Western Healthcare Insurance Trust (WHIT): Background

WHIT was established in 1972 by the Washington State Hospitals Association as a source for members to access affordable healthcare centric benefits plans for it employees. The underlying principle in providing benefits has always been to bring products and services to members that are not available otherwise in the marketplace either by product or pricing differentiation.

Both public and private hospitals are eligible to belong to WHIT. Membership is also extended to healthcare-related organizations with a minimum of 10 employees such as stand-alone physician groups, medical laboratories and independent facilities for imaging, rehabilitation and cardiac centers. Skilled Nursing Facilities and related organizations may be eligible on a case by case basis.

WHIT has established long term partnerships with carriers who share this vision and we are proud to have the following insurers as committed partners to WHIT and DiMartino Associates, the Plan consultant.

- Delta Dental of Washington
- Willamette Dental
- The Standard
- VSP

WHIT is legally structured as a fully insured MEWA and fully compliant with the rules and regulations established under ERISA. The Trust maintains a full slate of advisors including DiMartino Associates as Plan consultant, Benefits Solutions, Inc. (BSI) as Plan Administrator and The Saichek Law firm as Legal counsel.

The Carrier Partners:

- **Delta Dental.** A WHIT partner since inception, Delta offers seven plans on a community rated basis for members with 10 to 300 employees. Orthodontia riders can be added to any of the plans. WHIT plans are usually priced lower than the Delta community products because WHIT buys out the margin and has negotiated an administration rate based on total Trust enrollment. Rate stability in this market space has been at or below trend. Rate actions since 2012 are summarized below:

<table>
<thead>
<tr>
<th>Year</th>
<th>Delta Rate Action</th>
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<tbody>
<tr>
<td>2012</td>
<td>0.0%</td>
</tr>
<tr>
<td>2013</td>
<td>0.0%</td>
</tr>
<tr>
<td>2014</td>
<td>0.0%</td>
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<tr>
<td>2015</td>
<td>2.0%</td>
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<tr>
<td>2016</td>
<td>5.0%</td>
</tr>
<tr>
<td>2017</td>
<td>0.0%</td>
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Members with over 300 employees are experience-rated but also benefit from the elimination or margin in rates and lower administration charge. These plans have also consistently seen rate actions below trend over time.

- **Willamette Dental.** This managed dental plan offers three plans dental HMO options either as a single offering or as part of a dual option with a traditional dental plan. Willamette Dental delivers dental care through their proprietary dental clinics in Washington and Oregon. Most services are paid in full after small copays.

  After several years of flat renewals, Willamette is increasing its rates 3.63% for 2017.

- **The Standard.** The Standard offers life/ad&d, voluntary life and voluntary ad&d, short term disability and long term disability to WHIT members at rates 10%-20% below their street rates. WHIT has reduced all risk charges in employer paid life and employer paid long term disability by maintaining a minimum Claims Fluctuation Reserve balance on account with Standard. Plans are all experience-rated.

  Plan designs are flexible to individual member demands. Members have enjoyed unprecedented rate stability as no WHIT member has ever received a rate increase in life and disability since the early 1990s. All book rates reduced 10% effective 1/1/2016 and the rates will be held for 1/1/2017.

- **VSP.** Vision benefits are provides on a fully-insured platform through VSP with four full service plans. Effective 1/1/2017 we have adjusted the benefit levels by increasing the annual allowance to be competitive along with adding in our fourth plan option on the ‘Choice’ platform. There are benefits available from both in network and out of network providers although the highest level of benefits will always be received from in network providers.

Please refer to the WHIT website at [www.whitonline.org](http://www.whitonline.org) for benefit features, and rate information.

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**Quotes from WHIT.** Obtaining a quote from WHIT can be done either by submitting RFPs either directly through your carrier representative and specifying you want a WHIT proposal or by submitting through the following DiMartino Associates:

Becky Wallen  
[becky@diamrinc.com](mailto:becky@diamrinc.com)

Ashton Alvarez  
[ashton@diamrinc.com](mailto:ashton@diamrinc.com)

Or call us directly at (206) 623-2430