

What: Finance Committee Meeting

Date & Time: Thursday, March 02, 2023; 11:00-12:00 p.m. (PT)

Location: Webinar/Teleconference

Zoom Link: To register for the meeting, please review the <u>Public Comment Protocol</u> then

email wvameetings@wavaccine.org at least two business days in advance of the meeting.

Notice: Meeting may be recorded for the benefit of the minute-taker. The WVA intends to delete the recording after the minutes of the meeting are approved.

Approx. Time	Pg.		Topic / Anticipated Action	Presented by:
11:00- 11:05 a.m.			Welcome & Introductions a. Notification of Recording	R. Parker
11:05- 11:10 a.m.	Pg. 3-4	*	Calendar Consent Items a. Finance Committee Minutes, September 22, 2022	R. Parker
11:10- 11:20 a.m.	Pg. 5-21	*	Financial Update a. FYTD January 2023 Unaudited Financial Statements b. Cash Discussion	J. Zell / P. Miller / L. Walker
11:20- 11:45 a.m.	Pg. 22-37	*	4. FY24 Administrative Budget and Assessment Grid a. Initial Assumptions Discussion b. Reserves Discussion c. Budget Review	J. Zell / P. Miller / L. Walker
11:45- 11:50 a.m.			5. Annual Auditor Engagement	J. Zell
11:50- 11:55 a.m.			6. Other Matters from Committee Members	Any
12:00 p.m.			7. Closing	R. Parker

^{*} Indicates agenda item attached



1 2 **Washington Vaccine Association** 3 **Finance Committee Meeting** 4 September 22, 2022; 11:00 a.m.-12:00 p.m. (PT) 5 6 Attendance. This meeting was conducted solely by webinar. Participating in all or part of the meeting were the 7 following individuals: 8 9 20 **Directors** Helms & Company, Inc. Patrick Miller, MPH, WVA, Administrative Randy Parker, Northwest Carpenters Trusts, Chair 21 10 Jason Farber, Davis Wright Tremaine LLP 22 11 Director John Sobeck, MD, Regence and Asuris 23 Ashley Ithal, MPH, WVA, Program Support 12 24 Leslie Walker, CPA, Mason+Rich, PA 13 14 25 26 15 Julia G. Zell, MA., Esq., Executive Director Others 16 27 Allen D. Gilbert, CliftonLarsonAllen LLP 17 28 David Keller, Morgan Stanley 18 29 Polly Sidwell, Morgan Stanley 19 30

I. Summary of Actions Taken and/or Recommended

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- Actions Taken
 - To approve the minutes of the April 7, 2022 Finance Committee meeting. i.
 - To recommend the adoption and publication of the 2021/2022 audited financials and auditor's letter. ii.

II. Welcome and Introductions

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Welcome and Introductions

Mr. Parker called the meeting to order at 11:05 a.m. Ms. Zell gave a notice of recording for the sole purpose of creating the minutes.

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III. Calendar Consent Items

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Mr. Parker directed the Committee's attention to the draft minutes submitted for approval. There being no questions or comments, Mr. Parker asked for a motion to approve the minutes. Upon motion duly made and seconded, it was unanimously

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VOTED: To approve the minutes of the April 7, 2022 Finance Committee minutes.

2021/2022 Audited Financials

IV. Financial Update

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Mr. Gilbert provided an overview of the 2021/2022 Audit Report including a review of the Governance Letter. Mr. Gilbert reported that no audit adjustments were needed during the financial statement audit, no material weaknesses were identified in internal control letter, and no new standards or policies were implemented for FY2022. Mr. Gilbert mentioned that a new lease standard will not impact the WVA. Mr. Gilbert noted that the resulting opinion from the audit report was positive for the organization. Finally, Mr. Gilbert discussed a new component of the audit this year whereby the WVA's investment portfolio was analyzed by Harvest Investments. The Harvest report had slight differences in bond valuations, but that was not of concern given the size of the portfolio.

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There being no questions or comments, Mr. Parker asked for a motion to recommend adoption and publication of the 2021/2022 audited financial statements and the auditor's letter. Upon motion duly made and seconded, it was unanimously

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VOTED: To recommend the adoption and publication of the 2021/2022 audited financials and auditor's letter.



Mr. Gilbert to send the final documents dated September 22, 2022 to Ms. Zell. Mr. Miller will post them to the website

<u>Investment Portfolio</u>

Ms. Zell invited Ms. Sidwell and Mr. Keller to provide a financial update. Ms. Sidwell reported that Morgan Stanley uses Clearwater Analytics, an independent entity, to test the WVA portfolio every evening against the WVA investment policy statement. Mr. Keller provided an overview of the overall WVA investment portfolio. There was discussion regarding the rising interest rates, investment opportunities for the WVA, and a reimplementing a short-term cash management strategy between Morgan Stanley and KeyBank.

Unaudited Financial Statements

shortly for review prior to the final projections.

 Mr. Miller reviewed the financial statements for the first two months of the fiscal year. He highlighted that the WVA has seen a continued trend for the last four months of remittances exceeding collections which has been helping to drive the total cash reserves down as planned. Mr. Miller reviewed the administrative budget and stated that a revised version of the financial statements will be sent out to the Committee.

A discussion was held regarding pending changes being made effective January 2023 by the WA Department of Health

(DOH) to the fund source split. The DOH has proposed the WVA's proportion increases to 49% based upon two sets

of projections. Ms. Zell provided an overview of the fund source split and how it impacts the WVA. She stated that

the DOH has been very transparent and inclusive in the process, and that we are expecting a draft set of projections

 V. Closing

With no further business before the Committee, Mr. Parker concluded the meeting at 11:58 a.m.



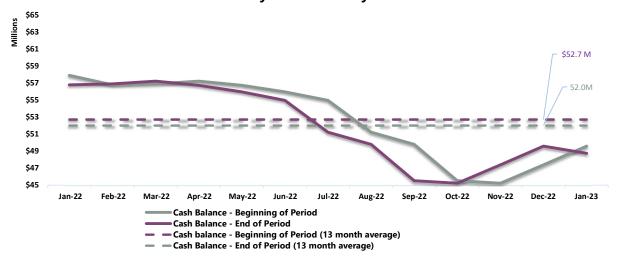
WASHINGTON VACCINE ASSOCIATION UNAUDITED FINANCIAL STATEMENTS FOR THE SEVEN MONTHS ENDED January 31, 2023

