

**NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND**

(A Component Unit of the State of New Jersey)

**FINANCIAL STATEMENTS**

June 30, 2023

**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)**

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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, 2023. 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**

#### **2023**

The assets of the Fund exceeded its liabilities at the close of the fiscal year by \$118.7 million. Net position increased by \$106.2 million compared to the beginning net position balance of \$12.4 million due to operating revenues related to carrier assessments exceeding related operating expenses.

The Fund had cash and cash equivalents of \$125.2 million at June 30, 2023. The cash and cash equivalents increased due to the collection of prior year receivable and current year carrier assessment receipts. The Fund had \$32.8 million in receivables from insurance carriers at the fiscal year end. The full amount of funds receivable was collected subsequent to the June 30, 2023, year-end.

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

MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED)

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**FINANCIAL HIGHLIGHTS (CONTINUED)**

**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.

**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, 2023, 2022 and 2021, is as follows:

**Condensed Statements of Net Position**

	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>\$ Change 2023-2022</u>	<u>% Change 2023-2022</u>
Total Assets	\$ 158,034,494	\$ 63,450,550	\$ 50,669,970	\$ 94,583,944	149%
Total Liabilities	39,376,848	51,022,212	44,566,969	(11,645,364)	-23%
Total Net Position	118,657,646	12,428,338	6,103,001	106,229,308	855%

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

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**FINANCIAL INFORMATION (CONTINUED)**

**Condensed Statements of Revenues, Expenses and Changes in Net Position**

	2023	2022	2021	\$ Change 2023-2022	% Change 2023-2022
Total Revenues	\$ 145,606,156	\$ 57,347,549	\$ 48,156,927	\$ 88,258,607	154%
Total Expenses	39,376,848	51,022,212	44,566,969	(11,645,364)	-23%
Change in Net Position	106,229,308	6,325,337	3,589,958	99,903,971	1579%
Net Position - July 1,	12,428,338	6,103,001	2,513,043	6,325,337	104%
Net Position - June 30,	\$ 118,657,646	\$ 12,428,338	\$ 6,103,001	106,229,308	855%

**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 Audit 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, 2023 and 2022, 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, 2023 and 2022, 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 Audit 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 Audit 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 audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

### ***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 May 31, 2024, 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*

May 31, 2024

## **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, 2023

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	<u>2023</u>	<u>2022</u>
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 125,227,708	\$ 20,001,931
Assessments Receivable	<u>32,806,786</u>	<u>43,448,619</u>
Total Assets	<u>158,034,494</u>	<u>63,450,550</u>
<b>LIABILITIES</b>		
Accounts Payable	12,697,902	12,060,392
Due to State Treasury	<u>26,678,946</u>	<u>38,961,820</u>
Total Liabilities	<u>39,376,848</u>	<u>51,022,212</u>
<b>NET POSITION</b>		
Restricted	<u>118,657,646</u>	<u>12,428,338</u>
Total Net Position	<u>118,657,646</u>	<u>12,428,338</u>
Total Liabilities and Net Position	<u>\$ 158,034,494</u>	<u>\$ 63,450,550</u>

**NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND**  
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STATEMENTS OF REVENUES, EXPENSES AND CHANGES IN NET POSITION  
Years Ended June 30, 2023 and 2022

	2023	2022
Revenues		
Assessments	\$ 142,908,475	\$ 52,974,596
Interest Income	2,697,681	61,485
Cancellation of Prior Year Expenses	-	4,311,468
Total Revenues	<u>145,606,156</u>	<u>57,347,549</u>
Expenses		
Division operations		
Salaries and Wages	1,016,739	1,009,934
Project Manager	1,627,678	2,790,305
Marketing and Outreach	13,002,918	11,658,328
System Integration & Exchange Platform Expense	9,699,807	13,110,293
Consumer Assistance Center	5,136,660	11,822,105
Quality Assurance	4,270,885	6,090,424
Navigator Grants	4,381,616	3,997,302
Other	240,545	543,521
Total Expenses	<u>39,376,848</u>	<u>51,022,212</u>
Changes in Net Position	106,229,308	6,325,337
Net Position - Beginning of the Year	12,428,338	6,103,001
Net Position - End of the Year	<u>\$ 118,657,646</u>	<u>\$ 12,428,338</u>

**NEW JERSEY STATE BASED HEALTH INSURANCE EXCHANGE TRUST FUND**  
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STATEMENTS OF CASH FLOWS  
Years Ended June 30, 2023 and 2022

	2023	2022
Cash flows from operating activities:		
Receipts from customers	\$ 156,247,989	\$ 37,628,542
Payments to vendors	(51,022,212)	(44,566,969)
Net cash flows from operating activities	<u>105,225,777</u>	<u>(6,938,427)</u>
Net change in cash and cash equivalents	105,225,777	(6,938,427)
Cash and cash equivalents, July 1,	<u>20,001,931</u>	<u>26,940,358</u>
Cash and cash equivalents, June 30,	<u>\$ 125,227,708</u>	<u>\$ 20,001,931</u>
Reconciliation of Statement of Net Position:		
Total cash and cash equivalents	<u>\$ 125,227,708</u>	<u>\$ 20,001,931</u>
Reconciliation of operating income to net cash flows from operating activities:		
Operating income	\$ 106,229,308	\$ 6,325,337
Working capital changes which provided/(used) cash:		
Accounts Receivable	10,641,833	(19,719,007)
Accounts and Accrued Expenses	(11,645,364)	6,455,243
Net cash flows from operating activities	<u>\$ 105,225,777</u>	<u>\$ (6,938,427)</u>

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

NOTES TO FINANCIAL STATEMENTS

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**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 are to be reimbursed to the Treasury from the Fund collection of assessment revenues from participating insurance carriers. As of June 30, 2023, limited operations were funded through the federal grant funds of the State Planning and Exchange Establishments Grants made available under the Affordable Care Act (“ACA”). See footnote I for additional information on the portions funded by grants.

