

**FINANCE COMMITTEE**  
 Tuesday, June 9<sup>th</sup> @ 2:00 P.M.  
 50 Water Street, 7<sup>th</sup> Floor Board Room  
 New York, N.Y. 10004

**AGENDA**

<b>Call To Order</b>	<b>Frederick Covino</b>
<b>Old Business</b>	
<b>Adoption of Minutes</b>   March 25 <sup>th</sup> , 2026	<b>Frederick Covino</b>
<b>Action Items</b>	
<p><i>a. Authorizing the submission of a resolution to the Board of Directors of the New York City Health and Hospitals (“NYC Health + Hospitals”), to authorize the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlusHealth” or “the Plan”) to execute best interest contract extensions with Prager Creative LLC and Bellweather LLC for outsourced strategic creative marketing, media buying, digital marketing, and social media marketing, in the amount of \$25,000,000, for a new total contract authority amount of \$60,000,000, inclusive of a 10% contingency.</i></p>	<b>Tali Leger</b>
<b>New Business</b>	
Finance Committee Report	<b>Lauren Leverich Castaldo</b>
<b>Executive Session</b>	
<b>Adjournment</b>	<b>Frederick Covino</b>

**Minutes  
of  
March 25<sup>th</sup>, 2026  
Finance Committee Meeting**

MetroPlus Health Plan, Inc.  
**Finance Committee Meeting**  
Wednesday, March 25<sup>th</sup>, 2026

### **MetroPlus Health Plan, Inc. Finance Committee Minutes**

The meeting of the Finance Committee of the MetroPlus Health Plan, Inc. (hereafter “MetroPlus or the Plan”) was held in the 7<sup>th</sup> Floor Boardroom at 50 Water Street, New York, NY 10004 on the 25<sup>th</sup> day of March 2026 at 3:30 P.M. pursuant to a notice which was sent to all the Committee Members of the Corporation by the Secretary. The following Committee Members were present in-person:

**Sally Hernandez-Pinero**  
**Dr. Talya Schwartz**  
**James Cassidy**

Due to extraordinary circumstances, **Frederick Covino** attended via Videoconference.

Frederick Covino, Chair of the Finance Committee, called the meeting to order at 3:36 P.M. and Angela Minerva kept the minutes thereof.

#### **ADOPTION OF THE MINUTES**

The minutes of the Finance Committee meeting held on December 10<sup>th</sup>, 2025, were presented to the Committee. On a motion by Frederick Covino and duly seconded, the Committee adopted the minutes.

#### **ACTION ITEMS**

Frederick Covino advised that we begin the meeting by covering the Action Items. A **first** resolution was presented by Steven Stein Cushman, Chief Counsel for Committee approval.

*Authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to execute contracts with four (4) law firms to provide legal services on an as-needed basis for MetroPlus. The firms are Greenberg Traurig LLP, Hinman Straub P.C., Sher Tremonte LLP and Tarter Krinsky & Drogin LLP. The contracts shall be for a term of 3 years with two options to renew for a 1-year term each, solely exercisable by MetroPlus, for a cumulative amount not to exceed \$2,500,000 for a total 5-year contract period.*

Steven Stein Cushman, Chief Counsel provided an overview of the Background, Scope of Work, Proposal Criteria, Overview of Procurement and Board Approval Request.

There being no further questions or comments, on a motion by Frederick Covino and duly seconded, the resolution was unanimously adopted by the Committee.

A **second** resolution was presented by Lauren Leverich Castaldo, Chief Financial Officer for Committee approval.

*Authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to execute a contract with Health Management Systems, Inc. (“HMS”) for third party health insurance identification and recovery services, for an amount not to exceed \$15,000,000, for the total 5-year contract period.*

Lauren Leverich Castaldo, Chief Financial Officer, provided an overview of the Background, Cost Reductions and Board Approval Request.

There being no further questions or comments, on a motion by Frederick Covino and duly seconded, the resolution was unanimously adopted by the Committee.

A **third** resolution was presented by Ganesh Ramratan, Chief Information Officer for Committee approval.

*Authorizing the amendment to the best interest contract resolution approved by the MetroPlus Board of Directors on September 26, 2025 with SourcEdge Solutions, LLC (“SourcEdge”) for data migration and conversion professional services, for an amount not to exceed \$2,300,000 including contingency, for an 18-month contract and authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus” or “the Plan”) to reallocate the approved spending authority and execute a best interest contract with SourcEdge Solutions, LLC (“SourcEdge”) for implementation of a solution for converted data testing, in the amount of \$2,300,000 for a one year term.*

Ganesh Ramratan, Chief Information Officer, provided a detailed overview of the Amendment Request, the New Scope of Service and Board Approval Request.