With Supplemental Informational Reporting

Prepared by

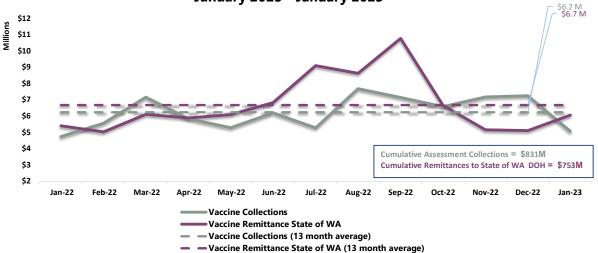
Helms & Company, Inc., Administrator

Cash Balances Beginning and End of Period January 2022 - January 2023

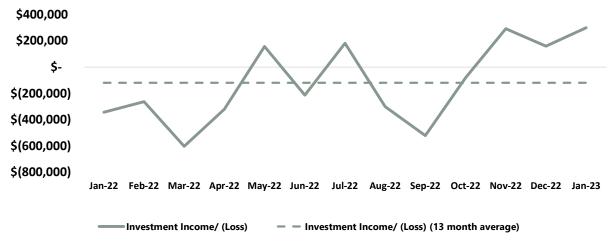


Total Vaccine Collections and Vaccine Remittances to State of WA

January 2023 - January 2023



Investment Income / (Loss) January 2022 - January 2023



Washington Vaccine Association Statement of Cash Flows For the Periods Ended

	АН	Al	AJ	AK	AL	AM	AN	AO	AP	AQ	AQ	AQ	AQ	AQ
	Month	13 Month												
<u>_</u>	1/31/2022	2/28/2022	3/31/2022	4/30/2022	5/31/2022	6/30/2022	7/31/2022	8/31/2022	9/30/2022	10/31/2022	11/30/2022	12/31/2022	1/31/2023	 Average
1 Cash balance - beginning	\$ 57,892,443	\$ 56,794,955	\$ 56,901,662	\$ 57,228,006	\$ 56,731,278	\$ 55,963,525	\$ 54,966,739	\$ 51,225,722	\$ 49,802,160	\$ 45,521,419	\$ 45,226,880	\$ 47,391,252	\$ 49,581,422	 52,709,804.87
Inflows:														,
2 Vaccine collections	4,758,484	5,567,703	7,165,492	5,855,575	5,295,645	6,203,839	5,293,104	7,684,870	7,154,302	6,593,300	7,182,396	7,262,565	5,077,451	6,238,055.81
3 Interest income - payers	-													/
4 Investment income/ (loss)	(343,834)	(263,415)	(603,741)	(319,989)	156,297	(213,108)	181,120	(300,938)	(522,104)	(80,250)	292,475	159,984	299,489	(119,847.23)
5 Total inflows	4,414,650	5,304,288	6,561,751	5,535,586	5,451,942	5,990,731	5,474,224	7,383,932	6,632,198	6,513,050	7,474,871	7,422,549	5,376,940	\$ 6,118,209
Outflows:														
Program														ľ
6 Vaccine remittance State of WA	(5,409,431)	(5,037,313)	(6,117,841)	(5,891,576)	(6,102,649)	(6,839,636)	(9,100,501)	(8,625,865)	(10,771,706)	(6,666,286)	(5,171,147)	(5,116,478)	(6,069,523)	 (6,582,696.97)
Administration														,
7 Direct Processing Costs	(76,802)	(71,898)	(71,381)	(74,821)	(74,116)	(79,377)	(84,627)	(87,483)	(83,479)	(88,260)	(100,373)	(73,539)	(95,734)	(81,683.77)
8 Executive Director Costs and Support Fees	-	(70,227)	(23,646)	(20,142)	(22,606)	(22,335)	(21,938)	(22,007)	(24,988)	(28,476)	(24,102)	(28,179)	(22,890)	(28,553.80)
9 Provider and Payer Education and Outreach	-	-	-	-	-	-	-	-	-	-	(7,279)	(597)	(40)	(608.89)
10 Administrative Costs	(20,656)	(12,893)	(10,489)	(32,125)	(11,475)	(15,318)	(4,575)	(63,139)	(29,166)	(20,967)	(3,998)	(9,986)	(21,334)	(19,701.61)
11 Other Discretionary Expenditures	(5,250)	(5,250)	(12,050)	(13,650)	(8,850)	(30,850)	(3,600)	(9,000)	(3,600)	(3,600)	(3,600)	(3,601)	(3,600)	(8,192.38)
12 Total Administration	(102,708)	(160,268)	(117,566)	(140,738)	(117,047)	(147,880)	(114,740)	(181,629)	(141,233)	(141,303)	(139,352)	(115,901)	(143,598)	(138,740)
13 Net all other outflows	-	-	-	-	-	-	-	-		-		-		-
14 Total outflows	(5,512,139)	(5,197,581)	(6,235,407)	(6,032,314)	(6,219,696)	(6,987,516)	(9,215,241)	(8,807,494)	(10,912,939)	(6,807,589)	(5,310,499)	(5,232,379)	(6,213,121)	 (6,721,437.42)
15 Net Cash Incr (decr) for period	(1,097,489)	106,707	326,344	(496,728)	(767,754)	(996,785)	(3,741,017)	(1,423,562)	(4,280,741)	(294,539)	2,164,372	2,190,170	(836,181)	 (603,229)
16 Cash balance - end of period	\$ 56,794,955	\$ 56,901,662	\$ 57,228,006	\$ 56,731,278	\$ 55,963,525	\$ 54,966,739	\$ 51,225,722	\$ 49,802,160	\$ 45,521,419	\$ 45,226,880	\$ 47,391,252	\$ 49,581,422	\$ 48,745,241	\$ 52,106,576

Note: Cash balance includes amounts in KeyBank and Morgan Stanley

Washington Vaccine Association Statement of Financial Position As of January 31, 2023

ASSETS

	1.00=10	
1	Current Assets	
2	Cash and Cash Equivalents	\$ 334,413
3	Accounts Receivable	-
4	Investments	48,410,828
5	Members Estimated Collectible Assessments	5,349,043
6	Prepaid Vaccine	6,022,706
7	Prepaid Administrative Services	-
8	Total Current Assets	60,116,990
9	Total Assets	\$ 60,116,990
	LIABILITIES AND NET ASSETS	
10	Current Liabilities	
11	Accounts Payable	\$ 123,958
12	Other Accruals	88,494
13	Total Current Liabilities	 212,452
14	Assessments Collected in Excess of Vaccine Funding	
	and Administrative Activities	 59,904,538
15	Total Liabilities	 60,116,990
16	Total Liabilities and Net Assets	\$ 60,116,990

		Statement	Of Activities	and Changes in	i ivet	Assets				
			Α	В		C		D	E	F
				Ended January 3					ns Ended January	
		Adn	ninistrative	Vaccine	,	Total		Administrative	Vaccine	Total
			Revenues / V	accine Expenses						
1	Assessment Activity:									
2	Assessments	\$	(649,232)	\$ 5,745,637	\$	5,096,406	\$	(4,561,833) \$	50,733,264 \$	46,171,431
3	Recoveries		-	-		-		351,325	-	351,325
4	Estimated Over (Under) Collections		-	-		-		-	-	-
5	Refunds		(13,123)	-		(13,123)		(184,180)	-	(184,180)
6	Estimated 2% Waste		(23,262)	-		(23,262)		(321,003)	-	(321,003)
7	Estimated Price Variance and 3% Denial		(32,587)	-		(32,587)		(133,215)	-	(133,215)
8	DOH Replenishment		-	(5,421,113)	(5,421,113)		-	(50,265,020)	(50,265,020)
9	Adjustment to Correct Inventory		-	-		-		-	-	-
10	DOH Cost Recovery Admin Charge		(84,517)	-		(84,517)		(579,613)	-	(579,613)
11	Interest Income on Assessments		-	-		-		-	-	-
12	Net Assessment Activity		(802,721)	324,524		(478,196)		(5,428,519)	468,244	(4,960,275)
13	Investment Activity:									
14	Interest and Dividend Income - Morgan Stanley		66,699	-		66,699		580,225	-	580,225
15	Realized Gain/(Loss) on Investments - Morgan Stanley		-	-		-		(2,118)	-	(2,118)
16	Unrealized Gain/(Loss) on Investments - Morgan Stanley		235,037	-		235,037		(540,281)	-	(540,281)
17	Investment Management Expenses		(9,904)	-		(9,904)		(72,194)	-	(72,194)
18	Interest Income - KeyBank		7,657	-		7,657		64,142	-	64,142
19	Net Investment Activity		299,489	-		299,489	-	29,774	-	29,774
20	Net Revenues		(503,232)	324,524	,	(178,708)		(5,398,744)	468,244	(4,930,500)

