1001111100 ™ connecting Pennsylvanians to health coverage™

The call will be recorded for sharing purposes

MS Teams Live Conference Call



All attendees' lines are muted

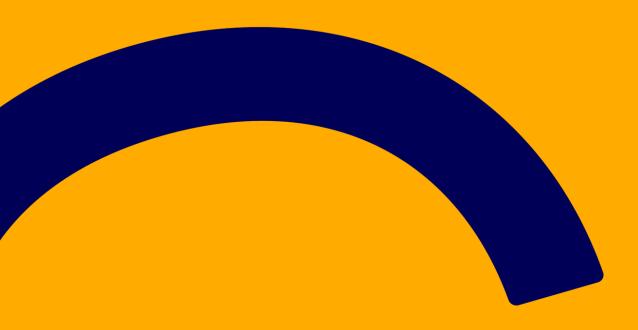


All questions can be typed using the Q&A function. Pennie Reps will answer them 1:1, publish or audibly address.



Note: There is a 20-40 second delay from when the speaker speaks until attendees hear it.







Broker Workgroup

Meeting Agenda

- 1. Pennie Updates
- 2. American Rescue Plan Reminders
- 3. Outreach Update
- 4. System Tips and Reminders
- 5. Additional Resources
- 6. Questions for Pennie





Agency Updates

COVID-19 Enrollment Period Reminders

- COVID-19 Enrollment Period has been extended to August 15
- Call center hours are M-F 8 am 6 pm
- Regular Special Enrollment Period is still in affect

ACA Changes in the American Rescue Plan

- Provides significant savings for those enrolling Pennie and current customers for plan year 2021 and 2022
- Phase 1 Pennie System Updated (April 16) COMPLETED
- Phase 2 Customer Eligibility and Accounts Updated (early-June)

Exchange Assister / Navigator Network

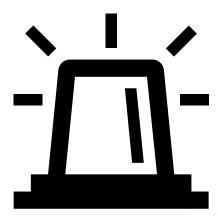
- Enrollment events schedule at pennie.com
- Pennie & YMCA kicked off statewide Health Equity Tour on May 1, 2021
 - · Broker attendance appreciated!

Customer-facing pennie.com

- Explainer videos on main page Insured & Uninsured
- Always updating FAQs for the American Rescue Plan at help.pennie.com –appreciate feedback and help with those

Pennie Planned Maintenance & Memorial Day

- IMPORTANT ANNOUNCMENT –The Pennie shopping and application
 platform will be undergoing scheduled maintenance from June 2 to June 6 to
 load savings into our customers' accounts as a result of the American Rescue
 Plan.
- The Pennie Call Center will be **open** 8am to 6pm on Memorial Day, Monday May 31st.



Broker Workgroup Change

What's Changing?

- The Pennie Broker Workgroup will be moving to every other month
- Meetings will only be 30 min

What's staying the same?

- Meetings will remain on the second Friday of the month
- Meetings will start at 11am



Next meeting will be July 9th at 11am

Broker Lunch & Learn

What's new?

Broker Lunch & Learn Sessions

- Every Third Thursday of the Month
- 12:30 PM to 1:00 PM

For:

 those New to Pennie or who need to refresh

Topics:

 The Pennie application, the broker platform, dental plans, calculating income, what it means to be lawfully present, etc.



First session May 20 at 12:30pm



ARP Marketing Initiatives Review

Paid Media:

- English/Spanish TV & Radio
- YouTube/Online Video
- Print
- Transit
- Lifestyle (events, laundromats, etc)
- Local Sponsorships
- Content and Influencer Marketing
- Social Media
- DMV & Travel Centers

Earned Media:

- Press Releases/Media Alerts ongoing
- Op-Editorial published

Owned Media:

- Social Media Campaigns
 - Drive engagements
- PenniE-Newsletter

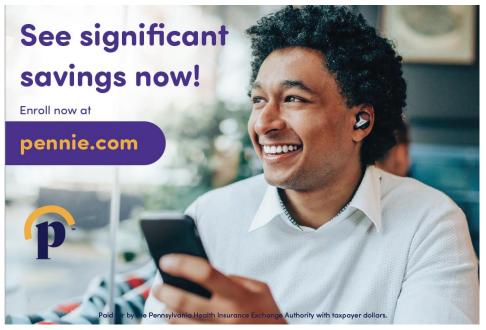
Pennie Communications:

- Customer Email Campaigns
- Customer Notices
- Frequent Updates made to pennie.com
- Toolkit materials for stakeholders/partners
- Updates to collateral materials

ARP Digital & Print Ads







New savings available for 2021 health coverage.

