



**ANNUAL REPORT REGARDING
BUSINESS ENTERPRISE PROGRAM
(BEP) BUSINESSES**

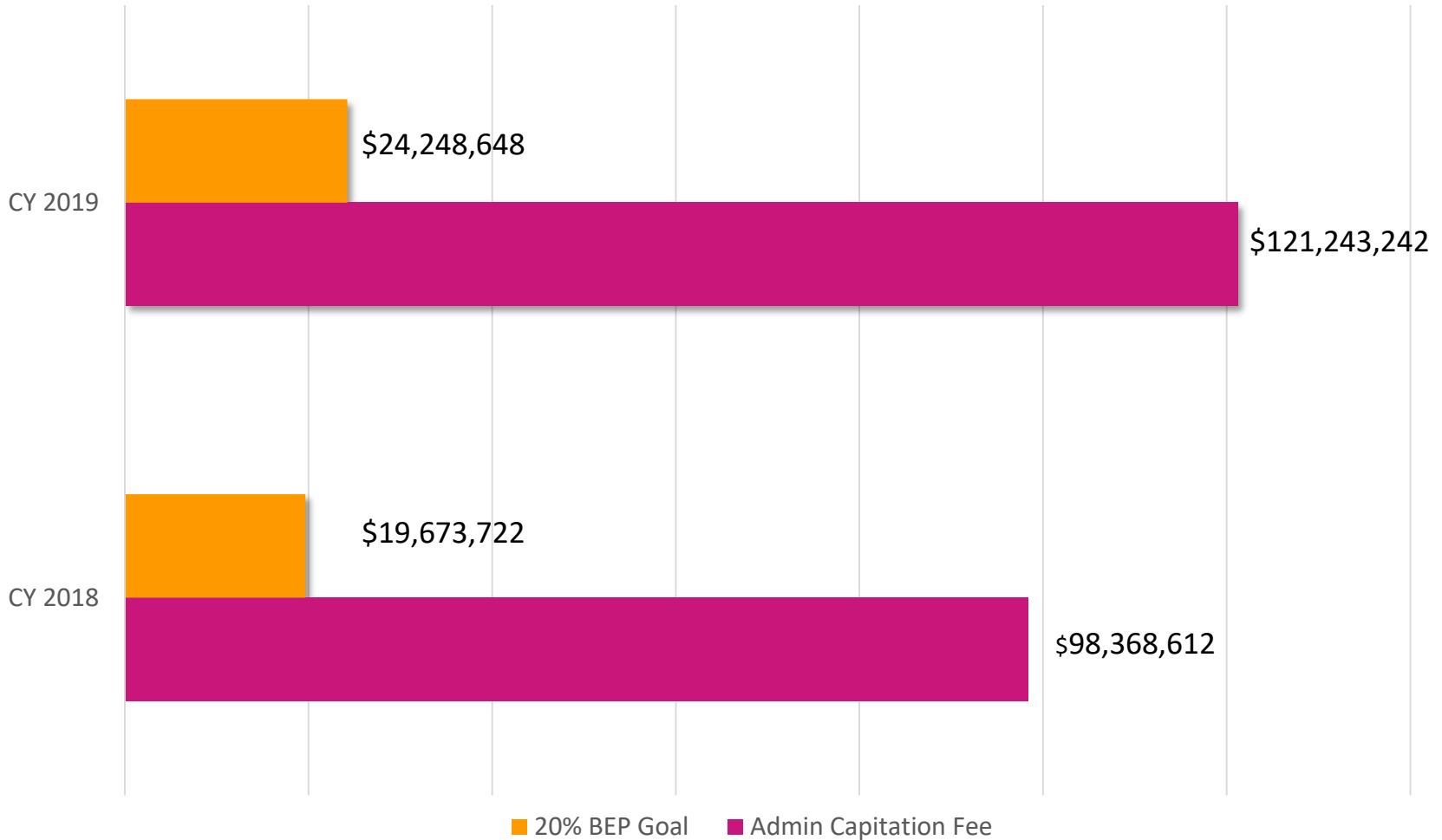
MARCH 20, 2020



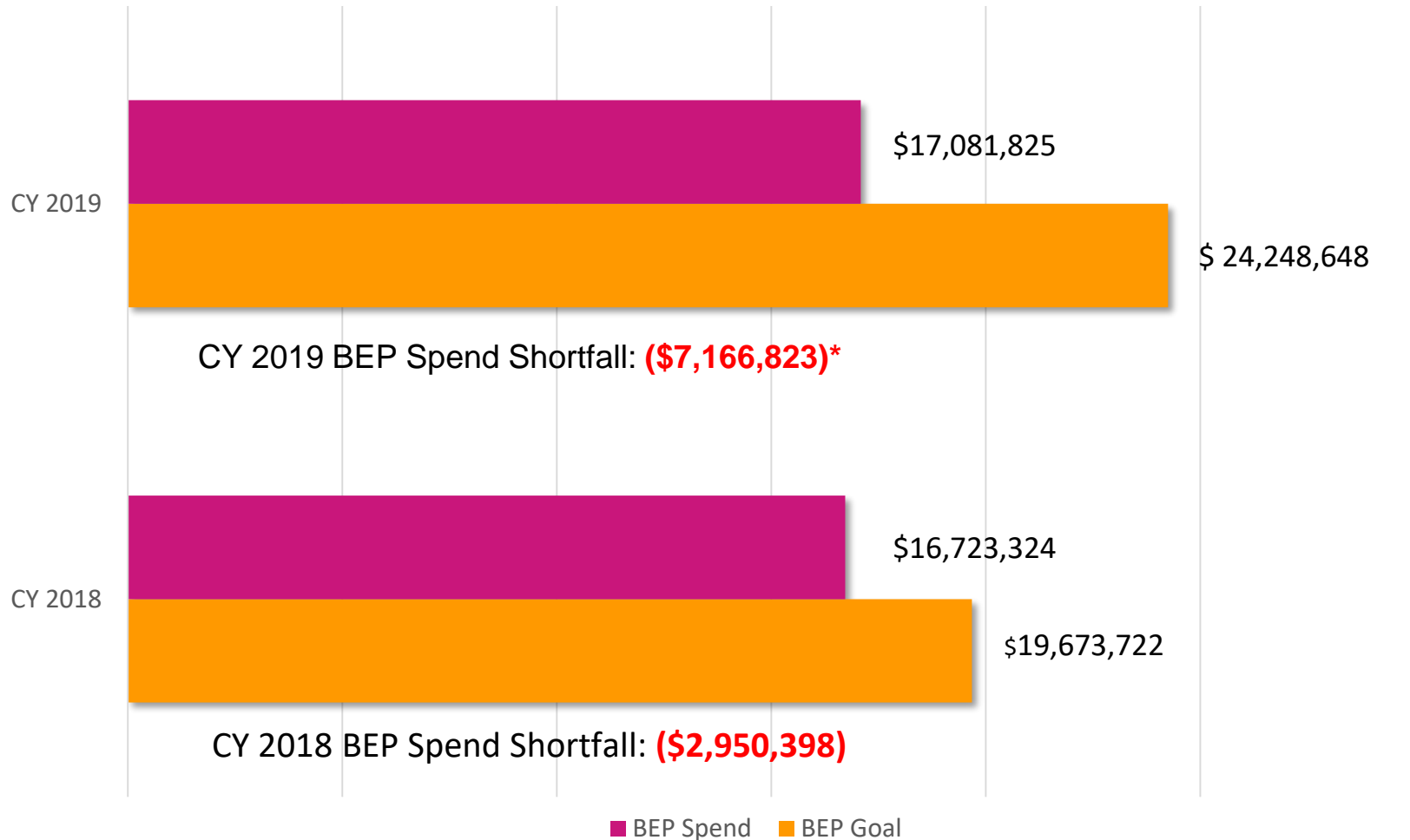
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Administrative Expenses Paid with Business Enterprise Program Goal (BEP): CY 2018-2019



BEP Spend vs. BEP Goal for CY 2018-2019



*The above shortfall represents BEP spend based on the 2019 calendar year, which is a change from previous direction from the Department of fiscal year 2019 with Q1 and Q2 CY2018 (1/2018-6/2019).

BEP Spend Breakout by Business Certification Type for CY 2018-2019

Key:

MBE: Minority Business Enterprise

FBE: Female Business Enterprise

PBE: Persons With Disability Enterprise

ILLINICARE HEALTH - Business Enterprise Program Overview

Calendar Year 2018

Calendar Year 2018 Results		Administrative Fee	20% BEP Goal	MBE	FBE	PBE	TOTAL BEP ACHIEVEMENT
1/1/18-12/31/18				ACHIEVEMENT (11%)	ACHIEVEMENT (7%)	ACHIEVEMENT (2%)	
2018 Full	Actual Dollars	\$98,368,612	\$19,673,722	\$7,332,793	\$9,389,837	\$694	\$16,723,324
CY		Percentage	20.00%	37.27%	47.73%	0%	17.00%

