



COMMUNITY VALUE

We're committed to providing affordable access to quality health care. As a nonprofit, we have no shareholders to serve. We serve our upstate communities. Our margins are low, which keeps the cost of our premiums below the national average. Affordable premiums mean more people with coverage and fewer uninsured. Because we're local, we support thousands of local jobs and add hundreds of millions of dollars to the upstate economy beyond what we pay out in medical benefits. **We're neighbors helping neighbors build healthier communities.**

A nonprofit independent licensee of the Blue Cross Blue Shield Association.





**7,000
JOBS**

**AND AN \$850 MILLION
IMPACT TO THE UPSTATE
ECONOMY**

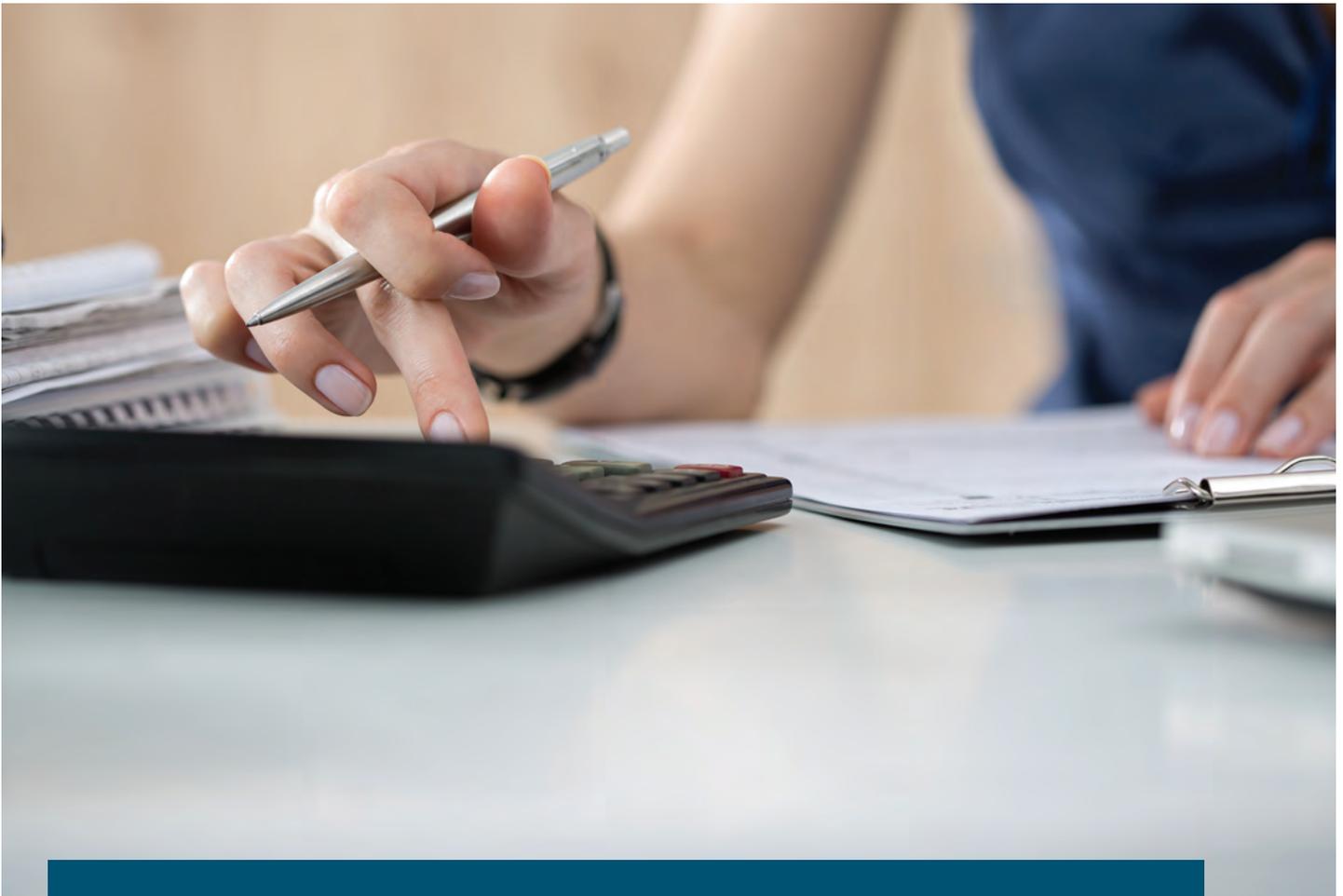
Across upstate New York, our nonprofit health plan and parent company employ nearly 5,500 people in dozens of locations. We indirectly create more than 1,700 additional jobs through our purchases from regional vendors. We're a major purchaser of services that go beyond the \$5 billion in medical benefits we pay out annually. Together, our companies' economic impact on upstate communities amounted to more than \$852 million in 2015. Whether measured in jobs or dollars, we contribute in substantial ways to our local economy. **We're neighbors helping neighbors build healthier communities.**