Enroll at pennie.com or call 1-844-844-8040



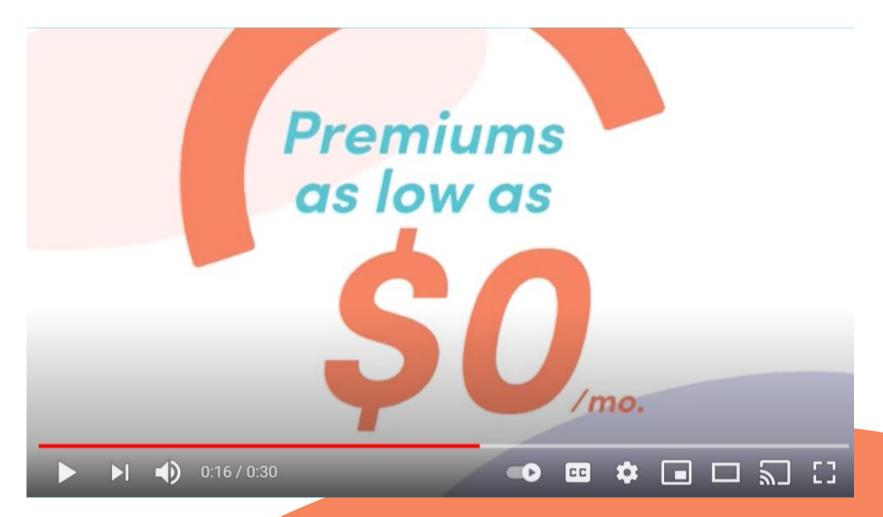
Social Media Animation



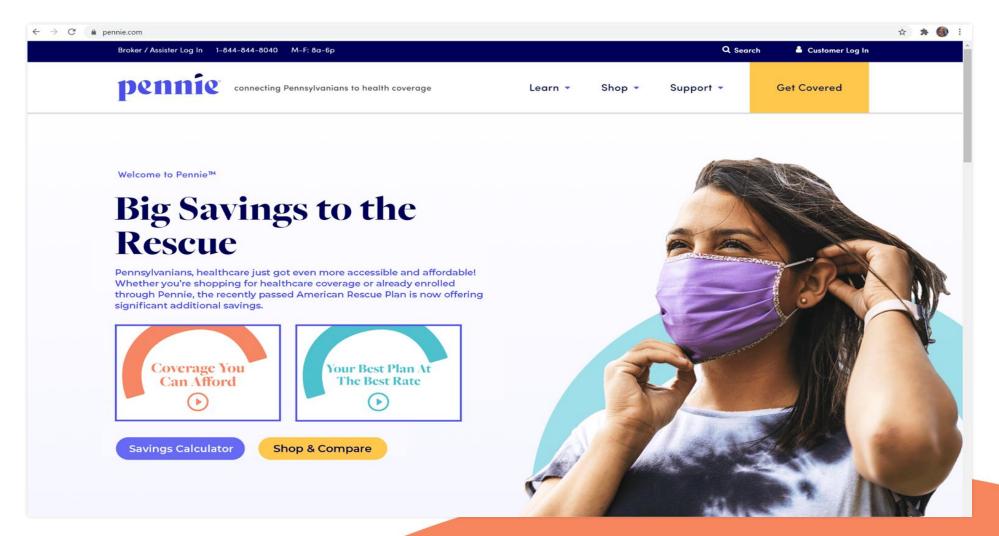


Updated TV Ads can be found at agency.pennie.com/brokers/

https://www.youtube.com/watch?v=INFAobqhNNA



Website Explainer Videos



Updated ARP Pennie Collateral - https://agency.pennie.com/toolkit/

Palm Card

Get Covered. Access Savinas. How to enroll (1) Compare plans and see what's available in your area Pennie helps you shop and compare the price and coverage options for health and dental insurance plans even before you apply. (2) Apply for coverage When it's time to apply, make sure to have handy the important information outlined in the shopping checklist like your Driver's License, SSN. recent tax returns and other details about your 3 Shop & compare plans Many plans allow you to pay online. Your coverage cannot begin until you have paid your first month's premium. (4) Pay your first month's premium To help make sure the payment is made before your policy effective date, many plans offer a Pay Now feature. * You're covered! Enjoy the peace of mind that comes with knowing you and your family have health insurance. Enroll in health coverage at Pennie in 2021 and 2022 for an increase in financial assistance Together, Pennie and the American Rescue Plan are now making increased saving available for current customers, those seeking coverage, and those who may have purchased individual market coverage alexahera If you previously did not qualify for financial assistance because your income was too high, you may now qualify. pennie.com • 1-844-844-8040

Fact Sheet



Updated ARP Pennie Collateral - https://agency.pennie.com/toolkit/

Brochure





Enroll in health coverage at Pennie in 2021 and 2022 for an increase in

The American Rescue Plan provides an increase in savings for Pennsylvanians seeking individual market coverage and those already enrolled through Pennie. plan outside of Pennie, can visit pennie.con If you previously did not qualify for financial assistance because your income was too high, you may now qualify.



APTC is a tax subsidy you take in advance to lower your monthly premium throughout the



Cost-Sharina Reductions

CSRs helps to lower the cost of accessing CSRs, you must enroll in a Silver plan to access these extra savings!

Enrollment basics

How does the American Rescue Plan impact how much I will spend on health insurance? If you previously did not qualify for financial