Calendar Year 2019

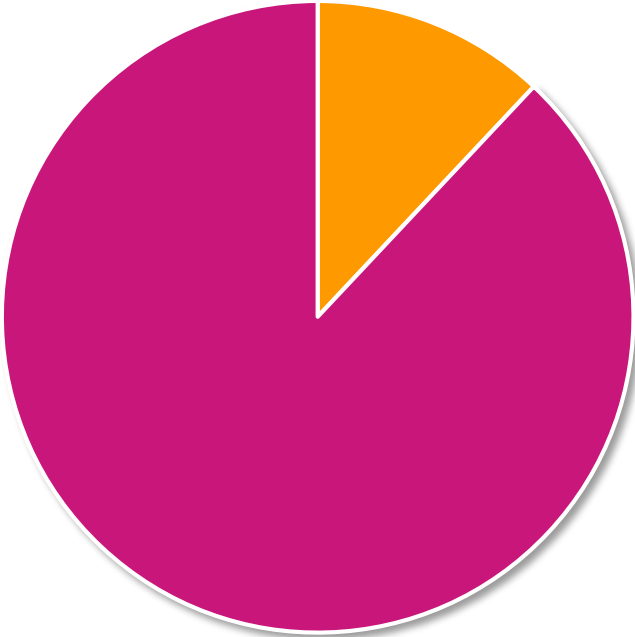
1st Quarter Results		Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
1/1/19-3/31/19							
JAN'19	Actual Dollars	\$9,591,884	\$1,918,377	\$640,607	\$1,481,948	\$ -	\$2,122,555
	Percentage	20.00%	20.00%	33.39%	77.25%	0%	22.13%
FEB'19	Actual Dollars	\$9,592,346	\$1,918,469	\$721,575	\$288,309	\$ -	\$1,009,884
	Percentage	20.00%	20.00%	37.61%	15.03%	0%	10.53%
MAR'19	Actual Dollars	\$9,578,376	\$1,915,675	\$651,427	\$142,739	\$ -	\$794,166
	Percentage	20.00%	20.00%	34.01%	7.45%	0%	8.29%
1ST QTR	Totals	\$28,762,606	\$5,752,521	\$2,013,609	\$1,912,996	\$0	\$3,926,605
	Percentage	20.00%	20.00%	35.00%	33.25%	0.00%	13.65%
2nd Quarter Results		Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
4/1/19-6/30/19							
APR'19	Actual Dollars	\$9,621,778	\$1,924,356	\$387,089	\$260,939	\$ -	\$648,028
	Percentage	20.00%	20.00%	20.12%	13.56%	0%	6.74%
MAY'19	Actual Dollars	\$9,651,143	\$1,930,229	\$551,683	\$58,637	\$ -	\$610,320
	Percentage	20.00%	20.00%	28.58%	3.04%	0%	6.32%
JUNE'19	Actual Dollars	\$9,712,522	\$1,942,504	\$1,409,740	\$370,363	\$ -	\$1,780,103
	Percentage	20.00%	20.00%	72.57%	19.07%	0%	18.33%
2ND QTR	Totals	\$28,985,443	\$5,797,089	\$2,348,512	\$689,939	\$0	\$3,038,451
TOTALS	Percentage	20.00%	20.00%	40.51%	11.90%	0%	10.48%

Calendar Year 2019, Continued

3rd Quarter Results		Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
7/1/19– 9/30/19							
JUL'19	Actual Dollars	\$10,720,926	\$2,144,185	\$1,117,265	\$471,233	\$ -	\$1,588,498
	Percentage		20.00%	52.11%	21.98%	0%	14.82%
AUG'19	Actual Dollars	\$10,685,062	\$2,137,012	\$1,049,469	\$881,018	\$ -	\$1,930,487
	Percentage		20.00%	49.11%	41.23%	0%	18.07%
SEPT'19	Actual Dollars	\$10,634,600	\$2,126,920	\$656,219	\$359,126	\$28	\$1,015,373
	Percentage		20.00%	30.85%	16.88%	0%	9.55%
3RD QTR	Totals	\$32,040,588	\$6,408,118	\$2,822,953	\$1,711,377	\$28	\$4,534,358
TOTALS	Percentage		20.00%	44.05%	26.71%	0%	14.15%
4th Quarter Results		Administrative Fee	20% BEP Goal	MBE ACHIEVEMENT (11%)	FBE ACHIEVEMENT (7%)	PBE ACHIEVEMENT (2%)	TOTAL BEP ACHIEVEMENT
10/1/19– 12/31/19							
OCT'19	Actual Dollars	\$10,603,364	\$2,120,673	\$925,498	\$911,465	\$ -	\$1,836,963
	Percentage		20.00%	43.64%	42.98%	0%	17.32%
NOV'19	Actual Dollars	\$10,461,774	\$2,092,355	\$1,248,267	\$510,823	\$ -	\$1,759,090
	Percentage		20.00%	59.66%	24.41%	0%	16.81%
DEC'19	Actual Dollars	\$10,389,468	\$2,077,894	\$1,427,872	\$558,486	\$ -	\$1,986,358
	Percentage		20.00%	68.72%	26.88%	0%	19.12%
4th QTR	Totals	\$31,454,606.00	\$6,290,921	\$3,601,637	\$1,980,774	\$0	\$5,582,411
TOTALS	Percentage		20.00%	57.25%	31.49%	0%	17.75%