		Α	В	С	D	E	F
		Month Ende	d January 31, 20	23	For Seven Mont	hs Ended January 31	, 2023
		Administrative	Vaccine	Total	Administrative	Vaccine	Total
		Other Expe	nses				
21	Administrative Expenses:						
22	Direct Processing Costs						
23	Administrator (Helms & Company, Inc.)	65,432	-	65,432	465,524	-	465,524
24	EDI /ACH Clearinghouse Maintenance (Helms & Company, Inc.)	3,750	-	3,750	52,763	-	52,763
25	Clearinghouse Intake Processing (Availity, Zelis, Etc.)	4,851	-	4,851	36,557	-	36,557
26	Lockbox and Bank Fees	5,394	-	5,394	28,957	-	28,957
27	Recovery and Compliance (Helms & Company, Inc.)	5,250	-	5,250	36,750	-	36,750
28	Lockbox Intake (OrboGraph)	11,058	-	11,058	18,750	-	18,750
29	Total Direct Processing Costs	95,734	-	95,734	639,301	-	639,301
30	Executive Director Costs and Related Support Fees						
31	Executive Director Salary	18,810	-	18,810	130,474	-	130,474
32	Payroll Taxes	1,749	-	1,749	6,347	-	6,347
33	Leased Employee per Check Fee	114	-	114	1,723	-	1,723
34	Executive Director Travel and Lodging, Education, and Other	1,700	-	1,700	31,451	-	31,451
35	Technology Support (Desktop and Telephony)	472	_	472	2,845	_	2,845
36	Total Executive Director Costs and Related Support Fees	22,846	-	22,846	172,840	-	172,840
37	Provider and Payer Education and Outreach						
38	Provider Education Materials, Development and Printing	40	-	40	11,877	-	11,877
39	Postage	-	-	-		-	-
40	Website and Information Technology	-	-	-	-	-	-
41	Technical Consultants	-	-	-	275	-	275
42	Provider Office Training Sessions	-	-	-	_	-	-
43	Advertising and Sponsorships	-	-	-	_	-	-
44	Hospitality	-	-	-	_	-	-
45	Provider Services Rep	-	-	-	264	-	264
46	Leased Employee per Check Fee	-	-	-	-	-	-
47	Total Provider and Payer Education and Outreach	40	-	40	12,416	-	12,416
48	Administrative Costs						
49	Legal Counsel	1,604	-	1,604	27,043	-	27,043
50	Audit Fees	-	-	-	23,580	-	23,580
51	Government Relations, Including Travel, Meals, and Consultants	-	-	-	-	-	-
52	Registered Agent Fee	-	-	-	-	-	-
53	Bank Fees	-	-	-	-	-	-
54	Office Supplies and Equipment	-	-	=	4,987	=	4,987
55	Rent, ELM and Storage Facility	-	-	-	-	-	-
56	Other Admin Support Provided by Lessor	-	-	-	-	-	-
57	Board Retreat and Meetings	-	-	-	-	-	-
58	Insurance						
59	Cyber Liability	19,625	_	19,625	19,625	-	19,625
60	Directors and Officers		_	-	52,058	-	52,058
61	General Liability	105	_	105	1,639	_	1,639
62	Insurance - Other	-	_		.,	_	.,

			Α	В		С		D	E	F
			Month En	ded January 3	1, 2023			For Seven Month	s Ended January 3	1, 2023
		Ad	ministrative	Vaccine		Total	A	dministrative	Vaccine	Total
63	Legal - Special Projects and L		-	-		-		-	-	-
64	Total Administrative Costs		21,334	-		21,334		128,932	-	128,932
65	Other Discretionary Expenditures									
66	Executive Director and Other Contractor Bonus		-	-		-		-	-	-
67	Human Resources and Governance		3,600	-		3,600		30,601	-	30,601
68	Total Other Discretionary Expenditures		3,600	-		3,600		30,601	-	30,601
69	Total Administrative Expenses		143,555	-		143,555		984,090	-	984,090
70	Total Change in Unrestricted Net Assets	\$	(646,786) \$	324,524	\$	(322,262)	\$	(6,382,835) \$	468,244 \$	(5,914,590)

		- June	A	and Changes in	<u> </u>		D		F
				ded January 31, 20	122		_	ed January 31, 2022	r
		۸.	lministrative	Vaccine			Month End Administrative	Vaccine	T-4-1
		Ac			Total	,	Administrative	vaccine	Total
			Revenues / V	accine Expenses					
1	Assessment Activity:								
2	Assessments	\$	(649,232) \$	5,745,637 \$	5,096,406	\$	(316,833) \$	5,099,868 \$	4,783,035
3	Recoveries		-	-	-		19,593	-	19,593
4	Estimated Over (Under) Collections		=	-	-		-	-	-
5	Refunds		(13,123)	-	(13,123)		(28,494)	-	(28,494)
6	Estimated 2% Waste		(23,262)	-	(23,262)		(110,972)	-	(110,972)
7	Estimated Price Variance and 3% Denial		(32,587)	-	(32,587)		(15,751)	-	(15,751)
8	DOH Replenishment		-	(5,421,113)	(5,421,113)		-	(4,234,306)	(4,234,306)
9	Adjustment to Correct Inventory		-	-	-		-	-	-
10	DOH Cost Recovery Admin Charge		(84,517)	-	(84,517)		(86,729)	-	(86,729)
11	Interest Income on Assessments		-	-	-		-	-	-
12	Net Assessment Activity		(802,721)	324,524	(478,196)		(539,185)	865,562	326,377
13	Investment Activity:								
14	Interest and Dividend Income - Morgan Stanley		66,699	-	66,699		48,760	-	48,760
15	Realized Gain/(Loss) on Investments - Morgan Stanley		-	-	-		-	-	-
16	Unrealized Gain/(Loss) on Investments - Morgan Stanley		235,037	-	235,037		(381,705)	-	(381,705)
17	Investment Management Expenses		(9,904)	-	(9,904)		(11,196)	-	(11,196)
18	Interest Income - KeyBank		7,657	-	7,657		307	-	307
19	Net Investment Activity		299,489	-	299,489		(343,834)	-	(343,834)
20	Net Revenues		(503,232)	324,524	(178,708)		(883,019)	865,562	(17,457)

