
NEVADA HMO INDUSTRY PROFILE

FIRST QUARTER REPORT

January 1, 2002 through March 31, 2002

**Bureau of Health Planning and Statistics
Nevada State Health Division
Department of Human Resources**

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INTRODUCTION

The *Nevada HMO Industry Profile* is published quarterly and contains valuable information regarding Nevada's licensed health maintenance organizations (HMOs). This profile is useful to healthcare providers and others interested in managed care services available within the state.

Each quarterly report presents company specific organizational data, as well as, quarterly enrollment data arranged by county. Enrollment data are categorized by enrollee population and product (i.e. Commercial Plan, Medicare, Medicaid, Nevada Check Up). Market penetration information is also provided.

First Quarter 2002 HMO Activity Highlights

- This first quarter report of 2002 (as well as previous quarterly reports from 2000 and 2001) can be accessed online at, as well as downloaded from, the following web address: <http://health2k.state.nv.us/vs>

- Dr. Alan Blumenthal has replaced Dr. John Rush as medical director for PacifiCare.

Table I

PROFILE OF NEVADA LICENSED HMOS
Enrollment for Quarter Ending: March 31, 2002

HMO	Contact	Service Area	Enrollment
Aetna US Healthcare 4040 South Eastern Ave., Suite 240 Las Vegas, NV 89117 Model: Network Licensed: July, 1997 For-profit; Foreign HMO NCQA New Health Plan Accreditation 2/00.	Ruth Szcurko RN,MBA Quality Accreditation Manager Phone: 702-650-8232 General Manager: Cliff Klima Medical Director: Dr. Richard Jones	Clark County, Reno/Sparks, and Pahrump in Nye County	Commercial: 47,359 Medicare: - Medicaid: - NV Check-Up: - Total: 47,359 PPO Total: -
Health Plan of Nevada (Subsidiary of Sierra Health Services) P.O. Box 15645 Las Vegas, NV 89114-5645 Model: Group/Network Combination Licensed: April 1982 For-profit; Domestic HMO NCQA full accreditation 8/00.	Rudy Cardenas Director of Operations, Managed Care Div. Phone: 702-242-7692 Kelly Simonson, Medicaid Director Phone: 702-242-7409 Medical Director: Dr. Sameer Abu-Samrah Federally Qualified: All service areas Medicare Risk Contract: All service areas	Clark, Esmeralda, Lyon, Mineral, Nye, and Washoe Counties	Commercial: 180,859 Medicare: 45,402 Medicaid: 19,855 NV Check-Up: 7,645 Total: 253,761 PPO Total: 22,569
HMO Nevada 6900 Westcliff Dr., Suite 600 Las Vegas, NV 89145 Licensed: December 1992 For-profit; Foreign HMO State Quality Exam: 8/2000, JCAHO Substantial Compliance	Tony Pointer, Director of Sales Phone: Pattie Gonzalez, Provider Service Manager Phone: 702-228-1255 Medical Director: Dr. William Bannen Federally Qualified: Clark County	Carson City, Clark, Douglas, Elko, Esmeralda, Eureka, Humboldt, Lincoln, Lyon, Nye Storey and Washoe Counties	Commercial: 1,442 Medicare: - Medicaid: - NV Check-Up: - Total: 1,442 PPO Total: 33,997