Frederick Covino asked a question regarding testing services; Ganesh Ramratan responded.

There being no further questions or comments, on a motion by Frederick Covino and duly seconded, the resolution was unanimously adopted by the Committee.

A **fourth** resolution was presented by Ganesh Ramratan, Chief Information Officer for Committee approval.

*Authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlus or “the Plan”) to increase the spending authority for the contract with SourcEdge Solutions, LLC (“SourcEdge”) to implement, integrate and license an enterprise data hub solution, in the amount of \$720,000 for a new total not-to-exceed authority amount of \$2,957,000 for the remaining contract term.*

Ganesh Ramratan, Chief Information Officer provided a detailed overview of the Background, Authority Increase for Resource Extension, Spending Request Authority and Board Approval Request.

Frederick Covino asked a question regarding when go live is scheduled; Ganesh advised it would go live during Wave 2 in August.

There being no further questions or comments, on a motion by Frederick Covino and duly seconded, the resolution was unanimously adopted by the Committee.

## **NEW BUSINESS**

### **Finance Committee Report**

Lauren Leverich Castaldo, Chief Financial Officer went on to discuss the Finance Committee Report, specifically covering the 2025 Q4 Utilization Summary, Rate Updates, Risk Adjustment, Net Income by Line of Business, All LOB Review, Admin Expense – Budget vs. Actual, Metroplus VBP| Q4 2024 vs. Q4 2025, Membership, Marketshare, Procurement and Providers Added to the Network During Q4 2025.

Dr. Talay Schwartz, President & CEO asked Lauren Leverich Castaldo a question regarding rates; Lauren Leverich Castaldo responded.

Sally Hernandez Pinero, Board Chair asked a question regarding NYS Trust; Lauren Leverich Castatldo responded.

### **Executive Session**

Frederick Covino called the meeting into Executive Session at 4:21 P.M. so the Committee members could receive legal advice from the Chief Counsel and hear presentations on two confidential matters. The Committee approved resolutions on both confidential agreements based on a motion by Frederick Covino, which were duly seconded and unanimously adopted by the Committee.

The Finance Committee resumed the official meeting at 4:58 P.M.

There being no further business, Frederick Covino adjourned the meeting at 4:58 P.M.

# **Resolution**

## **a. Resolution**

## RESOLUTION

*Authorizing the submission of a resolution to the Board of Directors of the New York City Health and Hospitals (“NYC Health + Hospitals”), to authorize the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlusHealth” or “the Plan”) to execute **best interest contract extensions with Prager Creative LLC and Bellweather LLC for outsourced strategic creative marketing, media buying, digital marketing, and social media marketing, in the amount of \$25,000,000, for a new total contract authority amount of \$60,000,000, inclusive of a 10% contingency.***

**WHEREAS**, MetroPlusHealth, a subsidiary corporation of NYC Health + Hospitals, is a Managed Care Organization and Prepaid Health Services Plan, certified under Article 44 of the Public Health Law of the State of New York and;

**WHEREAS**, MetroPlusHealth seeks best interest contract extensions with Prager Creative LLC and Bellweather LLC for strategic creative marketing, media buying, digital marketing, and social media marketing services; and

**WHEREAS**, MetroPlus has contracted with Prager Creative LLC and Bellweather LLC since 2021; and

**WHEREAS**, MetroPlus is requesting approval of a best interest extension to continue utilizing these vendors to ensure continuity of services, maintain strategic momentum, and avoid disruption to ongoing marketing and member engagement initiatives; and

**WHEREAS**, continuing with these vendors is in the best interest of MetroPlusHealth;

**NOW THEREFORE**, be it

**RESOLVED**, that a resolution will be submitted to the New York City Health + Hospitals Board of Directors authorizing the Executive Director of MetroPlus Health Plan, Inc. (“MetroPlusHealth” or “the Plan”) to execute best interest contract extensions with Prager Creative LLC and Bellweather LLC for outsourced strategic creative marketing, media buying, digital marketing, and social media marketing, in the amount of \$25,000,000, for a new total contract authority amount of \$60,000,000, inclusive of a 10% contingency.