		Α	В	С	D	E	F
		Month En	ded January 31, 20	23	Month End	ded January 31, 2022	
		Administrative	Vaccine	Total	Administrative	Vaccine	Total
		Other	Expenses				
21	Administrative Expenses:						
22	Direct Processing Costs						
23	Administrator (Helms & Company, Inc.)	65,432	-	65,432	69,182	-	69,182
24	EDI /ACH Clearinghouse Maintenance (Helms & Company, Inc.)	11,058	-	11,058	7,690	-	7,690
25	Clearinghouse Intake Processing (Availity, Zelis, Etc.)	4,851	-	4,851	1,992	-	1,992
26	Lockbox and Bank Fees	5,394	-	5,394	4,804	-	4,804
27	Recovery and Compliance (Helms & Company, Inc.)	5,250	-	5,250	5,250	-	5,250
28	Lockbox Intake (OrboGraph)	3,750	-	3,750	-	-	-
29	Total Direct Processing Costs	95,734	-	95,734	88,918	-	88,918
30	Executive Director Costs and Related Support Fees						
31	Executive Director Salary	18,810	-	18,810	18,210	-	18,210
32	Payroll Taxes	1,749	-	1,749	4,522	-	4,522
33	Leased Employee per Check Fee	114	-	114	195	-	195
34	Executive Director Travel and Lodging, Education, and Other	1,700	-	1,700	-	-	-
35	Technology Support (Desktop and Telephony)	472	-	472	335	-	335
36	Total Executive Director Costs and Related Support Fees	22,846	-	22,846	23,262	-	23,262
37	Provider and Payer Education and Outreach						
38	Provider Education Materials, Development and Printing	40	-	40	-	-	-
39	Postage	-	-	-	-	-	-
40	Website and Information Technology	-	-	-	405	-	405
41	Technical Consultants	-	-	-	-	-	-
42	Provider Office Training Sessions	-	-	-	-	-	-
43	Advertising and Sponsorships	-	-	-	-	-	-
44	Hospitality	-	-	-	-	-	-
45	Provider Services Rep		-	-	-	-	-
46	Leased Employee per Check Fee	-	-	-	-	-	-
47	Total Provider and Payer Education and Outreach	40	-	40	405	-	405
48	Administrative Costs						
49	Legal Counsel	1,604	-	1,604	12,765	-	12,765
50	Audit Fees	-	-	-	-	-	-
51	Government Relations, Including Travel, Meals, and Consultants	-	-	-	-	<u>-</u>	-
52	Registered Agent Fee	-	-	-	-	-	-
53	Bank Fees	-	-	-	-	-	-
54	Office Supplies and Equipment	-	-	-	-	-	-
55	Rent, ELM and Storage Facility	-	-	-	-	-	-
56	Other Admin Support Provided by Lessor	-	-	-	-	-	-
57	Board Retreat and Meetings	-	-	-	-	-	-
58	Insurance						
59	Cyber Liability	19,625		19,625	13,355		13,355

			Α	В	С	D	E	F
			Month Ende	ed January 31, 2023		Month End	ed January 31, 2022	
		Adm	inistrative	Vaccine	Total	Administrative	Vaccine	Total
60	Directors and Officers		-	-	-	-	-	-
61	General Liability		105	-	105	-	-	-
62	Insurance - Other		-	-	-	-	-	-
63	Legal - Special Projects and L		-	-	-	-	-	-
64	Total Administrative Costs		21,334	-	21,334	26,120	-	26,120
65	Other Discretionary Expenditures							
66	Executive Director and Other Contractor Bonus		-	-	-	27,316	-	27,316
67	Human Resources and Governance		3,600	-	3,600	-	-	-
68	Total Other Discretionary Expenditures		3,600	-	3,600	27,316	-	27,316
69	Total Administrative Expenses		143,555	-	143,555	166,021	-	166,021
70	Total Change in Unrestricted Net Assets	\$	(646,786) \$	324,524 \$	(322,262)	\$ (1,049,040) \$	865,562 \$	(183,477)

		Α	В	С	D	E	F			
		For Seven	Months Ended January	31, 2023	For Seven Mor	For Seven Months Ended January 3				
		Administrative	Vaccine	Total	Administrative	Vaccine	Total			
			Revenues / Vaccine Ex	penses						
1	Assessment Activity:									
2	Assessments	\$ (4,561,833)	\$ 50,733,264	\$ 46,171,431	\$ (4,255,947) \$	50,987,273 \$	46,731,326			
3	Recoveries	351,325	-	351,325	138,973	-	138,973			
4	Estimated Over (Under) Collections	-	-	-	-	-	-			
5	Refunds	(184,180)	-	(184,180)	(230,564)	-	(230,564)			
6	Estimated 2% Waste	(321,003)	-	(321,003)	(931,650)	-	(931,650)			
7	Estimated Price Variance and 3% Denial	(133,215)	-	(133,215)	(127,422)	-	(127,422)			
8	DOH Replenishment	-	(50,265,020)	(50,265,020)	-	(42,427,513)	(42,427,513)			
9	Adjustment to Correct Inventory	-	-	-	-	-	-			
10	DOH Cost Recovery Admin Charge	(579,613)	-	(579,613)	(497,225)	-	(497,225)			
11	Interest Income on Assessments	-	-	-	-	-	-			
12	Net Assessment Activity	(5,428,519)	468,244	(4,960,275)	(5,903,834)	8,559,760	2,655,926			
13	Investment Activity:									
14	Interest and Dividend Income - Morgan Stanley	580,225	-	580,225	636,559	-	636,559			
15	Realized Gain/(Loss) on Investments - Morgan Stanle	(2,118)	-	(2,118)	12,057	-	12,057			
16	Unrealized Gain/(Loss) on Investments - Morgan Stan	(540,281)	-	(540,281)	(1,213,875)	-	(1,213,875)			
17	Investment Management Expenses	(72,194)	-	(72,194)	(83,161)	-	(83,161)			
18	Interest Income - KeyBank	64,142	-	64,142	1,360	-	1,360			
19	Net Investment Activity	29,774	-	29,774	(647,060)	-	(647,060)			
20	Net Revenues	(5,398,744)	468,244	(4,930,500)	(6,550,894)	8,559,760	2,008,866			

		Α	В	С	D	E	F
		For Seven Mo	nths Ended January 3	1, 2023	For Seven Mon	ths Ended January 3	i, 2022
		Administrative	Vaccine	Total	Administrative	Vaccine	Total
			Other Expenses				
21	Administrative Expenses:						
22	Direct Processing Costs						
23	Administrator (Helms & Company, Inc.)	465,524	-	465,524	484,274	-	484,274
24	EDI /ACH Clearinghouse Maintenance (Helms & Con	52,763	-	52,763	44,924	-	44,924
25	Clearinghouse Intake Processing (Availity, Zelis, Etc.)	36,557	-	36,557	17,139	-	17,139
26	Lockbox and Bank Fees	28,957	-	28,957	27,896	-	27,896
27	Recovery and Compliance (Helms & Company, Inc.)	36,750	-	36,750	36,750	-	36,750
28	Lockbox Intake (OrboGraph)	18,750	-	18,750	-	-	-
29	Total Direct Processing Costs	639,301	-	639,301	610,983	-	610,983
30	Executive Director Costs and Related Support Fees						
31	Executive Director Salary	130,474	-	130,474	123,518	-	123,518
32	Payroll Taxes	6,347	-	6,347	8,061	-	8,061
33	Leased Employee per Check Fee	1,723	-	1,723	1,365	-	1,365
34	Executive Director Travel and Lodging, Education, ar	31,451	-	31,451	2,678	-	2,678
35	Technology Support (Desktop and Telephony)	2,845	-	2,845	2,345	-	2,345
36	Total Executive Director Costs and Related Support Fed	172,840	-	172,840	137,967	-	137,967
37	Provider and Payer Education and Outreach						
38	Provider Education Materials, Development and Prin	11,877	-	11,877	9,274	-	9,274
39	Postage	-	-	-	40	-	40
40	Website and Information Technology	-	-	-	2,025	-	2,025
41	Technical Consultants	275	-	275	-	-	-
42	Provider Office Training Sessions	-	-	-	715	-	715
43	Advertising and Sponsorships	-	-	-	-	-	-
44	Hospitality	264	-	264	300	-	300
45	Provider Services Rep		-	-	-	-	-
46	Leased Employee per Check Fee	-	-	-	-	-	-
47	Total Provider and Payer Education and Outreach	12,416	-	12,416	12,354	-	12,354
48	Administrative Costs						
49	Legal Counsel	27,043	-	27,043	60,416	-	60,416
50	Audit Fees	23,580	-	23,580	15,540	-	15,540
51	Government Relations, Including Travel, Meals, and	-	-	-	-	-	-
52	Registered Agent Fee	-	-	-	-	-	-
53	Bank Fees	-	-	-	-	-	-
54	Office Supplies and Equipment	4,987	-	4,987	1,103	-	1,103
55	Rent, ELM and Storage Facility	-	-	-	-	-	-
56	Other Admin Support Provided by Lessor	-	-	-	-	-	-