HMO	Contact	Service Area	Enrollment
Hometown Health Plan 400 S. Wells Ave. Reno, NV 89502 Model: Network Licensed: February 1988 Non-profit; Domestic HMO State Quality Exam: HCFA 8/00	Troy Smith, Vice-President Insurance Svcs. Phone (775) 982-3000 Medical Director: Dr. Gabriel Bonnet Federally Qualified: All service areas Medicare Risk Contract: Washoe County	Carson City, Churchill, Douglas, Elko, Eureka, Humboldt, Lander, Lyon, Mineral, Pershing, Storey and Washoe Counties	Commercial: 27,886 Medicare: 6,218 Medicaid: - NV Check-Up: - Total: 34,104 PPO Total: 40,591
NevadaCare, Inc. 10600 Charleston Blvd. Las Vegas, NV 89135 Model: Network Licensed: September 1995 For-profit; Domestic HMO State Quality Exam: 11/98, JCAHO	Curt Howell, VP of Program Development Phone: 702-474-7241 Medical Director: Dr. Barney	Clark County, and Reno / Sparks in Washoe County	Commercial: 21,348 Medicare: - Medicaid: 36,914 NV Check-Up: 10,914 Total: 69,176 PPO Total: -
PacifiCare of Nevada, Inc. 700 Warm Springs Rd. Las Vegas, NV 89119 Model: Network, and DSI Network Licensed: September 1997 For-profit; Domestic HMO NCQA Full accreditation 2/01 State Quality Exam: 2/00 HCFA	Dr. Bard Coats, President and Chief Med. Officer Phone: 702-269-7500 Dr. Alan Blumenthal, Medical Director Federally Qualified: Clark County Medicare risk contract: Clark County	Carson City, Clark, Douglas, Esmeralda, Lyon, Mineral, Nye, Storey, and Washoe Counties	Commercial: 30,681 Medicare: 30,431 Medicaid: - NV Check-Up: - Total: 61,112 PPO Total: 11

HMO	Contact	Service Area	Enrollment
St. Mary's Health First 1155 W. Fourth Street #121 Reno, NV 89503 Model: Staff/Network combination Licensed: June 1993 For-profit; Domestic HMO State Quality Exam: 10/98 NCQA	M. Donald Kowitz, Chief Operating Officer Phone: 775- 770-6060 Medical Director: Dr. Dennis Shuman	Carson City, Storey and Washoe Counties. Douglas County except Stateline and portions of Lyon County	Commercial: 28,396 Medicare: - Medicaid: - NV Check-Up: - Total: 28,396 PPO Total: -

<u>Nevada State Totals:</u>	<u>Enrollment</u>	<u>Market Penetration*</u>
Commercial:	337,971	18.9%
Medicare:	82,051	38.7%
Medicaid:	56,769	38.9%
NV Check-Up	18,559	
Total Enrollment:	495,350	

DSI: Delivery Service Intermediary

Please refer to "TABLE NOTES" for important additional information.

* Market Penetration calculations and enrollment figures are mutually exclusive categories, and should be interpreted as such.

Table II
HMO COMMERCIAL ENROLLMENT
by Geographic Area
March 31, 2002

Health Plan	Clark County	Washoe County	Rural Counties	Total Commercial
Aetna US Healthcare	43,229	1,715	173	45,117
Health Plan of Nevada	167,269	10,659	2,931	180,859
HMO Nevada	865	530	47	1,442
Hometown Health Plan		24,396	3,310	27,706
NevadaCare, Inc.	24,308	147	-	24,455
PacifiCare of Nevada, Inc.	27,935	9,402	1,402	38,739
St. Mary's Health First	-	24,430	6,545	30,975
Totals	263,606	71,279	14,408	349,293
Market Penetration	20.7%	24.3%	5.2%	18.9%

Please refer to "TABLE NOTES" for important additional information.

Table III

**HMO RURAL COMMERCIAL ENROLLMENT BY COUNTY
March 31, 2002**

County	Aetna	Health Plan Nevada	HMO Nevada	Hometown Health	NevadaCare	PacifiCare	St. Mary's Health First	County Total
Carson City	-	117	7	2,274	-	985	5,688	9,071
Churchill	-	12	0	-	-	-	-	12
Douglas	-	28	7	562	-	417	411	1,425
Elko	-	3	0	29	-	-	-	32
Esmeralda	-	16	0	-	-	-	-	16
Eureka	-	0	0	-	-	-	-	0
Humboldt	-	1	0	109	-	-	-	110
Lander	-	0	0	-	-	-	-	0
Lincoln	-	70	0	-	-	-	-	70
Lyon	-	346	21	336	-	-	342	1,045
Mineral	-	19	0	-	-	-	-	19
Nye	173	2,305	4	-	-	-	-	2,482
Pershing	-	0	0	0	-	-	-	0
Storey	-	11	0	-	-	-	104	115
White Pine	-	3	0	-	-	-	-	3
Undefined	-	-	8	-	-	-	-	8
TOTAL	173	2,931	47	3,310	0	1,402	6,545	14,408

Please refer to "TABLE NOTES" for important additional information.