## EXECUTIVE SUMMARY

### AUTHORIZING METROPLUS HEALTH PLAN, INC. TO EXECUTE BEST INTEREST CONTRACT EXTENSIONS AND INCREASED SPENDING AUTHORITY

- OVERVIEW:** MetroPlus outsources strategic creative marketing, media buying, digital marketing, and social media marketing services to support member growth, retention, and brand awareness initiatives. MetroPlus is requesting approval for best interest extensions to continue utilizing these vendors to ensure continuity of services, maintain strategic momentum, and avoid disruption to ongoing marketing and member engagement initiatives.
- NEED:** MetroPlus has utilized outsourced marketing and media services since 2007. Since 2021, these services have been provided through two vendors, Bellweather LLC (“Bellweather”) and Prager Creative LLC (“Prager”). With current campaigns underway and member retention efforts serving as a primary organizational focus, MetroPlus determined that it was best to maintain ongoing services with our current vendors. MetroPlus evaluated current vendor pricing against market benchmarks and determined that the rates provided by both vendors remain competitive, reasonable and aligned with prevailing market pricing. Both vendors have consistently delivered strong outcomes in driving increased brand consideration, strengthening acquisition performance, and producing measurable results.
- PROPOSAL:** MetroPlusHealth is requesting an increase in authority in the cumulative amount of \$25,000,000 to execute two-year best interest extensions.

# **Application for Best Interest Contract Extensions and Increased Spending Authority**

Advertising & Marketing, Digital Content & Social Media and Public Relations Services

Prager Creative LLC and Bellweather LLC

**Laura Santella-Saccone**, Chief Marketing and Brand Officer

**Tali Leger**, Senior Director of Procurement

**MetroPlusHealth Finance Committee Meeting**

Tuesday, June 9<sup>th</sup>, 2026

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## BACKGROUND

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- MetroPlus outsources strategic creative marketing, media buying, digital marketing, and social media marketing services to support member growth, retention, and brand awareness initiatives.
- MetroPlus has utilized outsourced marketing and media services since 2007. Since 2021, these services have been provided through two vendors, Bellweather LLC (“Bellweather”) and Prager Creative LLC (“Prager”).
- The original contracts with Bellweather and Prager, for these services were competitively procured through an RFP process in 2021. The current contracts expire August 2026.
- MetroPlus is requesting an increase in authority in the amount of \$25,000,000 to support a two-year best interest extension, inclusive of a 10% contingency.
- MetroPlus is requesting approval of best interest extensions to continue utilizing these vendors to ensure continuity of services, maintain strategic momentum, and avoid disruption to ongoing marketing and member engagement initiatives.

## BEST INTEREST JUSTIFICATION

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- With current campaigns underway and member retention efforts serving as a primary organizational focus, MetroPlus determined that it was best to maintain ongoing services with our current vendors.
- Additionally, MetroPlus evaluated current vendor pricing against market benchmarks and determined that the rates provided by both vendors remain competitive, reasonable and aligned with prevailing market pricing.
- Both vendors have consistently delivered strong outcomes in driving increased brand consideration, strengthening acquisition performance, and producing measurable results.
  - This is evidenced by sustained growth in brand consideration over time, steady call volumes with significantly improving lead quality, and a robust digital ROI of approximately 3:1 across a channel that represents 60% of the overall marketing budget.

## INCREASED SPENDING AUTHORITY REQUEST

Year	Authority	Term	Average Annual Spend
Original Authority 2021-2026	<b>\$20.0M</b>	<b>5 years (2021-2026)</b>	<b>\$4.0M</b>
Updated spending authority after 2023 Increase	<b>\$35.0M</b>	<b>5 years (2021-2026)</b> <i>Increase spend added to years 2024-2026</i>	<b>\$7.0M-\$10.0M</b> <i>Increased spend in 2025-2026 for expanded strategy for Gold, Medicare, and Ethnic marketing</i>
Proposed Extension and authority increase	<b>\$25.0M</b>	<b>2 years (2026-2028)</b>	<b>\$12.5M</b> <b>Includes increased campaigns, CPI and 10% contingency</b>

- Original Authority was established in 2021 based on projected marketing and media needs at the time.
- In 2023, additional authority was required due to increased campaign and media activity, membership growth initiatives, retention efforts and expanded digital marketing strategies.
- In 2025 and 2026, spending has progressively increased on base LOBs (i.e. EP) as well as an increased marketing strategy for Gold, Medicare, and Ethnic marketing.
- The additional \$25.0M supports a 2-year extension and captures anticipated business needs over the extension period with continued investment in strategic marketing and digital media buying, to support membership growth and retention efforts.

## **BOARD APPROVAL REQUEST**

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- Two-year Best Interest Contract Extension with Prager Creative and Bellweather.
- Increased Contract Authority – 25,000,000 inclusive of a 10% contingency.