		Α	В	С	D	Е	F
		For Seven Month	s Ended January 31	, 2023	For Seven Montl	ns Ended January 31,	2022
		Administrative	Vaccine	Total	Administrative	Vaccine	Total
57	Board Retreat and Meetings	-	-	-	-	-	-
58	Insurance						
59	Cyber Liability	19,625	-	19,625	13,355	-	13,355
60	Directors and Officers	52,058	-	52,058	47,785	-	47,785
61	General Liability	1,639	-	1,639	1,390	-	1,390
62	Insurance - Other	-	-	-	-	-	-
63	Legal - Special Projects and L	-	-	-	-	-	-
64	Total Administrative Costs	128,932	-	128,932	139,588	-	139,588
65	Other Discretionary Expenditures						
66	Executive Director and Other Contractor Bonus	-	-	-	27,316	-	27,316
67	Human Resources and Governance	30,601	-	30,601	-	-	-
68	Total Other Discretionary Expenditures	30,601	-	30,601	27,316	-	27,316
69	Total Administrative Expenses	984,090	- -	984,090	928,208	-	928,208
70	Total Change in Unrestricted Net Assets	\$ (6,382,835) \$	468,244 \$	(5,914,590)	\$ (7,479,101) \$	8,559,760 \$	1,080,659

Washington Vaccine Association Administrative Budget Status For Seven Months Ended January 31, 2023

		A Approved Budget	B Actual January 31, 2023	C Budget Variance
1	Direct Processing Costs			
2	Administrator (Helms & Company, Inc.)	458,024	458,024	-
3	EDI /ACH Clearinghouse Maintenance (Helms & Company, Inc.)	26,250	26,250	-
4	Clearinghouse Intake Processing (Availity, Zelis, Etc.)	21,000	36,557	(15,557)
5	Lockbox and Bank Fees	28,000	28,957	(957)
6	Recovery and Compliance (Helms & Company, Inc.)	36,750	36,750	-
7	Lockbox Intake (OrboGraph)	48,440	52,763	(4,323)
8	Total Direct Processing Costs	618,464	639,301	(20,837)
9	Executive Director Costs and Related Support Fees			
10	Executive Director Salary	128,199	130,474	(2,275)
11	Payroll Taxes	4,937	6,347	(1,410)
12	Leased Employee per Check Fee	1,365	1,723	(358)
13	Executive Director Travel and Lodging, Education, and Other	37,919	31,451	6,468
14	Technology Support (Desktop and Telephony)	2,345	2,845	(500)
15	Total Executive Director Costs and Related Support Fees	174,765	172,840	1,925
16	Provider and Payer Education and Outreach			
17	Provider Education Materials, Development and Printing	43,750	11,877	31,873
18	Postage	8,750	-	8,750
19	Website and Information Technology	8,750	-	8,750
20	Technical Consultants	3,500	275	3,225
21	Provider Office Training Sessions	7,000	-	7,000
22	Advertising and Sponsorships	1,169	-	1,169
23	Hospitality	2,100	264	1,836
24	Provider Services Rep	33,640	-	33,640
25	Leased Employee per Check Fee	=	-	-
26	Total Provider and Payer Education and Outreach	108,659	12,416	96,243
27	Administrative Costs			
28	Legal - General Counsel and Governance	23,331	27,043	(3,712)
29	Audit Fees	22,500	23,580	(1,080)
30	Government Relations Consultants	2,919	-	2,919
31	Registered Agent Fee	150	-	150
32	Investment Management Fees	84,000	72,194	11,806
33	Office Supplies and Equipment	10,150	4,987	5,163
34	Rent	1,050	-	1,050
35	Other Admin Support Provided by Lessor	294	-	294
36 37	Board Retreat and Meetings Insurance	7,000	-	7,000
38	Cyber Liability	16,026	19,625	(3,599)
39	Directors and Officers	52,564	52,058	506
40	General Liability	1,500	1,639	(139)
41	Legal - Special Projects and Litigation	52,500	1,035	52,500
42	Total Administrative Costs	273,984	201,127	72,857
43	Other Discretionary Expenditures			
44	Executive Director Bonus Pool	49,495	-	49,495
45	Human Resources and Governance	30,450	30,601	(151)
46	Total Other Discretionary Expenditures	79,945	30,601	49,344
		, 5,5-45	30,001	.5,544
47	Total Budget	\$ 1,255,817	\$ 1,056,284	\$ 199,533

Washington Vaccine Association Administrative Budget Status For Month of January 31, 2023

		A Approved Budget	B Actual January 31, 2023	C Budget Variance
1	Direct Processing Costs			
2	Administrator (Helms & Company, Inc.)	65,432	65,432	-
3	EDI /ACH Clearinghouse Maintenance (Helms & Company, Inc.)	3,750	3,750	-
4	Clearinghouse Intake Processing (Availity, Zelis, Etc.)	3,000	4,851	(1,851)
5	Lockbox and Bank Fees	4,000	5,394	(1,394)
6	Recovery and Compliance (Helms & Company, Inc.)	5,250	5,250	-
7	Lockbox Intake (OrboGraph)	6,920	11,058	(4,138)
8	Total Direct Processing Costs	88,352	95,734	(7,382)
9	Executive Director Costs and Related Support Fees			
10	Executive Director Salary	18,939	18,810	129
11	Payroll Taxes	1,449	1,749	(300)
12	Leased Employee per Check Fee	195	114	81
13	Executive Director Travel and Lodging, Education, and Other	5,417	1,700	3,717
14	Technology Support (Desktop and Telephony)	335	472	(137)
15	Total Executive Director Costs and Related Support Fees	26,335	22,846	3,489
16	Provider and Payer Education and Outreach			
17	Provider Education Materials, Development and Printing	6,250	40	6,210
18	Postage	1,250	-	1,250
19	Website and Information Technology	1,250	-	1,250
20	Technical Consultants	500	-	500
21	Provider Office Training Sessions	1,000	-	1,000
22	Advertising and Sponsorships	167	-	167
23	Hospitality	300	-	300
24	Provider Services Rep	6,728	-	6,728
25	Leased Employee per Check Fee		-	-
26	Total Provider and Payer Education and Outreach	17,445	40	17,405
27	Administrative Costs			
28	Legal - General Counsel and Governance	3,333	1,604	1,729
29	Audit Fees	-	-	-
30	Government Relations Consultants	417	-	417
31	Registered Agent Fee	-	-	-
32	Investment Management Fees	12,000	9,904	2,096
33	Office Supplies and Equipment	450	-	450
34	Rent	150	-	150
35	Other Admin Support Provided by Lessor	42	-	42
36	Board Retreat and Meetings	1,000	-	1,000
37	Insurance		40.40-	-
38	Cyber Liability	16,026	19,625	(3,599)
39	Directors and Officers	-		-
40	General Liability		105	(105)
41	Legal - Special Projects and Litigation	7,500		7,500
42	Total Administrative Costs	40,918	31,238	9,680
43	Other Discretionary Expenditures			
44	Executive Director Bonus Pool	49,495	-	49,495
45	Human Resources and Governance	4,350	3,600	750
46	Total Other Discretionary Expenditures	53,845	3,600	50,245
47	Total Budget	\$ 226,895	\$ 153,459	73,436



Washington Vaccine Association Notes to Financial Statements

For the Seven Months Ended January 31, 2023

Balance Sheet

Lines 2 and 4. Cash decreased in January by approximately \$836,000. Total cash and investments at month end are approximately \$49 million as compared to the budgeted cash position of \$52 million. The time-lag between the date of service and the receipt of payment has been considered when projecting cash reserves for FY2023.