Table IV
HMO COMMERCIAL ENROLLMENT TRENDS
March 31, 2002

Health Plan	Enrollment March 31, 2002	Enrollment March 31, 2001	Difference	Percentage Change
Aetna US Healthcare	45,117	50,432	-5,315	-10.5%
Health Plan of Nevada	180,859	142,876	37,983	26.6%
HMO Nevada	1,442	2,698	-1,256	-46.6%
Hometown Health Plan	27,706	27,723	-17	-0.1%
NevadaCare, Inc.	24,455	27,997	-3,542	-12.7%
PacifiCare of Nevada, Inc.	38,739	36,878	1,861	5.0%
St. Mary's HealthFirst	30,975	26,661	4,314	16.2%
Totals	349,293	315,265	34,028	10.8%

Please refer to "TABLE NOTES" for important additional information.

Table V

**HMO MEDICARE ENROLLMENT
by Geographic Area
March 31, 2002**

Health Plan	Clark County	Washoe County	Rural Counties	Total Medicare
Aetna US Healthcare	-	-	-	-
Health Plan of Nevada	36,439	4,458	4,441	45,338
HMO Nevada	-	-	-	-
Hometown Health Plan	-	6,247	-	6,247
NevadaCare, Inc.	-	-	-	-
PacifiCare of Nevada, Inc.	31,632	-	-	31,632
St. Mary's Health First	-	-	-	-
Totals	68,071	10,705	4,441	83,217
Market Penetration	47.1%	29.0%	13.2%	38.7%

Please refer to "TABLE NOTES" for important additional information.

Table VI
HMO RURAL MEDICARE ENROLLMENT BY COUNTY
March 31, 2002

County	Aetna	Health Plan Nevada	HMO Nevada	Hometown Health	NevadaCare	PacifiCare	St. Mary's HealthFirst	County Total
Carson City	-	24	-	-	-	-	-	24
Churchill	-	0	-	-	-	-	-	0
Douglas	-	28	-	-	-	-	-	28
Elko	-	3	-	-	-	-	-	3
Esmeralda	-	16	-	-	-	-	-	16
Eureka	-	0	-	-	-	-	-	0
Humboldt	-	1	-	-	-	-	-	1
Lander	-	0	-	-	-	-	-	0
Lincoln	-	70	-	-	-	-	-	70
Lyon	-	346	-	-	-	-	-	346
Mineral	-	19	-	-	-	-	-	19
Nye	-	2,305	-	-	-	-	-	2,305
Pershing	-	0	-	-	-	-	-	0
Storey	-	11	-	-	-	-	-	11
White Pine	-	2	-	-	-	-	-	2
Undefined	-	-	-	-	-	-	-	0
TOTAL	0	2,825	0	0	0	0	0	2,825

Please refer to "TABLE NOTES" for important additional information.

Table VII
HMO MEDICARE ENROLLMENT TRENDS
March 31, 2002

Health Plan	Enrollment March 31, 2002	Enrollment March 31, 2001	Difference	Percent Change
Aetna US Healthcare	-	-	-	-
Health Plan of Nevada	45,338	43,270	2,068	4.8%
HMO Nevada	-	-	-	-
Hometown Health Plan	6,247	6,325	-78	-1.2%
NevadaCare, Inc.	-	-	-	-
PacifiCare of Nevada, Inc.	31,632	33,075	-1,443	-4.4%
St. Mary's Health First	-	-	-	-
Totals	83,217	82,670	547	0.7%

Please refer to "TABLE NOTES" for important additional information.

