CY2012 BUDGET</b>	<b>Increase (Decrease)</b>	<b>%</b>
Salaries And Wages	\$1,917,513	\$1,955,863	\$38,350	2.0
Temporary Empl Serv	22,418	23,466	1,048	4.7
Fringe Benefits	751,449	781,192	29,743	4.0
Outside Services	607,520	619,670	12,150	2.0
Legal	104,318	105,404	1,086	1.0
Facilities & Occupancy	315,274	322,580	7,306	2.3
Equipment	152,223	155,268	3,045	2.0
Software	258,976	264,155	5,179	2.0
Insurance	31,049	31,670	621	2.0
Travel	22,596	23,048	452	2.0
Printing/Office Supplies	76,402	77,930	1,528	2.0
Postage	180,951	184,710	3,759	2.1
Telephone	88,830	90,607	1,777	2.0
Advertising And Public Relations	161,590	162,422	832	0.5
Corporate & Civic Dues	48,020	48,980	960	2.0
Vendor Fees	1,440,003	1,452,351	12,348	0.9
Other	134,725	137,696	2,971	2.2
<b>Sub Total:</b>	<b>\$6,313,857</b>	<b>\$6,437,012</b>	<b>\$123,156</b>	<b>2.0</b>
Beacon Mhsa	36,553	36,516	(37)	(0.1)
Radiology Vendor Fee	45,256	45,211	(46)	(0.1)
Pharmacy Benefit Management	17,046	17,557	511	3.0
Billed Services	(14,534)	(14,970)	(436)	3.0
<b>Sub Total:</b>	<b>\$6,398,178</b>	<b>\$6,521,327</b>	<b>\$123,149</b>	<b>1.9</b>
Change In Claim Handling	4,500	4,590	90	2.0
Corporate Budget Reduction	(224,156)	(228,639)	(4,483)	2.0
<b>Total:</b>	<b>\$6,178,522</b>	<b>\$6,297,278</b>	<b>\$118,755</b>	<b>1.9</b>
<b>Contract Months</b>	<b>120,441</b>	<b>120,321</b>	<b>(120)</b>	<b>(0.1)</b>
<b>PCPM</b>	<b>\$51.30</b>	<b>\$52.34</b>	<b>\$1.04</b>	<b>2.0</b>