Line 6. The Prepaid Vaccine amount includes the amount requested by the Washington Department of Health (DOH) for the February 2023 replenishment of vaccines. The amount includes the administrative fee of 1.4% which equaled \$82,633 included in the request.

Line 5. Members Estimated Collectible Assessments reflects the value of vaccine funding provided to the DOH for the purchase of vaccines for which the Association expects to receive an assessment payment.

Profit and Loss

Line 2. The amount reported as Assessments includes all assessments received in the month of July. The assessments are tracked in the accounting system using the procedure code and date of service supplied by the provider's remittance advice. While it is assumed that the provider utilized a vaccine that was purchased by the Department of Health in either the corresponding month or a prior month(s), there are too many variables in the purchasing process, the supply chain, and the utilization driving the remittance to provide certainty.

Line 6. The amount reported as 2% Waste is an estimate that was recorded through a journal entry. This estimate will be refined as we continue to process and track the amount of collectible assessments remaining from each DOH funding request. The amount remaining would likely represent vaccines that were not administered and would be considered waste. This will take several months of data before we are able to provide a more accurate estimate and therefore the 2% Waste estimate will continue to be used for the foreseeable future.

Line 7. The amount reported in January as Price Variance and Denials is the actual total of variances and denials identified through the lockbox transactions processed through OrboGraph.

Line 8. The DOH replenishment is the actual "cost" of the vaccines that are associated with the Assessments received in January.



Line 10. The amount reported as DOH Cost Recovery Admin Charge is the amount requested by the DOH for administrative expenses incurred in December. It was paid with the February 2023 replenishment of vaccines.

Other

Based upon a review of detailed assessment remittance data, the Association at times receives both over- and under-payments for remittances. Overpayments are repaid through the refunds process, through balance forward remittances, or through a separate, specific analysis. Utilizing the assessment remittance database, the Association has been able to identify several instances whereby a payer has been incorrectly denying or underpaying assessments for a variety of reasons. The Association's compliance efforts work with payers to resolve these discrepancies and may result in additional assessment revenue or refunds attributable to the current fiscal year that may or may not be related to the current fiscal year.



Ensuring Funds for Childhood Vaccines

2023-24 Vaccine Assessment Grid

Development

Presented to the

Washington Vaccine Association

Finance Committee

March 2, 2023







Presentation Overview

- 1. Process Timeline
- 2. Approach
- 3. Administrative Budget Assumptions
- 4. Model Assumptions Summary
- 5. 2023-24 Grid



1. 2023-24 Budget & Vaccine Grid Development Process

Executive Committee

- Milestone Review

Finance Committee

- Milestone Review
- Initial Budget Discussion
- Initial Cash Targets

External Data Delivered

- DOH Projections
- CDC Price List Updated

Model Updated

Board Meeting

- Finance Committee Report
- Budget Approval
- Grid Approval

23 Feb.

23 Mar.

6 Apr.

25 Apr.

16 Feb.

2 Mar.

1 Apr.

13 Apr.

Board Meeting

- Milestone Review
- Budget Update
- Cash Update

Executive Committee

- Initial Model Review
- Input to Budget
- Input to Cash Targets

Finance Committee

- Model Review
- Lockdown Budget
- Lockdown Cash Targets

Operations Committee

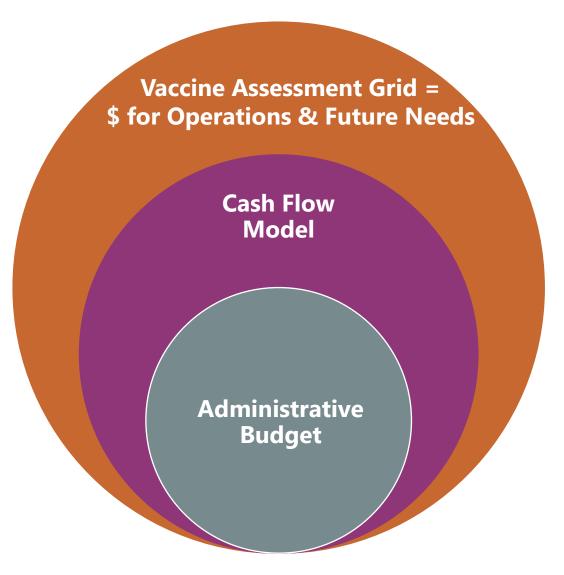
- Grid Finalization

Legend = Completed

Legend = Milestone

2. Integrated Approach

- 1. There is a nested relationship between the administrative budget, the cash flow model, and the vaccine assessment grid
- 2. Goals of the 2023-24 vaccine grid process include:
 - 1. Providing grid stability to minimize year-to-year fluctuation
 - 2. Maintain cash and reserves to a Board-approved level
 - 3. Ensure reserves for COVID and other new vaccines





3. Administrative Budget Assumptions

Does not Include FY2025-26.

WVA Budget Summary	Projected Budgeted Total	Budgeted Total	Budgeted Total	Budgeted Total	FY2024 Assumptions	% Change
WWA Budget Summary	FY 2023	FY 2024	FY 2025	FY 2026		
Direct Processing Costs						
Subtotal	1,060,224	1,146,713	1,146,713	1,146,713	Subtotal % Change	8%
Staff Costs and Related Support Fees						
Subtotal	375,124	434,514	434,514	434,514	Subtotal % Change	16%
Provider and Payer Education and Outreach						
Subtotal	128,600	146,600	146,600	146,600	Subtotal % Change	14%
Administrative Costs						
Subtotal	408,855	396,914	396,914	396,914	Subtotal % Change	-3%
Other Discretionary Expenditures						
Subtotal	101,695	64,904	64,904	64,904	Subtotal % Change	-36%
Total Budget	2,074,498	2,189,645	2,189,645	2,189,645	Total % Change	6%

3. FY24 Administrative Budget Assumptions

- Added Line Items
 - Benefit Stipend
- Deleted Line Items
 - Insurance
- Merged Line Items
 - Salaries
 - Stakeholder Liaison
- Increases/Decreases (+/- 10%)
 - Administrator
 - ↑ Clearinghouse Fees
 - Payroll Taxes
 - Benefit Stipend
 - ▶ PEO Leased Employee Fees

 - Technology Support (Desktop and Telephony)

- Technical Consultants
- Provider Office Training Sessions
- Legal, General Counsel and Governance
- Legal Special Projects and Litigation
- Investment Management Fees
- ◆ Office Supplies and Equipment
- Cyberliability Insurance
- ♠ Board D&O Insurance
- † Executive Director Bonus Pool
- Human Resources and Governance Consultants

Past / Future Budget Totals

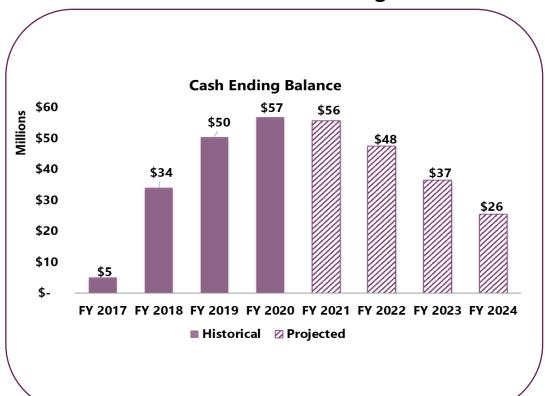
FY2021	FY2022	FY2023	FY2024	FY2025	FY2026
\$2.027M	\$1.856M	\$2.074M	\$2.189M	\$2.189M	\$2.189M