# **New Business**

# MetroPlusHealth

## Finance Committee Meeting

Tuesday, June 9<sup>th</sup>, 2026

# Finance Committee Report

**Lauren Leverich Castaldo**

Chief Financial Officer

Tuesday, June 9<sup>th</sup>, 2026

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# Finance Quarter 1 2026

## 2026 Q1 UTILIZATION SUMMARY

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- Historically, Q1 utilization trends have been characterized by elevated ED visits and medical admissions driven primarily by seasonal influenza and other respiratory illnesses. Based on claims experience paid through April 2026, we have not noted any major spiked expense or utilization driven by flu across these service categories.
- Overall, inpatient medical admission and ED visit remained stable in Q1 2026.
- Medicare member experienced lower admission –10% PKPY in Jan-Feb 2026 partially driven by increased membership.
- OP BH expense and utilization continue to stay strong across MMC, CHP, MetroPlus Gold and EP members. Part of this is contributed by utilization, more utilizers, and rate increase (COLA adjustment) for each fiscal year.
- Health home expenses PMPM increased for HARP with same utilizers but lower member month in Q1. PIC SNP and MCAD had more members utilizing health home programs with increased utilization in HH care management for PICSNP and HH assessment expense.
- PCS and CDPAP expense remained stable in Q1 2026.

# REVENUE UPDATES

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## Medicaid

- Rate is +0.5% vs. prior, but -3.1% vs forecast.
- Risk scores declined despite assumption of flat acuity.
- Base/trend increase of 2.4% is well below the 6% forecast.
- Actuarial rate range increased from low to mid-point.
- Enrollment -2.4% vs. forecast due to lower recertifications, higher involuntary disenrollments, and less new enrollments.
- **Revenue Impact: -\$103.8M**

## REVENUE UPDATES

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### HARP

- Rates: -0.8% vs. prior, -1.4% vs forecast.
- Risk scores declined; flat acuity assumption did not hold.
- Base/trend increase of 2.8%, above the 2% forecast.
- Enrollment -1.7% vs. forecast, driven by higher voluntary disenrollments.
- **Revenue Impact: -\$9.2M**

## REVENUE UPDATES

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### SNP

- **Rates:** +1.3% vs. prior, but -5.5% vs. forecast.
- Forecast assumed overall +2.5%.
- Unanticipated March 2026 membership decline (unwind of 300 dual eligibles).
- Continued shift towards homeless member-mix, which reimburses below HIV+ recipients.
- **Revenue Impact:** -\$18.8M

## RISK SCORE MARKET COMPARISON YOY

	Medicaid		HARP	
	Relative Score	25->26 Change	Relative Score	25->26 Change
Fidelis	1.0130	0.5%	0.9990	-2.6%
Healthfirst	1.0381	-1.6%	1.0482	2.7%
Healthplus	1.0122	-0.2%	0.9281	-1.6%
HIP	1.0207	1.7%	0.8632	-1.0%
MetroPlus	0.9063	-1.9%	0.9975	-3.4%
Molina Healthcare of NY	0.9492	5.0%	0.9887	4.4%
United Healthcare of NY	0.9533	10.5%	0.9058	0.5%

- Medicaid: -1.9% risk score decrease.
  - Behavioral Health HCBS children add-on factor (new)
  - Updates from United and Molina materially shifted risk scores; Notably, United had 25% increase in both TANF Child and SSI.
- HARP: -3.4% risk score decrease.

## OTHER ANTICIPATED RATE CHANGES

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- Revisions to April 2025 and April 2026 rate packages
  - FY27 NYS budget passed in May.
  - Remaining enacted budget proposals and managed care benefit/fee schedule updates.
  - HR1 updates, including Medicaid work requirements.
- Essential Plan
  - Mid-year rate updates expected due to elimination of EP5 (200%-250% FPL) effective 7/1/2026.