assistance because your income was too high, you may now qualify. The American Rescue Plan lowers health insurance premiums on Pennie. If you were previously eligible for financial assistance, like advance premium tax credits (APTC), to lower the cost of health coverage, you will be eligible for additional financial assistance to further reduce the cost of coverage.

What is open enrollment?

This is the yearly period when you can buy health insurance. If you don't enroll during this time, you can't sign up until the next one, unless you qualify for a Special Enrollment Period.

What is a special enrollment period?

If you experience certain qualifying life events throughout the year, such as loss of health coverage, a move, you get married, or have a baby, you may be eligible for a Special Enrollment Period to enroll in coverage through Pennie even if it's outside of Open Enrollment

Accidents and illnesses happen. Health insurance gives you peace of mind "in case the unexpected happens." All Pennie plans offer preventive services, like healthcare screenings and immunizations, free of charge.

Who can get coverage?

PA residents who are citizens, U.S. nationals or have a qualifying immigration status can apply and enroll in health coverage through Pennie.

Not covered through work or another program like Medicaid?

You can find the coverage that's right for you through Pennie.

First time shopping for coverage?

Pennie helps you shop for, compare and buy any financial assistance you may qualify for to make coverage and care more affordable.

How do I shop and compare plans? Pennie allows you to easily shop and compare

and find out if you qualify for financial assistance.

- · Go to pennie.com · Click the "Get Covered" button to go to a portal
- to view options and shop · Provide basic information about you and your
- · Pennie will match you with plans that meet your needs and budget

We compare your TOTAL out-of-pocket cost, not

When you find the plan that best suits your needs, add it to your cart, pay your first month's premium and then you're covered!

Who can help me shop and enroll?

If you're completing the enrollment process by vourself, our Pennie Customer Service team is ready to help at any point. If you would like further assistance, you can choose between a Pennie Assister or a Pennie-certified Broker. We options, such as Medicaid and CHIP.