Table VIII
HMO MEDICAID ENROLLMENT
by Geographic Area
March 31, 2002

Health Plan	Clark County	Washoe County	Rural Counties	Total Medicaid
Aetna US Healthcare	-	-	-	-
Health Plan of Nevada	19,844	7	4	19,855
HMO Nevada	-	-	-	-
Hometown Health Plan	-	-	-	-
NevadaCare, Inc.	34,296	2,544	0	36,840
PacifiCare of Nevada, Inc.	-	-	-	-
St. Mary's Health First	-	-	-	-
Totals	54,140	2,551	4	56,695
Market Penetration	51.3%	12.1%	0.0%	38.9%

Please refer to "TABLE NOTES" for important additional information.

*Only statewide Medicaid Eligible Data was available due to new NSWDC reporting measures.

Table IX
HMO MEDICAID ENROLLMENT TRENDS
March 31, 2002

Health Plan	Enrollment March 31, 2002	Enrollment March 31, 2001	Difference	Percent Change
Aetna US Healthcare	-	-	-	-
Health Plan of Nevada	19,855	14,557	5,298	36.4%
HMO Nevada	-	-	-	-
Hometown Health Plan	-	-	-	-
NevadaCare, Inc.	36,840	25,019	11,821	47.2%
PacifiCare of Nevada, Inc.	-	-	-	-
St. Mary's Health First	-	-	-	-
Totals	56,695	39,576	17,119	43.3%

Please refer to "TABLE NOTES" for important additional information.

Table X

**HMO NEVADA CHECK-UP ENROLLMENT
by Geographic Area
March 31, 2002**

Health Plan	Clark County	Washoe County	Rural Counties	Total Check-Up
Aetna US Healthcare	-	-	-	-
Health Plan of Nevada	7,640	3	2	7,645
HMO Nevada	-	-	-	-
Hometown Health Plan	-	-	-	-
NevadaCare, Inc.	6,599	3,700	-	10,299
PacifiCare of Nevada, Inc.	-	-	-	-
St. Mary's Health First	-	-	-	-
Totals	14,239	3,703	2	17,944

Please refer to "TABLE NOTES" for important additional information.

Table XI

**TOTAL HMO MARKET PENETRATION
by County, March 31, 2002**

County	Commercial Market	Medicare Market	Medicaid Market Penetration
Clark	20.7%	47.1%	51.3%
Washoe	24.3%	29.0%	12.1%
Carson City	19.4%	0.0%	*
Churchill	0.1%	0.0%	*
Douglas	3.6%	0.0%	*
Elko	0.1%	0.0%	*
Esmeralda	1.2%	0.0%	*
Eureka	0.0%	N/A	*
Humboldt	0.6%	0.0%	*
Lander	0.0%	N/A	*
Lincoln	1.9%	0.0%	*
Lyon	3.3%	0.0%	*
Mineral	0.3%	0.0%	*
Nye	7.8%	0.0%	*
Pershing	0.0%	0.0%	*
Storey	3.2%	0.0%	*
White Pine	0.0%	0.0%	*
Statewide TOTALS	18.9%	38.7%	38.9%

Please refer to "TABLE NOTES" for important additional information.
Rural County No county medicaid eligible data available per NSWDC, see Table VI

Table XII

**PPO ENROLLMENT
by Geographic Area
March 31, 2002**

Health Plan	Clark County	Washoe County	Rural Counties	Total Enrollment
Aetna US Healthcare	-	-	-	-
Health Plan of NV/Sierra Hlth & Life	16,609	1,408	4,025	22,042
HMO Nevada	17,355	5,921	10,721	33,997
Hometown Health Plan	0	36,764	3,827	40,591
NevadaCare, Inc.	-	-	-	-
PacifiCare of Nevada, Inc.	5	0	0	5
St. Mary's Health First	-	-	-	-
Totals	33,969	44,093	18,573	96,635

Please refer to "TABLE NOTES" for important additional information.