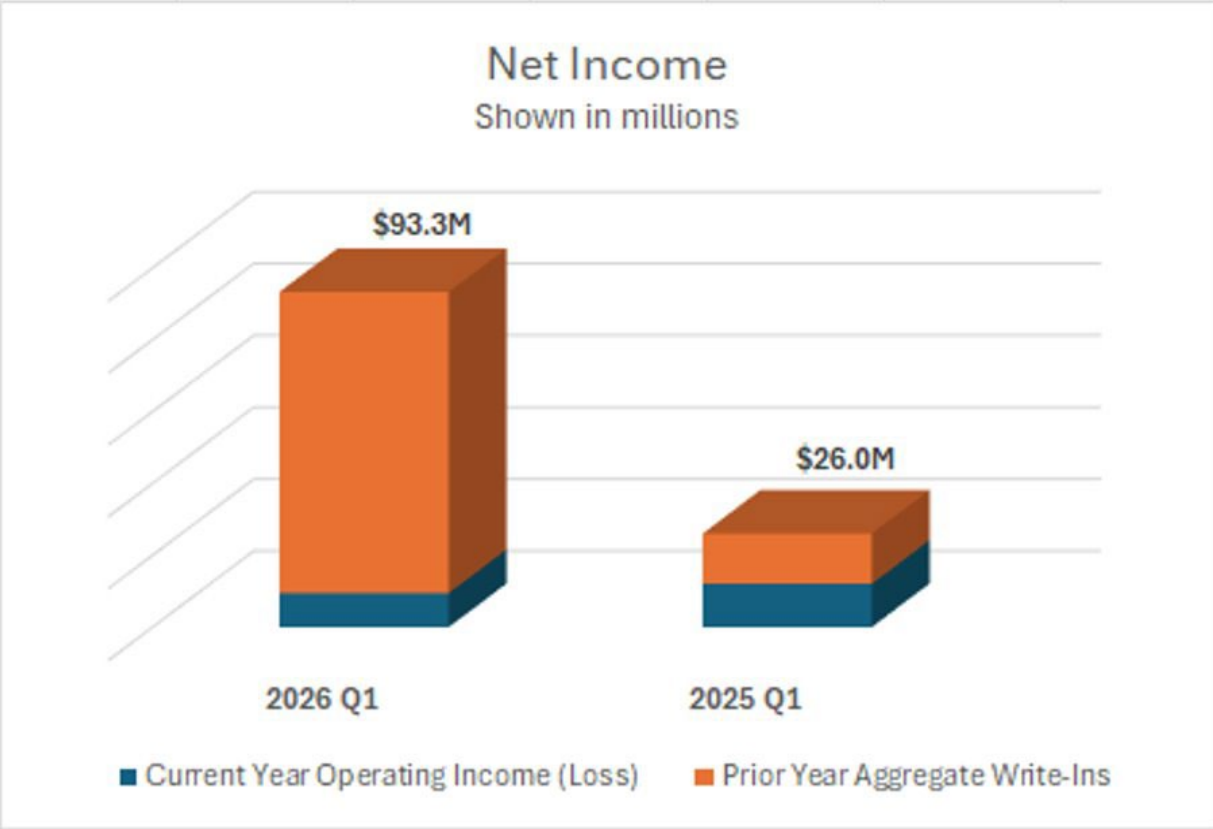
## REVENUE | ORIGINAL VS. RESTATE FORECAST

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Enrollment and April 2026 rates are both unfavorable to original projection.

- **Enrollment:** -1.4% vs. forecast, driven by larger-than-expected declines in Medicaid and CHP.
- **Rates:** -1.6% vs. forecast due to unfavorable risk score updates and lower base/trend increases.
- **Overall revenue impact: -\$113M**

# NET INCOME BY LINE OF BUSINESS



# ALL LOB REVIEW

## All Lines of Business

All LOBs	Q1 2026	Q1 2026 Forecast	CY 2026 (Restate)
Membership	671,584	681,482	648,301
Member Months	2,035,191	2,044,447	7,779,607
<b>PMPM</b>			
Revenue	\$581.52	\$579.41	\$583.41
Expenses	\$477.66	\$488.87	\$483.43
Value Based Payment (VBP)	\$49.90	\$37.89	\$46.48
Administrative Expenses	\$45.67	\$50.36	\$50.90
Investment Income	\$7.73	\$5.69	\$5.78
State-Directed Payments/MCO Tax	\$3.88	\$0.75	\$1.29
Net Operating Adjusted Income	\$19.90	\$8.75	\$9.67
Aggregate Write-Ins (PY)	\$25.95		
Net Income	\$45.85		

- Seeing a marginal increase to Revenue due to unanticipated DOH rate change on Medicaid.
- Risk surplus increases driven by favorable H+H experience on Medicaid and Gold relative to forecast.
- Favorable Medical Trend contributing to expense savings due to less significant flu season than anticipated.

## **ADMINISTRATIVE EXPENSE | BUDGET VS. ACTUAL**

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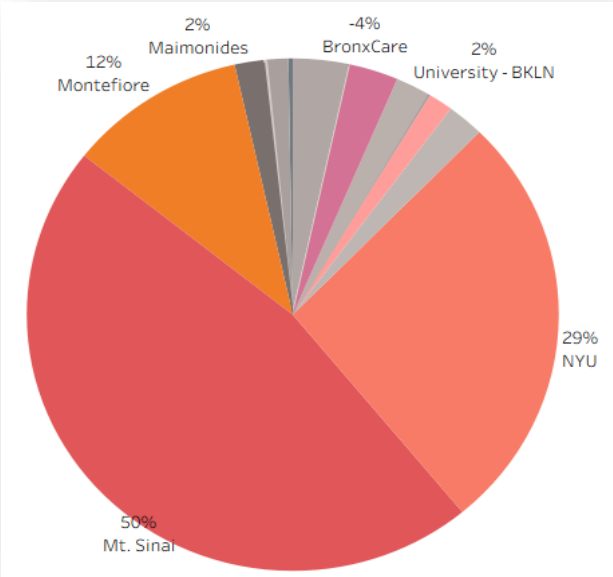
For the **3 months ending March 31, 2026**, the total administrative expenses of **\$92.8M** were **\$1.2M (1.4%) unfavorable** to budget. PS was unfavorable by **\$4.3M**, which was partially offset by OTPS favorability of **\$3.1M**.