Health insurance shopping checklist

Before you start enrollment with Pennie, gather the following:

- Photo ID(s) (driver's license, passport
- Social Security numbers(s)
- Last four weeks of pay stubs
- O Immigration documents, if applicable Most recent tax return(s)

How to enroll

- 1 Compare plans and see what's available Pennie helps you shop and compare the
- price and coverage options for health and dental insurance plans even before
- When it's time to apply, make sure to have handy the important information outlined in the shopping checklist like your Driver's details about your household.
- 3 Shop & compare plans Many plans allow you to pay online. Your coverage cannot begin until you have paid your first month's premium
- 4 Pay your first month's premium a help make sure the payment is made
- plans offer a Pay Now feature. ★ You're covered!

Enjoy the peace of mind that comes with

insurance. Start using your coverage to get the care you need.

pennie.com • 1-844-844-8040

Customer Testimonials – Share Your Stories - https://pennie.com/my-pennie-story/

Tell us about your experience, we're great listeners.				
ime *				
would permit a Pennie staff member to contact you further about your Pennie story, please leave your contact information above. of Residence *				
Pennie Story: *				
00 max characters				
nsent *				
I understand and agree				
destand that by clicking 'submit', I am giving the Pennsylvania Health Insurance Exchange Authority d/b/a Pennie TM permission to use my testimonial as outlined above for marketing, advertising, and promotional purposes. I hereby horize Pennie to use and/or share the information I have provided above in all forms of media for advertising, marketing, and any other lawful purpose. I understand that I will not receive payment and will have no right to view or approve use before or after it has been distributed. I hereby hold harmless and release Pennie from all claims, demands, and causes of action which I, my heirs, representatives, executors, administrators or any other persons acting on my behalf, a behalf of my estate, have or may have by reason of this authorization. I understand the consent granted herein is perpetual and indefinite unless I communicate the express revocation of my consent to a Pennie staff member.				

American Rescue Plan Reminders



Pennie's American Rescue Plan Policy Goals

- Implement ARP provisions as soon as possible, and as broadly as possible, to maximize savings for Pennie customers
- Automate these provisions, to the extent possible, to ensure that the benefits under the new law reach Pennie customers without requiring customer action
- Ensure that customers who need to take an action are given specific instructions on what they
 need to do to maximize their benefits
- Use this unique opportunity to connect more Pennsylvanians to comprehensive coverage and reduce the number of uninsured throughout the Commonwealth

American Rescue Plan of 2021

Pennie's Implementation Timeline/Phases

To show new & current customers what financial assistance for which they now qualify, Pennie has a two-phase approach:



Phase 1 - Updates to the online Pennie application allowing customers, including those eligible for unemployment compensation, to access the enhanced subsidies - COMPLETED

Phase 2 – Eligibility redeterminations for current customers to automatically update their plans with enhanced subsidies.

ARP Phase II Implementation

- Implementing between June 2-6
- All financial assistance applications will be run through redetermination process, except:
 - Individuals who previously set their APTC amount to 0%
 - Individuals who are ineligible for APTC for non-income related reasons (affordable ESI, married, filing separately)
- Pennie will automatically flag UI-eligible customers for enhanced APTC/CSR
 - Will identify based on UC data from Dept. of Labor & Industry
- Non-financial applications will receive a separate notice on how to submit a financial assistance app



Customer Interaction After Phase 1

- Existing customer (currently receiving APTC)
 - Must make a change to their application and resubmit to access new APTC eligibility
 - Will have eligibility redetermined and new APTC amounts prospectively applied to their enrollment
 - Able to shop for a new plan using the COVID-19 Enrollment Period, if they choose
 - Notices received
 - Eligibility determination notice
- Existing customer (eligible for unemployment insurance)
 - Attests to at least one household member being eligible for unemployment insurance and submits updated application
 - Income considered at 138.1% FPL, if total income reported is higher than 138%FPL
 - Eligibility redetermined with maximum APTC/CSR applied to account prospectively
 - The enrollments with silver plans will be cross-walked into silver plan based on new CSR level
 - Plan shopping will be automatically opened for those with enrollments in non-silver plans
 - Notices received
 - Eligibility determination notice
- New customer
 - Submits a new application
 - Eligibility determined based on ARP requirements and applied prospectively
 - Able to shop and enroll in a plan using COVID-19 Enrollment Period
 - Notices received
 - Eligibility determination notice