100%

A PERFECT SCORE

For the third consecutive year, Excellus BlueCross BlueShield earned a perfect score of 100 percent for LGBT Equality on the Corporate Equality Index. The Human Rights Campaign Foundation administers the index, a national benchmarking survey and report on corporate policies and practices related to workplace equality for lesbian, gay, bisexual and transgender employees. The Profiles in Diversity Journal recently recognized Excellus BCBS with The Diversity Leader Award, acknowledging the company's commitment to advancing diversity and inclusion. We also received Great Place to Work® Certification in 2016 by the Great Place to Work Institute, the organization that publishes the Best 100 Companies list annually in Forbes magazine. **We're neighbors helping neighbors build healthier communities.**



A BILLION-DOLLAR MYTH:

THAT OUR NONPROFIT HEALTH PLAN DOESN'T PAY TAXES

Over the past two years, Excellus BlueCross BlueShield and our parent company have paid \$988 million in federal and state taxes. In 2016 alone, we paid \$506 million, including about \$105 million in federal taxes for the national Affordable Care Act.

We're nonprofit—in the sense that we have no shareholders and deliberately do not seek large margins. Our mission is to help people in our communities live healthier and more secure lives through access to high quality, affordable health care.

But we're not a charity. We're a business that needs to generate a margin to stay in business. At the same time, we keep our margin low to keep coverage more affordable. In upstate New York, we're a good part of the reason why coverage here costs less than the national average.

We're proud to be locally based and responsible for supporting thousands of jobs across upstate New York. We all live here. Our kids go to school here. We volunteer here. We spend here. **We're neighbors helping neighbors build healthier communities.**



1.7%

**OUR LOW AVERAGE EARNINGS
MEAN YOU CAN SAVE FOR
OTHER IMPORTANT THINGS.**

From 2012-2016, Excellus BlueCross BlueShield's annual earnings before interest and taxes averaged 1.7 percent, considerably less than the 6.9 percent average margin earned by large national insurers. The difference between the two average margins means that we've collected \$1.8 billion less in premium revenue over the past five years.

Because we're a business, not a charity, we need to earn a margin. But we do not pay dividends to shareholders. That works in your favor. We're a nonprofit health plan, so we deliberately budget for low margins to keep coverage more affordable. We know you have other important things that matter. **We're neighbors helping neighbors build healthier communities.**



35%

**LOWER UNINSURED RATE THAN
THE NEW YORK STATE AVERAGE**

51%

**LOWER THAN THE NATIONAL
UNINSURED AVERAGE**

Across upstate New York, the uninsured rate in 2015 was just 4.6 percent. This compares with a New York state average of 7.1 percent and a national average of 9.4 percent.

In 2015, upstate New York's under-65 health insurance coverage rate was 94.6 percent, already exceeding the federal goal of 90 percent by the year 2025. We're proud to offer lower-cost private coverage than the national average that helps more people afford coverage. **We're neighbors helping neighbors build healthier communities.**