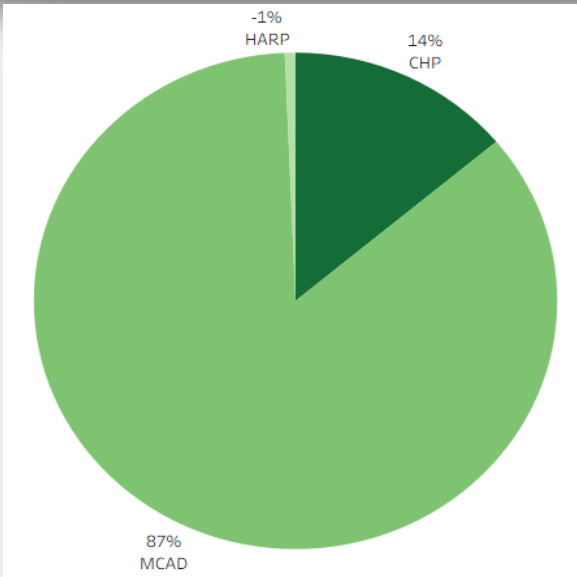
# VBP Performance

# METROPLUS VBP | Q1 2026 VS Q1 2025

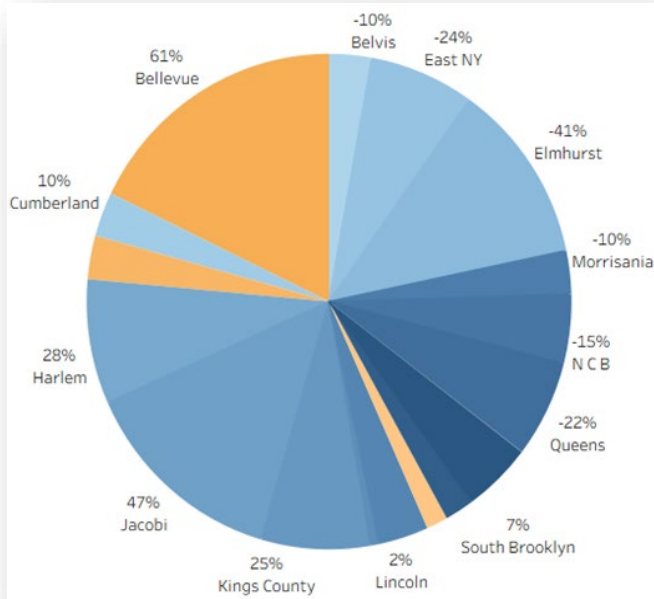
Risk Network	Timeframe	
	Q1 2026	Q1 2025
H+H	\$60.03	\$31.62
MetroPlus	\$5.39	\$-90.33
SOMOS	\$21.57	\$4.52
<b>Total</b>	<b>\$51.98</b>	<b>\$17.51</b>