Customer Interaction After Phase 2

- Existing customer (currently receiving APTC)
 - Eligibility automatically redetermined
 - New APTC applied to current enrollment; rebalancing applied for remaining months of coverage
 - Notices received
 - Eligibility determination notice
 - New enrollment notice with updated APTC and net premium
- Existing customer (did not previously apply for financial assistance)
 - Eligibility cannot be automatically redetermined
 - Notice received
 - New ad hoc notice with instructions on how to submit a financial assistance application
 - Submits new financial assistance application new APTC applied prospectively
 - Notices received
 - Eligibility determination notice w/ ARP content
 - New enrollment notice with updated APTC and net premium
- New customer
 - Submits new application
 - New APTC/CSR eligibility applied prospectively
 - Notices received
 - Eligibility determination notice







Open Enrollment Duration

Extension of OEP

Pennie™ is considering a recommendation to its Board of Directors (Board) to extend open enrollment (OE) for plan year (PY) 2022 to January 15 and then each year thereafter (unless changed by federal or state law or by an action of the Board).

In considering this recommendation, we would like you feedback on the following:

- 1) What are your thoughts about this permanent extension of OE?
- 2) What are your thoughts if Pennie extended it to January 31 for OE 2022? and
- 3) What are your thoughts if Pennie extended it to January 31 for each year thereafter?

We consider you valuable partners and are seeking your feedback to ensure that we reach the correct recommendation.

Policy Updates

- Pennie will <u>not</u>run Failure to Reconcile (FTR) as part of its 2021 redetermination process
 - Had initially moved to delay
 - Based on CMS guidance and concerns with the data from IRS

- Moving to streamline income DMIs in cases where customer overreports
 - In response to 2022 NBPP final rule
 - Will still require documentation in most instances to verify overreporting





Pennie/YMCA Health Equity Tour









Northeast

Southeast

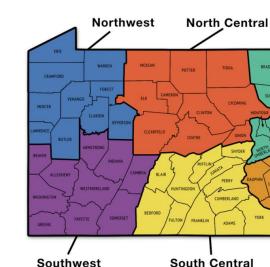






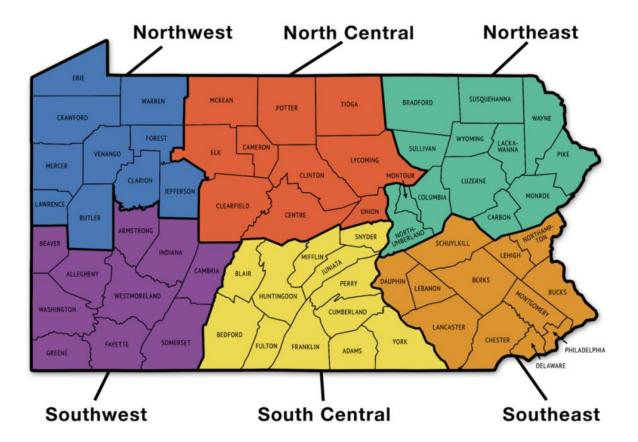


PEOPLE ARE





Pennie/YMCA Health Equity Tour



You can find a full list of our stops here! When are we visiting your county?

Check Them Out »

YMCA Health Equity Tour Stops

Home » Locations » The YMCA Center for Healthy Living » Healthy Living Programs » The Health Equity Tour » YMCA Health Equity Tour Stops

See Us On The Road!

Tour stops can also be found in greater detail on our Facebook Page and Events Archivel

Show 10 V Entries		Search:
Date	Day of the Week	County
May 1, 2021	Saturday	Dauphin
May 11, 2021	Tuesday	Lebanon
May 13, 2021	Thursday	Lancaster
May 18, 2021	Tuesday	Berks
May 20, 2021	Thursday	Schuylkill
May 25, 2021	Tuesday	Lehigh
May 27, 2021	Thursday	Northampton
June 3, 2021	Thursday	Bucks
June 8, 2021	Tuesday	Montgomery
June 10, 2021	Thursday	Chester
Showing 1 to 10 of 68 entries		⟨ Previous Next ⟩



There is a need for bilingual brokers (and a great business opportunity!)



connecting Pennsylvanians to health coverage

Learn -

Shop •

Support -

Get Covered



Call Customer Service

Pennie's friendly and experienced Customer Service
Representatives are ready to help you with your application or account questions.