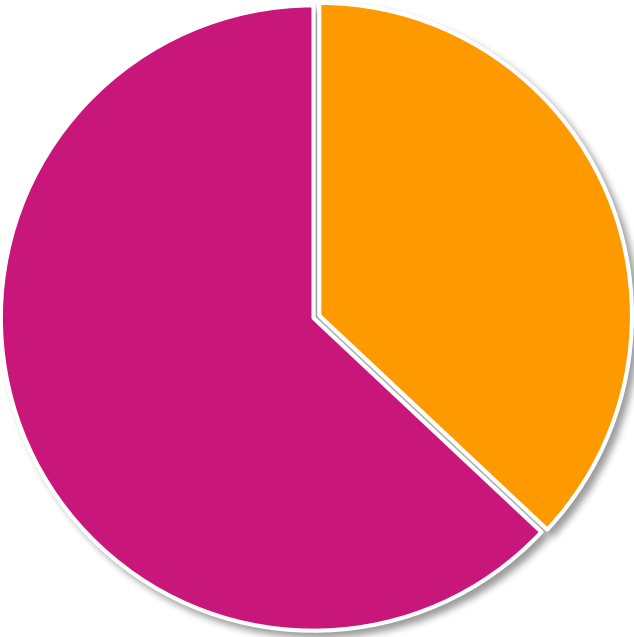
IlliniCare Health Plan Employee Demographics*

Employee Gender



■ Male: 100 (12%) ■ Female: 714 (88%)

Employee Ethnicity



■ White: 301 (37%) ■ Minority (63%)

* Based on 814 employees as of 3/2020. Employee disability demographics are considered volunteered information. There is not enough collected data to provide an accurate breakout on this demographic.

Recommendations for Increasing Expenditures with BEP Businesses

- **Focus Area 1:**
 - Establish Tier 2 diversity subcontracting goals with existing Tier 1 prime vendors
- **Focus Area 2:**
 - Reposition BEP staffing firms for first use where possible when staffing for new projects
- **Focus Area 3:**
 - Encourage BEP eligible provider offices to obtain CMS BEP certification
- **Focus Area 4:**
 - Continue incremental growth with new BEP vendors
- **Focus Area 5:**
 - Identify strategies to outreach to PBE eligible vendors by CMS definition and encourage CMS BEP certification

Targeted Scopes of Services for BEP Businesses

Vendor Scope of Services
➤ Business Consulting
➤ Clinical Laboratory Reagents and Tests
➤ Community Outreach
➤ Concessions, Catering and Vending Services
➤ Security Services
➤ Government Relations
➤ Medical and Laboratory: Non-Physician
➤ Medical Transportation

Types of Certifications Accepted as Diverse Suppliers at IlliniCare Health

MBE: Minority Owned Business

FBE: Female Owned Business

PBE: Disabled-Person Owned Business

- IlliniCare Health recognizes the above certifications as BEP eligible vendors.
- Certifications are granted by the Illinois Department of Central Management Services (CMS)
- For more information or to apply for certification, visit:
<https://www2.illinois.gov/cms/business/sell2/bep/Pages/default.aspx>

IlliniCare Health Supplier Diversity Program Contact Information

IlliniCare Health Plan is committed to supporting diverse businesses and would like to hear from you!



For questions regarding the IlliniCare Health Supplier Diversity Program, or potential business opportunities with IlliniCare Health, please reach out to the IlliniCare Health Supplier Diversity Team at:

Supplier_diversity@illinicare.com