Retained Risk Loss Attribution



SOMOS



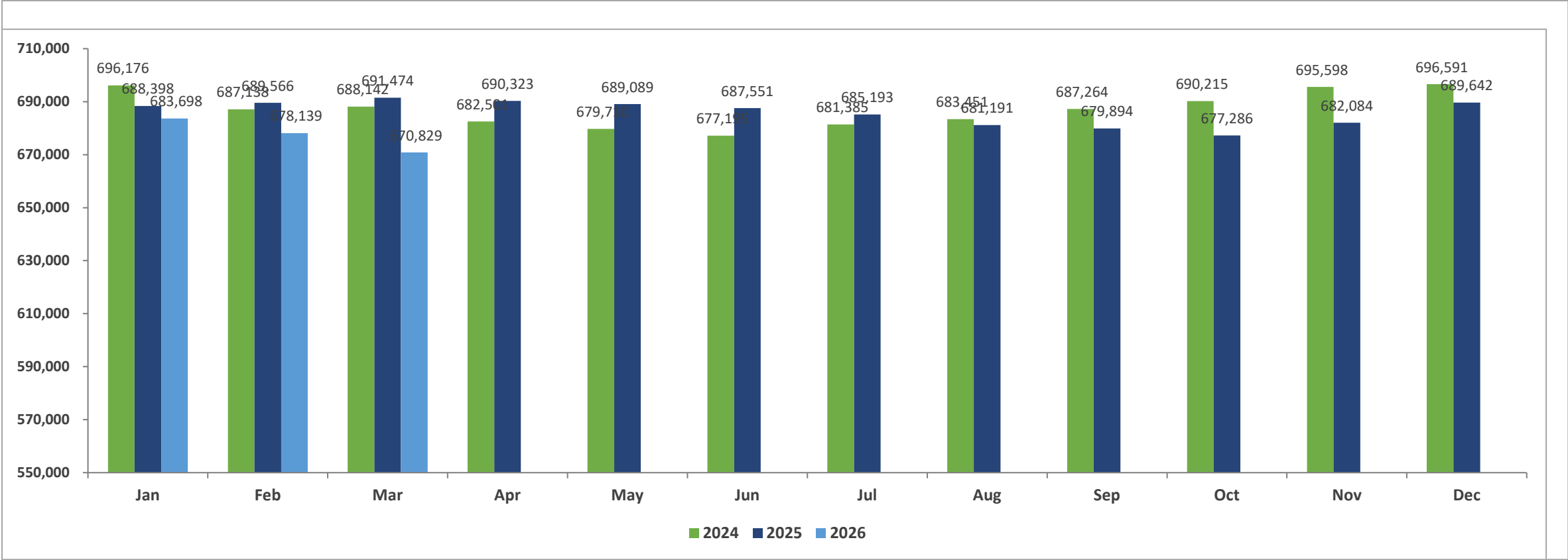
H+H Attribution



# Membership

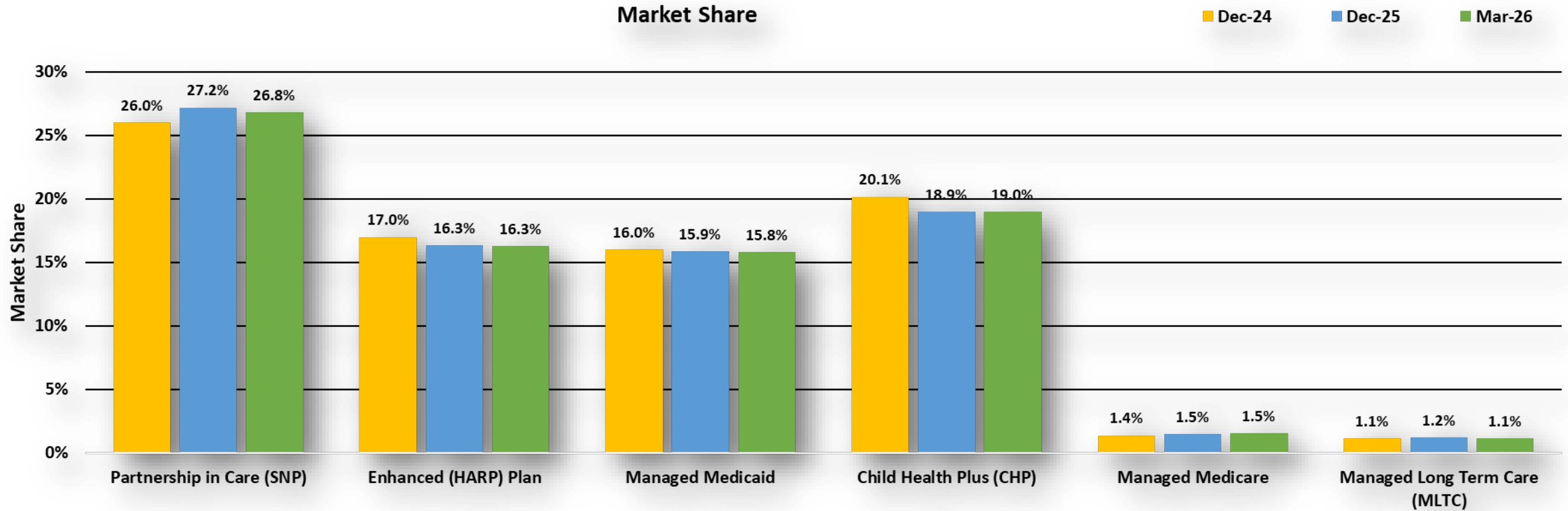
# MEMBERSHIP TREND 2024 TO 2026

Total membership is at 670k as of March 2026.



# MARKET SHARE

- SNP, Medicare and MLTC market has seen slight growth in Q4 2025.
- Medicaid, CHP and HARP has seen slight declines in Q4 2025.