Give us a call



Find A Pennie Broker

Brokers offer free guidance and advice. Only a broker can make recommendations about which plan you should buy.

Find a Broker



Find A Pennie Assister

Assisters can help you understand what options are available to you and your family. Request a free in-person or virtual meeting.

Find an Assister



Send Us Your Question

You can send us a question by using our form below. This isn't a secure inbox so please don't include your account or SSN.

Send a message

There is a need for bilingual brokers (and a great business opportunity!)

Language	# of Brokers
Mandarin	11
Spanish	40
Russian	49
Arabic	2
Vietnamese	10
Tagalog	11

Legislative Outreach



- Both sides of the aisle
- Education sessions
- Community events
- Tele-townhalls
- Training for legislative staff
- Unbiased support

Legislative Outreach

Representative Ryan A. Bizzarro & Pennie™

Tune in to a virtual lunch & learn session for residents to learn more about Pennie, the new way Pennsylvanians can shop and purchase health coverage.

Thursday, May 27th, 2021 from 12:00 to 1:00 PM

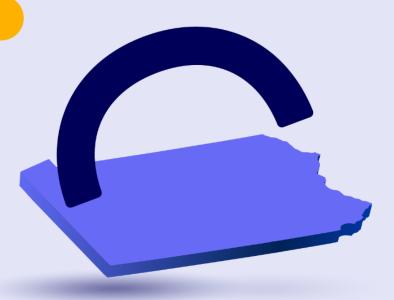
Learn About:

- Enrollment options through Pennie
- How to shop and compare plans
- The COVID-19 enrollment period
- New financial assistance available from the American Rescue Plan
- Free options for customer services