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

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**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, 2023 and 2022.

**Accounts Payable and Accrued Liabilities**

Accounts payable consisted mainly of contracted service expenses incurred that were unpaid as of June 30, 2023 and 2022. 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

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**B. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Expenses**

For the fiscal years ended June 30, 2023 and 2022, 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, 2023 and 2022, the Exchange’s bank balance was \$125,227,708 and \$20,001,931, 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.

	2023	2022
Insured	\$ 10,000	\$ 10,000
Uninsured & Uncollateralized	125,217,708	19,991,931
Total	<u>\$ 125,227,708</u>	<u>\$ 20,001,931</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, 2023 and 2022, respectively:

	<u>2023</u>	<u>2022</u>
Insurance Carrier:		
Aetna	\$ 2,198,540	\$ -
Ambetter	331,757	-
AmeriHealth	13,070,597	-
Horizon Healthcare Services	16,128,738	41,196,393
Oscar	1,010,042	2,252,226
United Healthcare (Oxford)	67,112	-
Total	<u>\$ 32,806,786</u>	<u>\$ 43,448,619</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, 2023 and 2022.

**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, 2023 and 2022, respectively:

	<u>2023</u>	<u>2022</u>
Personnel Services		
Salary and Fringe	\$ 1,016,739	\$ 1,009,934
Total Personnel Services	<u>1,016,739</u>	<u>1,009,934</u>
Contractual Services		
Project Manager	1,627,678	2,790,305
Marketing and Outreach	13,002,918	11,658,328
System Integration and Platform	9,699,807	13,110,293
Consumer Assistance Center	5,136,660	11,822,105
Quality Assurance	4,270,885	6,090,424
Navigator Grants	4,381,616	3,997,302
Other	240,545	543,521
Total Contractual Services	<u>38,360,109</u>	<u>50,012,278</u>
Total	<u>\$ 39,376,848</u>	<u>\$ 51,022,212</u>

All prior year amounts due to outside vendors or the State were liquidated in the current year.

**F. CONCENTRATION OF RISK**

During fiscal years 2023 and 2022, the Fund assessed fees on monthly premiums both on and off the Exchange to six insurance carriers. During fiscal year 2023 and 2022, two carriers, Horizon Healthcare Services and AmeriHealth, accounted for approximately 92 and 94 percent, respectively, of total assessment operating revenue. Horizon Healthcare Services made up 57 and 76 percent and AmeriHealth made up 36 and 18 percent, in 2023 and 2022, 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

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**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, 2023 and 2022, totaled \$4,381,616 and \$3,997,302, respectively. Of those amounts, \$1,886,978 and \$3,262,977 were disbursed at June 30, 2023 and 2022, 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 2023, 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, 2023 and 2022, the Fund reimbursed the Department of Banking and Insurance account a total of \$1,016,739 and \$1,009,934, 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. STATE EXCHANGE MODERNIZATION GRANT**

On September 10, 2021, the Exchange was awarded the State Exchange Modernization Grant. The grant was a part of the March 2021 American Rescue Plan Act ("ARPA") funding. In total \$1,107,392.87 was awarded to the Exchange, charged by the Exchange to the grant program and reimbursed by the grantor agency, the U.S. Department of Health and Human Services Centers for Medicare and Medicaid Services Center for Consumer Information and Insurance Oversight. The Exchange was awarded 40% of the grant for pre-award funding to help cover the costs of the technical implementation of the ARPA benefits including updates to the calculations of advance premium tax credits and automatically updating existing enrollments with the expanded financial help. The Exchange was awarded the remaining 60% of the grant to improve upon the operation of the call center to accommodate a significant increase in call volume due to the increased financial help available. The grant funds reimbursed eight Exchange marketing and outreach expenditures and one consumer assistance center expenditure that were incurred during the fiscal year 2022 months between October 2021 and June 2022. These expenses were liquidated by payments made by the State of New Jersey Treasury. The grant fund reimbursement was not received by the Exchange but was instead deposited to the State of New Jersey Treasury accounts to reimburse Treasury for the costs they incurred on behalf of the Exchange. The program was completed and closed out in September 2022 of fiscal 2023, which was within the anticipated period of performance noted in the grant award. A separate single audit report will be completed for this program.

**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, 2023, and the related notes to financial statements, which comprise the Fund's basic financial statements, and have issued our report thereon dated May 31, 2024.

**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*

May 31, 2024

**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

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None reported

SUMMARY SCHEDULE OF PRIOR YEAR AUDIT FINDINGS

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None reported