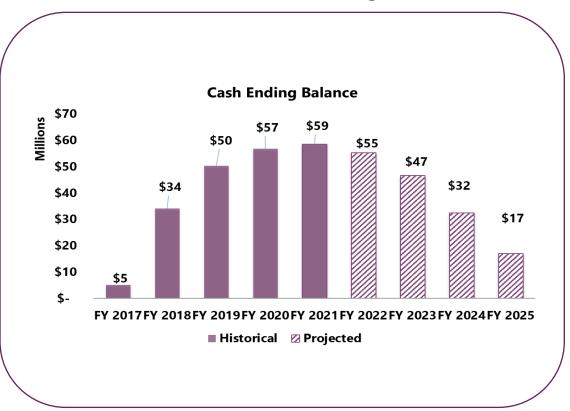


4. Historical and Model Projections End of FY Cash Balance – FY2017-24





FY 2023 Planning



4. Expected 2023 Vaccine Assessment Grid Changes

- New Vaccines Added 01/01/2023
 - Priorix (MMR)
 - VaxneuvanceTM (PCV15)
- New Vaccine Expected 07/01/2023
 - PCV20 (Prevnar 20®)
- Changing Presentations Expected 07/02/2023
 - Menveo and Rotarix

- New Vaccines in Pipeline
 - COVID
 - RSV
- COVID Vaccines
 - Bi-Valent 1x / Year
 - Single Dose Vial for Pfizer
 - Blended Price Across Vaccines
- Grid to Be Visually Re-Organized by Vaccine Category



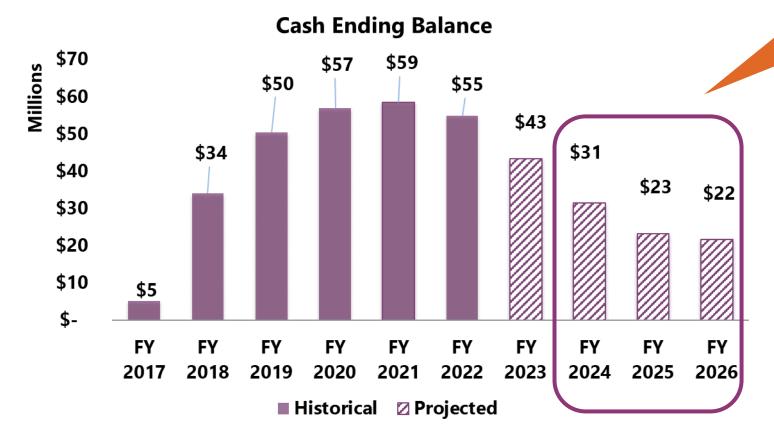
Updated in

April 2023.

4. Historical and Model Projections End of FY

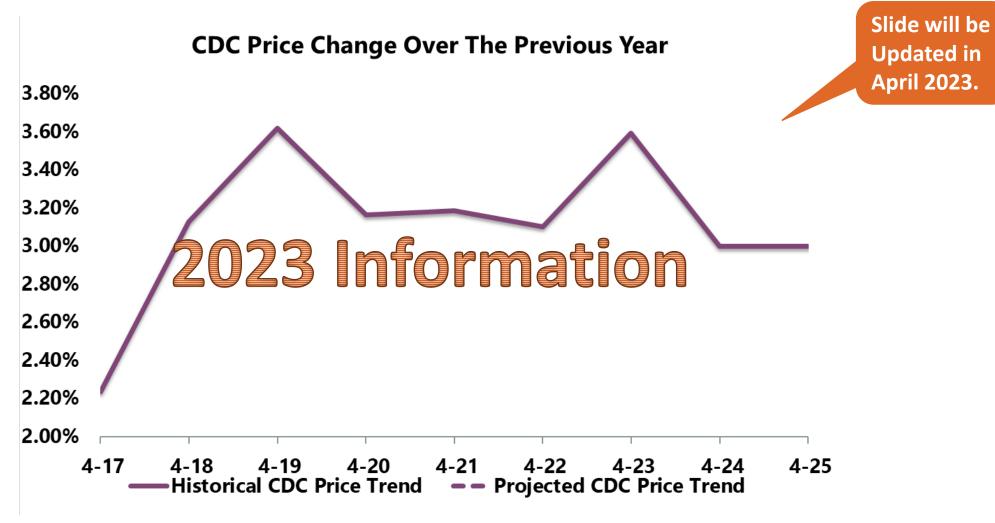
Cash Balance – FY2017-25

FY 2024 Planning

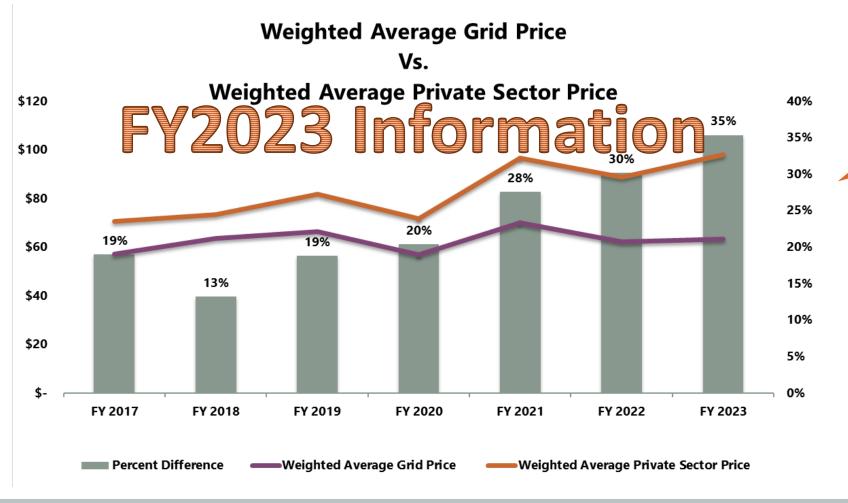


Preliminary Model Output for Discussion 03.02.2023.

4. CDC Price Change Over the Previous Year



4. Weighted Average Grid Price Vs. Weighted Average Private Sector Price



Expected Gap to Narrow Slightly in 2024; Updated in April 2023.

Preliminary.
Updated in
April 2023.

4. Model Assumptions Summary

Adjustment Variables	Assumptions					
	FY2023	FY2024	FY2025	FY2026		
Assessment Grid as Percent of Prior Year	100%	108%	108%	110%		
TRICARE Surcharge (3-Year Lock)	2.5%	2.5%	2.5%	2.5%		
DOH Indirect Charge	1.4%	1.4%	1.4%	1.4%		
DOH Cost Recovery Fee (2.8% Cap)	1.4%	1.4%	1.4%	1.4%		
Vaccine Wastage	2.7%	2.5%	2.4%	2.4%		
Denials	13.0%	7.0%	6.0%	5.0%		
Denial Recoveries	4.0%	1.0%	1.0%	1.0%		
Administrative Budget	\$2.07M	\$2.19M	\$2.19M	\$2.19M		
Cash "Burn Down" Amount	\$8.7M <mark>(\$11.7M)</mark>	\$11.8M	\$8.3M	\$1.5M		
Year End Balance	\$46.6M (\$43.3M)	\$31.5M	\$23.2M	\$21.7M		
CDC Price Increase	3.6%	3.0%	3.0%	3.0%		