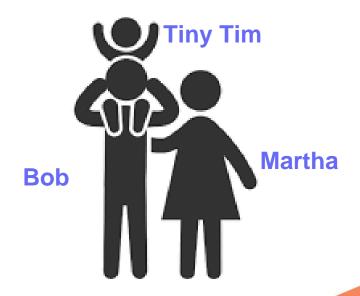


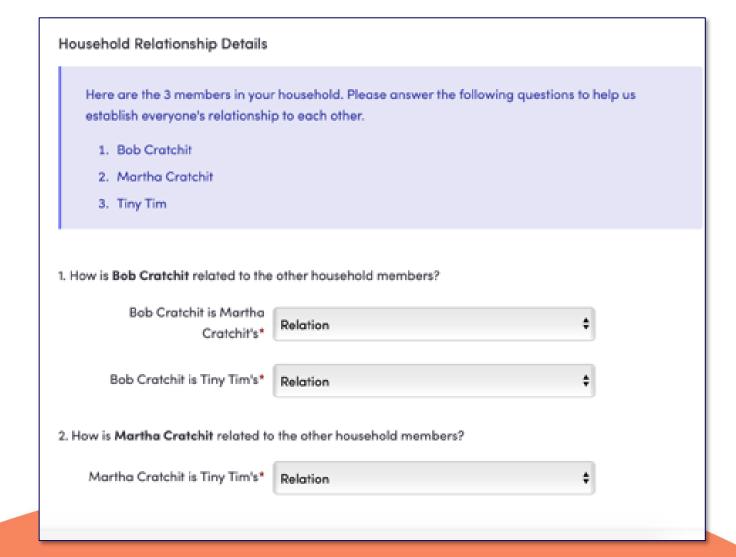
System Tips and Reminders



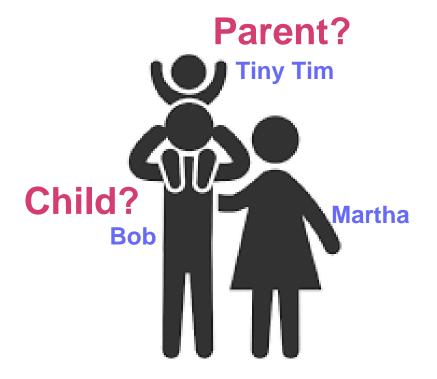
Refresher: Household Relationships

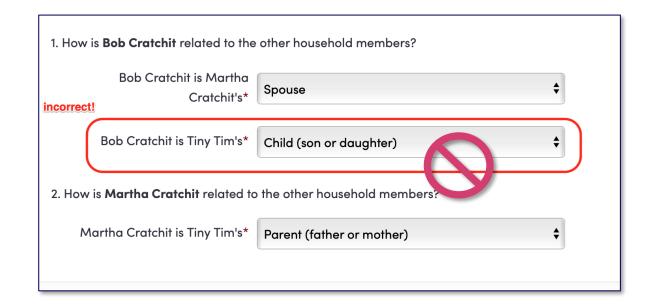
- Read CAREFULLY and REVIEW household relationships.
- Incorrect relationships result in delays in processing enrollments at the carrier.





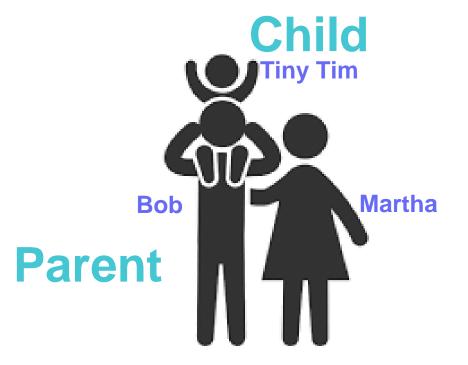
Incorrect Relationships

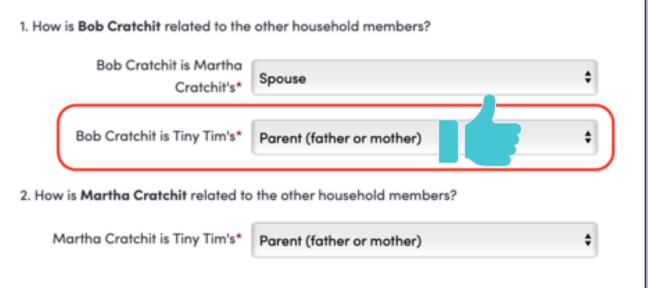




Household Members				
Name	Relation	Date of Birth	Seeking Coverage	
Bob Cratchit	Self	01/10/1980	Yes	
Martha Cratchit	Spouse	02/01/1980	Yes	
Tiny Tim	Parent (father or mother)	01/01/2016	Yes	

