

# Georgia Medicaid MCO Profile Report, 2016-2017

5 Slide Series, Volume 61

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# Introduction

- The Menges Group maintains and regularly updates a dataset of Medicaid MCO financial and quality data.
- This edition of the 5 Slide Series conveys some examples of the information that can be produced using this dataset, conveying for the State of Georgia:
  - Financial performance data on Georgia's Medicaid MCOs during CY2016 and CY2017; and
  - Overall quality scores for NCQA's three most recent Rating Years.
- Three Medicaid MCOs have operated in Georgia throughout the past decade – AmeriGroup, Peach State, and WellCare.
- CareSource was awarded a contract along with the three longstanding MCOs during the most recent state re-procurement.

# Georgia Medicaid MCO Financial Overview

- The Georgia MCOs' collective annual Medicaid revenues were approximately \$4 billion during 2017, increasing 4.5% over 2016.
- Georgia's Medicaid MCOs predominantly serve TANF enrollees. The aged/blind/disabled beneficiary population is not enrolled in Georgia's Medicaid MCO program, and Georgia has not adopted Medicaid expansion.
- Collectively, Georgia's Medicaid MCOs operated profitably in both years; the plans earned a 3.0% margin during 2016 and a 3.8% margin during 2017.
- CareSource incurred administrative costs during 2016 as part of its developmental activities, but did not receive revenue during that year (serving Georgia enrollees beginning in 2017).

Health Plan Name	Owner	2016			2017		
		Medicaid Revenue	Medicaid Operating Income (Profit)	Medicaid Profit Percentage	Medicaid Revenue	Medicaid Operating Income (Profit)	Medicaid Profit Percentage
Amerigroup Community Care	Anthem	\$1,161,309,696	\$31,285,072	2.7%	\$1,110,149,447	\$17,784,960	1.6%
CareSource	CareSource	\$0	(\$1,347,864)		\$313,924,281	\$15,427,757	4.9%
Peach State Health Plan	Centene	\$1,200,586,229	\$87,785,607	7.3%	\$1,128,494,629	\$46,652,271	4.1%
WellCare	WellCare	\$1,494,773,333	(\$3,699,183)	-0.2%	\$1,478,174,760	\$75,221,860	5.1%
<b>Georgia Total</b>		<b>\$3,856,669,258</b>	<b>\$114,023,632</b>	<b>3.0%</b>	<b>\$4,030,743,117</b>	<b>\$155,086,848</b>	<b>3.8%</b>

# Medicaid Market Share in Georgia

- Georgia's three longstanding Medicaid MCOs have fairly similar Medicaid market share, led by WellCare.
- Amerigroup holds a sole source contract to coordinate health services for Georgia's foster care children.
- CareSource's entry during 2017 pulled market share fairly equally from the other three MCOs, although CareSource was by far Georgia's smallest Medicaid health plan during 2017.
- Of the four Medicaid MCOs, only WellCare has large-scale operations in Georgia outside of its Medicaid line of business.

Health Plan Name	Owner	2016 Medicaid Market Share (Based on Medicaid Revenue)	2017 Medicaid Market Share (Based on Medicaid Revenue)	Medicaid's Percentage of MCO's Total 2017 Revenue
Amerigroup Community Care	Anthem	30.1%	27.5%	95%
CareSource	CareSource	0.0%	7.8%	100%
Peach State Health Plan	Centene	31.1%	28.0%	99%
WellCare	WellCare	38.8%	36.7%	73%
<b>Georgia Total</b>		<b>100.0%</b>	<b>100.0%</b>	<b>85%</b>

# Progression of Overall NCQA Quality Ratings Among Georgia's Medicaid MCOs

- Georgia's NCQA-rated Medicaid MCOs have consistently been rated at 3.0 – 3.5 on a scale of 0 – 5.0. Amerigroup has maintained a 3.5 rating throughout the three most recent Rating Years. Both Peach State's and WellCare's ratings have declined from 3.5 to 3.0 during this timeframe. CareSource has not operated in Georgia long enough to obtain an NCQA rating.
- The average rating across all 177 NCQA-rated Medicaid plans nationwide in the 2018-2019 Rating Year was 3.43.

Health Plan Name	Owner	NCQA Overall Medicaid Quality Rating		
		Rating Year 2016-2017	Rating Year 2017-2018	Rating Year 2018-2019
Amerigroup Community Care	Anthem	3.5	3.5	3.5
Peach State Health Plan	Centene	3.5	3.0	3.0
WellCare	WellCare	3.5	3.5	3.0

## Regional Medicaid MCO Quality

- Medicaid MCOs operating in the Southeastern US have rarely achieved quality scores above 3.5.
- Across Florida, Georgia, Kentucky, Louisiana, Mississippi, South Carolina, and Tennessee, only 2 of 42 NCQA-rated Medicaid plans received a 4.0 or above in the most recent 2018-2019 Rating Year.

# 5 Slide Series Overview

Our 5 Slide Series is a monthly publication whereby we briefly discuss/address a selected topic outside the confines of our client engagements.

To be added to our list to receive these as they are published (or to be removed), please email us at [jmenges@themengesgroup.com](mailto:jmenges@themengesgroup.com) or call 571-312-2360.

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