4

WVA Financial Model				Projected Actual	Forecast Period - Absorbs Inf		nflation
WVA Financiai Wodei	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
Assumptions							
Assessment Grid as Percent of Prior Year					100.0%	103.0%	103.09
DOH Indirect Charge					1.4%	1.4%	1.49
DOH Cost Recovery Fee			Adjustmen	t Variables	1.4%	1.4%	1.49
Vaccine Wastage			Aujustinen	t variables	2.4%	2.4%	2.49
Denials					13.0%	11.5%	10.59
Denial Recoveries					4.0%	3.5%	2.59
Projected Unknown					15.4%	15.4%	15.49
Inflows/Outflows							
Assessment Davisonie	07.262.127	70.004.611	72.765.006	60 220 005	71 757 570	72 721 650	76 226 545
Assessment Revenue	87,262,137	79,804,611	72,765,986	69,229,085	71,757,578	73,731,650	76,236,545
Vaccine Replenishment	65,491,991	61,491,029	73,662,995	73,549,141	78,881,280	81,461,408	83,905,251
Investment Income	51,903	1,716,186	185,269	(652,934)	-	-	
TRICARE Expense Offset					-	-	
Gross Revenue	21,822,049	20,029,769	(711,740)	(4,972,990)	(7,123,702)	(7,729,758)	(7,668,705
Administrative Cost							
DOH Indirect Charge	_	(1,133,128)	(1,024,831)	(1,029,688)	(1,104,338)	(1,140,838)	(1,140,838
DOH Cost Recovery Fee	_	(462,339)	(1,049,102)	(889,315)	(1,104,338)	(1,140,838)	(1,140,838
Vaccine Wastage	_	(1,490,121)	(1,364,228)	(1,575,535)	(1,887,994)	(1,950,222)	(1,955,074
Denials	_	(8,081,070)	(9,821,218)	(8,999,781)	(8,378,525)	(7,794,442)	(8,028,275
Denial Recoveries	_	(0,00.,0.0)	6,507,841	2,138,973	2,552,606	1,855,820	1,911,494
Projected Unknown			11,190,849	15,676,599	11,083,914	11,416,431	11,758,924
Refunds		(467,342)	(372,311)	(375,563)	(349,200)	(349,200)	(349,200
Administrative Budget	(1,821,862)	(1,986,592)	(1,662,654)	(1,712,271)	(2,051,690)	(2,026,482)	(2,055,724
Total Administrative Cost	(1,821,862)	(13,620,592)	2,404,346	3,233,420	(1,239,565)	(1,129,773)	(999,531
Revenue in Excess of Expenditures	20,000,187	6,409,177	1,692,606	(1,739,570)	(8,363,267)	(8,859,531)	(8,668,237
Effect on Cash Reserves							
Cash Reserves Beginning Balance	34,130,094	50,477,971	56,887,148	58,579,754	56,840,184	48,476,918	39,617,386
Cash Generated/ (Used)	16,347,877	6,409,177	1,692,606	(1,739,570)	(8,363,267)	(8,859,531)	(8,668,237
Cash Reserves Ending Balance	50,477,971	56,887,148	58,579,754	56,840,184	48,476,918	39,617,386	30,949,150

Preliminary.
Updated in
April 2023.



4. Notes Related to DOH Projections

Slide will be **Updated** in **April 2023.**

- No new vaccines added for FY23
- Adjustments to periodic changes in VFC fund split
 - No changes from prior year. Federal FY2020 Population Estimates Survey VFC population was 53% and non-VFC eligible is 47%; the non-VFC population includes State privately insured, CHIP and CHP funding sources.
- DOH will recalculate in the summer of 2022.
 The pandemic's in pactors VANTOTTON
 - Doses ordered by providers fell and then mostly recovered but remain below pre-pandemic levels
 - DOH's FY22 projections assume about a 5% reduction with recovery in FY23
 - VFC-eligible Medicaid enrollment for Washington children <19 has steadily increased between April 2020 to December 2021
- Unclear when COVID-19 vaccines will no longer be paid for by the Federal government



5. 2022-23 Vaccine Grid

Washington Vaccine Association Assessment Grid
FOR ALL CLAIMS WITH A DATE OF SERVICE ON OR AFTER JULY 1, 2022.

For dosage-based assessment (DBA) billing used for commercially insured patients under the age of 19.

Please note that this WVA Assessment Grid, effective July 1, 2022, replaces the grid last updated on July 1, 2021. The grid lists vaccines and their corresponding CPT codes that are part of the dosage-based assessment (DBA) process for providers, health insurance carriers, and third party administrators. There are other childhood vaccines (and corresponding CPT codes) that are not included in the DBA process and, therefore, no assessment is needed. The availability of specific vaccine brands are determined by the manufacturer and not all brands of flu vaccine are offered through the Childhood Vaccine Process are considered to the constant of the process are considered to the constant of the process are constant of the process and their corresponding CPT codes that are part of the dosage-based assessment (DBA) process for providers, health insurance carriers, and third party administrators. There are other childhood vaccines (and corresponding CPT codes) that are not included in the DBA process and, therefore, no assessment is needed. The availability of specific vaccine brands are determined by the manufacturer and not all brands of flu vaccine are offered through the Childhood Vaccine Process are constant of the process and their corresponding CPT codes that are part of the dosage-based assessment (DBA) process for providers, health insurance carriers, and third party administrators. There are other childhood vaccines (and corresponding CPT codes) that are part of the dosage-based assessment as a constant of the process and the process are constant of the process are constant of the process and the process are constant of the process are constant of the process are

CPT Code	NDC Code / Packaging	CPT Code Description	Tradename	WVA Assessment Amount per dose from 07/01/2021 to 06/30/2022	For Reference: CDC Private Sector Cost/Dose 04/01/2022	WVA Assessment Amount per dose as from 07/01/2022 to 06/30/2023	Percent Change 07/01/2021 to 07/01/2022
90620	58160-0976-20 (10 pack – 1 dose syringe)	Meningococcal recombinant protein and outer membrane vesicle vaccine, serogroup B (MenB-4C), 2 dose schedule, for intramuscular use	Bexsero®	\$120.84	\$201.30	\$120.84	0.0%
90621	00005-0100-10 (10 pack – 1 dose syringe)	Menh of ccarre in an oppro in vacy e, sero our power laboration of the control of		ati		\$115.17	0.0%
90633	58160-0825-11 (10 pack – 1 dose vial) 58160-0825-52 (10 pack – 1 dose syringe) 00006-4095-02 (10 pack – 1 dose syringe)	Hepatitis A vaccine (HepA), pediatric/adolescent dosage-2 dose schedule, for intramuscular use	Havrix® IC Vaqta®	\$20.72	\$35.87 \$35.61	\$20.72	0.0%
90647	00006-4897-00 (10 pack – 1 dose vial)	Haemophilus influenzae type b v 1 lib PR OMP conjugate, 3 dose schedule, for intrace scular	PedvaxHIB®	\$13.54	\$28.05	\$13.54	0.0%
90648	49281-0545-03 (5 pack – 1 dose vial) 58160-0818-11 (10 pack – 1 dose vial)	Political muenzae type b vaccine (Hib), PRP-T conjugate, 4 dose neaule, for intramuscular use	ActHIB®	\$9.46	\$18.24 \$12.00	\$9.46	0.0%
90651	00006-4119-03 (10 pack – 1 dose vial) 00006-4121-02 (10 pack – 1 dose syringe)	Human Papillomavirus vaccine types 6, 11, 16, 18, 31, 33, 45, 52, 58, nonavalent (9vHPV), 2 or 3 dose schedule, for intramuscular use	Gardasil®9	\$189.08	\$253.60	\$189.08	0.0%
90670	00005-1971-02 (10 pack – 1 dose syringe)	Pneumococcal conjugate vaccine, 13 valent (PCV13), for intramuscular use	Prevnar 13 TM	\$144.84	\$226.43	\$144.84	0.0%

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Questions and Discussion