Correct Relationship

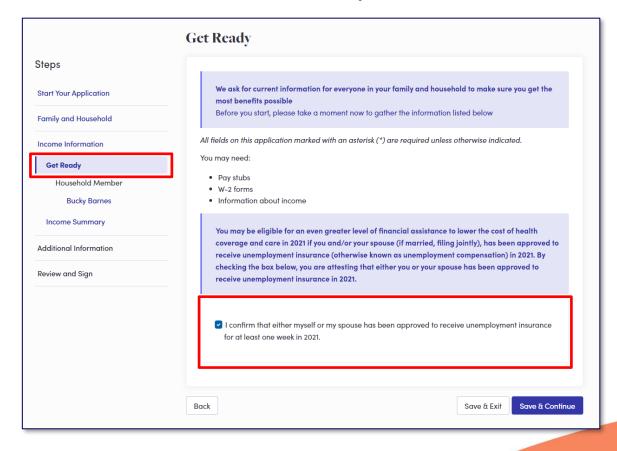




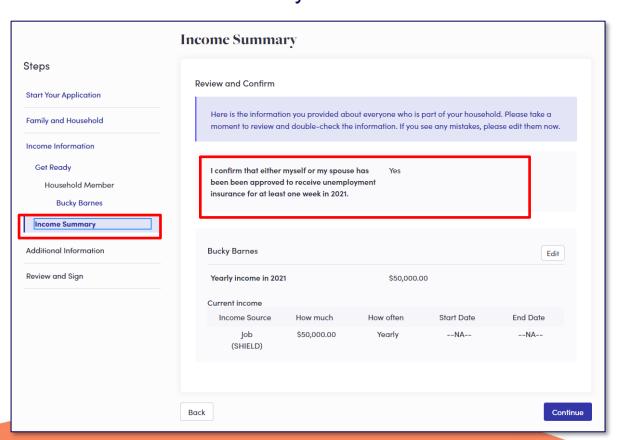


Unemployment Question - Reminder

Unemployment Question is located in the beginning of the "Get Ready" Section



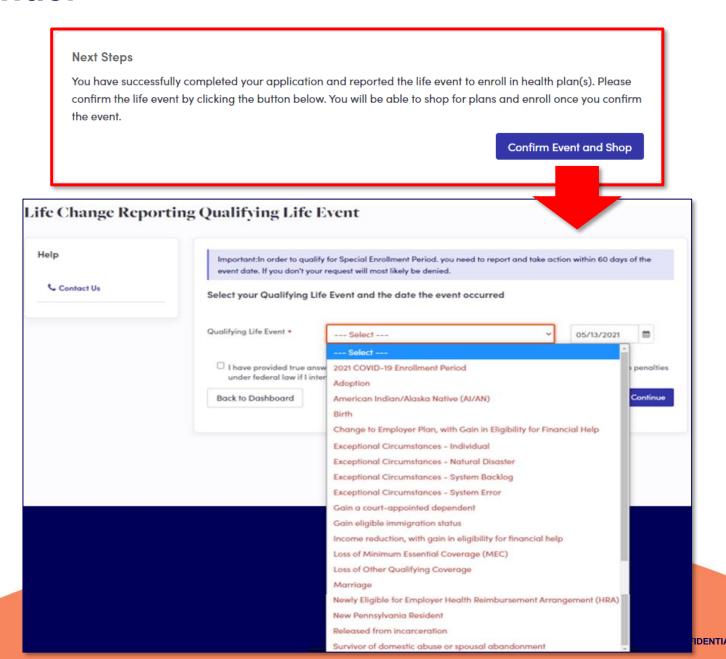
Confirmation of the selection is located in the "Income Summary Section"



SEP/QLE Selection - Reminder

- Once the application is submitted, the "Confirm Event and Shop" will be located on the client's dashboard.
- On the next page you will select the QLE and proceed to selecting the appropriate QLE

Reminder: <u>SEP Quick Reference</u>
<u>Chart located on agency.pennie.com/brokers</u>







Broker Resources Page - <u>Brokers | Pennsylvania Health</u> <u>Insurance Exchange Authority (pennie.com)</u>



Request Printed Materials

2021 Toolkit that includes:

Social Media Materials

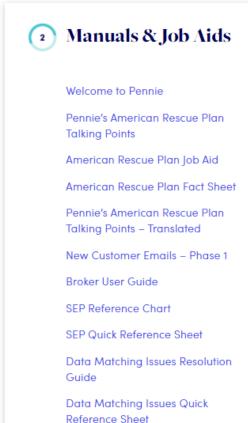
Pennie Logos

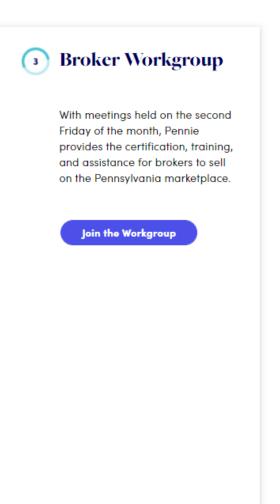
Downloadable Flyers and Posters

Pennie-Certified Broker Graphics

Educational Videos

Materials en Español







REMINDER!

The Pennie shopping and customer portal will be down for planned maintenance from June 2 to June 6, to re-run our current customers eligibility! Spread the word!

Questions for Pennie



Don't forget to take our <u>4-question Stakeholder Feedback Survey</u>

Questions, Comments, Suggestions always welcome through the

Pennie Stakeholder Web Portal



ADDRESS

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+1 844-844-8040

WEB

pennie.com