# Procurement

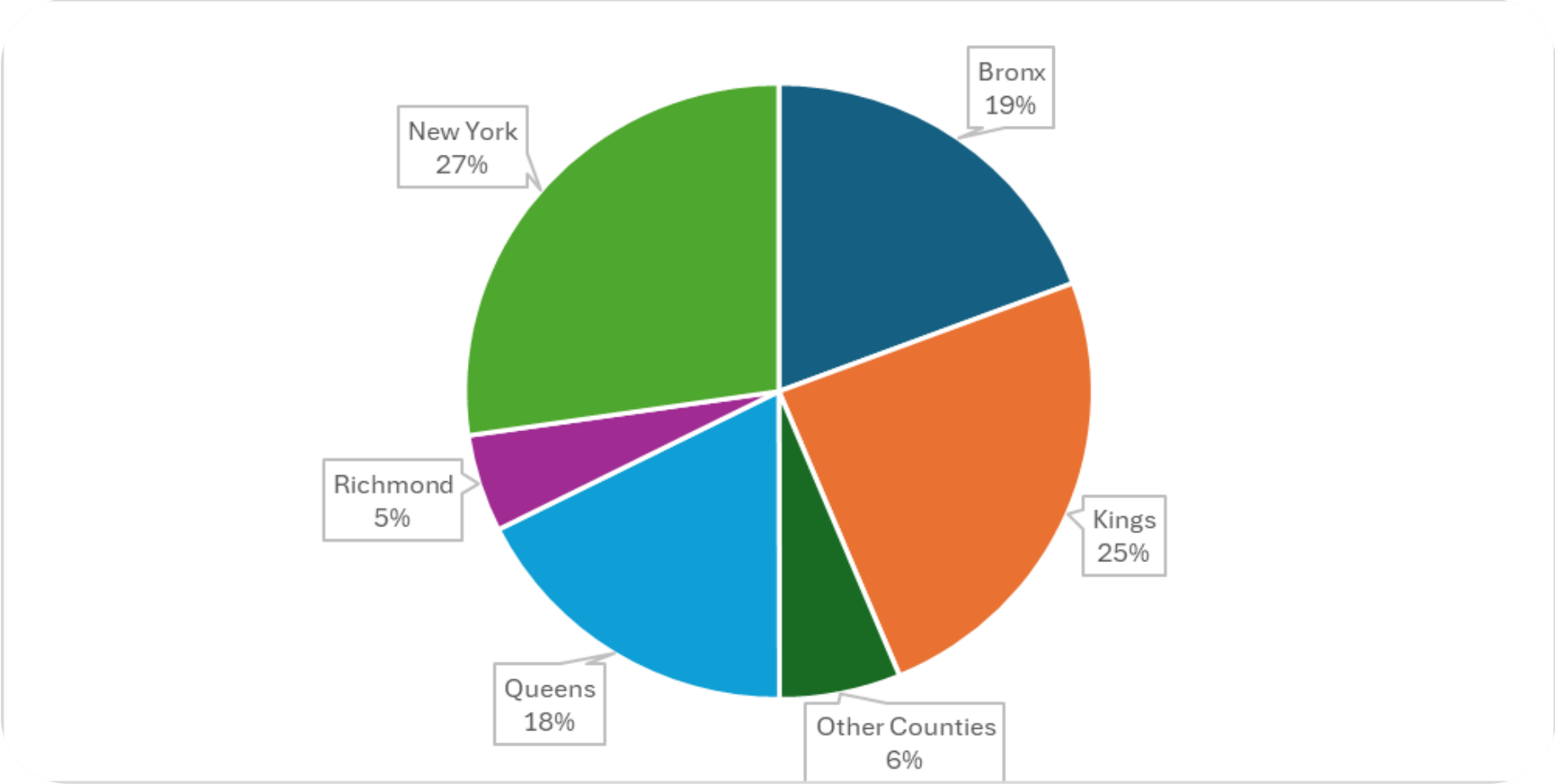
# PROCUREMENT | SOLICITATIONS IN PIPELINE

Procurement Name	RFP Release Date	Anticipated Contract Start Date	Contract Term
EDI Transactions	Q3 2026	1/1/2027	TBD
SIU Services	Q3/Q4 2026	2/1/2028	3 years + Two 1 Year Renewal Options
OCR	Q3	1/1/2028	3 years + Two 1 Year Renewal Options



# Provider Contracting

# CURRENTLY, METROPLUS NETWORK STANDS AT OVER 32,000 PROVIDERS



# 1,020 NEW PRACTITIONERS ADDED TO NETWORK IN YTD 2026 AS OF MAY 17, 2026