TABLE XIII**PPO ENROLLMENT TRENDS by HEALTH PLAN
March 31, 2002**

Health Plan	Enrollment March 31, 2002	Enrollment March 31, 2001	Difference	Percent Change
Aetna US Healthcare	-	-	-	-
Health Plan of Nevada	22,042	21,261	781	3.7%
HMO Nevada	33,997	126,943	-92,946	-73.2%
Hometown Health Plan	40,591	11,489	29,102	253.3%
NevadaCare, Inc.	-	-	-	-
PacifiCare of Nevada, Inc.	5	5	0	0.0%
St. Mary's Health First	-	-	-	-
Totals	96,635	159,698	-63,063	-39.5%

Please refer to "TABLE NOTES" for important additional information.

TABLE NOTES

General Notes on the Tables:

- Distinctions between Zeros, Dashes, & DNR

To increase readability, the following data presentation conventions have been used:

1. Zero: no enrollees within a county for which a Certificate of Authority (COA) has been issued to the HMO.
2. Dash (-): the HMO does not have a COA to operate in the county.

When used in “Total”, “Difference”, or “Percent Change” columns, this convention represents invalid mathematical calculations due to an HMO not having a COA in the county or counties, and therefore not having a valid total number of enrollees for the calculation of interest.

(e.g., in Table III, no HMO has a COA to operate in Eureka county. Therefore the “County Total” column is represented with a dash (-) to indicate an invalid mathematical total.)

In Table I, convention indicates HMO does not provide service to that population category.

3. DNR: Did not report.

- Enrollment Data Reporting and Sources

All enrollment data presented within the *Nevada HMO Industry Profile* are derived from quarterly enrollment reports submitted by each HMO. Geographical allocation of enrollment data is based upon the following guidelines:

- a. Commercial plan enrollment data are reported according to the location of the employer.
- b. Medicare, Medicaid, and Nevada Check Up enrollment data are allocated according to the residence of the enrollee.

- Market Penetration Calculations and Data Sources

In general, market penetration is determined by dividing the number of enrollees by the potential enrollment population of the geographic area. The *HMO Industry Profile* uses the following conventions:

1. *Commercial category:* population (county or statewide) is comprised of age group zero to 64.
2. *Medicare category:* population (count or statewide) is comprised of age group 65 and greater.
3. *Medicaid category:* population is comprised of estimated Medicaid eligible for Clark & Washoe Counties and statewide.

The Nevada State Demographer, University of Nevada, Reno, provides data for the commercial and Medicare category 2000 population projections.

The Nevada State Welfare Division provides data for Medicaid eligible participants.

- Market Penetration Calculations and Data Sources (continued):

The population estimates for medicaid eligibles were derived from monthly reports whose source is NSWDR Report WL-00427. The statewide totals were compiled by NSWDR from case-load reports for October, November, and December, 2001 and the total medicaid eligible statewide figure was an average of the totals for each month involved.

- Preferred Provider Organization (PPO) Data

Important note: PPOs and HMOs are two distinctively different approaches to healthcare coverage. Because of the differing approaches, service delivery of the two health care plans may also be dissimilar. Additionally, an HMO and a PPO may both be part of the total healthcare product line from the same insurance company.

The PPO information presented within the *Nevada HMO Industry Profile* is not an exhaustive listing of all PPOs that are operating within Nevada. The data presented herein are solely to provide an

- Preferred Provider Organization (PPO) Data (continued):

indication of other managed care activities with which the organization may be involved. The data are presented as reported by the HMO.

Specific Notes on the Tables:

- Table VIII

Rural Column – represents the other 15 counties within the state. Currently, Medicaid rural enrollment is too low to justify development of a separate reporting table.

Market Penetration Statistics - only valid for statewide total. County totals were not available at time of printing due to new recording systems being used by the NSW. The statewide total Medicaid eligible data were an average of Medicaid eligibles for January, February, and March, 2002.

- Table XI

Important note: The underlying data for this table were derived from Tables I-IX. Previous notes contained under ***“General Notes on the Tables”*** should be considered in interpreting this data.

Rural Medicaid enrollment is too low to justify reporting the rural eligibility data necessary to develop market penetration information.

- Table XIII

Important note: HMO of Nevada did not report PPO enrollment by region, rather by statewide total. For the Table's totals to mathematically agree by row and column summation, Clark County was arbitrarily designated as the county to place total enrollment figures.