

**Family Care
MCO Financial Statement Summaries
YTD for Period Ending September 30, 2019**

	Inclusa	LCI	MCFCI	CCI	CWF	Total
Revenues						
Capitation	416,152,509	175,549,868	227,750,258	327,653,774	261,583,045	1,408,689,454
Interest Income- Operating Acct	283,231	0	0	0	409,702	692,933
Other Retro Adjustments, DHS	7,811,958	1,974,429	(207,306)	4,123,455	5,303,300	19,005,836
Other Income	41,095	111,216	41,953	0	0	194,264
Total Service Revenue	424,288,793	177,635,513	227,584,905	331,777,229	267,296,047	1,428,582,487

Expenses						
Member Service Expenses	388,854,886	168,820,174	222,385,432	323,050,535	269,387,603	1,372,498,630
Cost Share	(13,247,714)	(6,579,629)	(11,149,448)	(11,998,786)	(9,036,078)	(52,011,655)
Room & Board	(34,483,865)	(16,395,919)	(17,012,770)	(32,609,742)	(23,634,414)	(124,136,710)
Other Third Party	(12,417)	(154,904)	0	0	(75,117)	(242,438)
Net Member Services Expenses	341,110,890	145,689,722	194,223,214	278,442,007	236,641,994	1,196,107,827
Net Care Management Expenses	56,760,835	21,143,555	28,424,977	31,668,989	27,554,920	165,553,276
Administrative Expenses	17,880,096	6,571,756	7,304,319	7,518,597	10,554,592	49,829,360
Total Operating Expenses, CY	415,751,821	173,405,033	229,952,510	317,629,593	274,751,506	1,411,490,463
Income (Loss) from Operations, CY	8,536,972	4,230,480	(2,367,605)	14,147,636	(7,455,459)	17,092,024

Other (Revenue)/Expense, Ordinary						
Total Other (Revenue)/Expense	(2,011,794)	(122,363)	(3,366,245)	204,858	(15,270,553)	(20,566,097)
Net Income/ (Loss)	10,548,766	4,352,843	998,640	13,942,778	7,815,094	37,658,121

Member Months by FC Target Group						
Developmentally Disabled (DD)	50.7%	48.5%	34.5%	47.1%	49.1%	46.5%
Physically Disabled (PD)	16.0%	14.8%	17.5%	20.5%	15.2%	17.0%
Frail Elder (FE)	33.3%	36.7%	48.0%	32.4%	35.7%	36.5%
Total Member Months	133,081	53,081	78,556	101,716	78,014	444,449

Key Ratios (as % of Revenue)						
Member Service Expense, Net	80.4%	82.0%	85.3%	83.9%	88.5%	83.7%
Care Management Service Expense	13.4%	11.9%	12.5%	9.5%	10.3%	11.6%
Total Member Service Expense	93.8%	93.9%	97.8%	93.4%	98.8%	95.3%
Administrative Expense	4.2%	3.7%	3.2%	2.3%	3.9%	3.5%
Total Operating Expense	98.0%	97.6%	101.0%	95.7%	102.7%	98.8%
Income (Loss) from Operations, CY	2.0%	2.4%	-1.0%	4.3%	-2.7%	1.2%
Net Income/(Loss)	2.5%	2.5%	0.4%	4.2%	2.9%	2.6%

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Summary PMPM Presentation						
Revenues						
Capitation	3,127.06	3,307.21	2,899.21	3,221.26	3,353.03	3,169.52
Interest Income- Operating Acct	2.13	0.00	0.00	0.00	5.25	1.56
Other Retro Adjustments, DHS	58.70	37.20	(2.64)	40.54	67.98	42.76
Other Income	0.31	2.10	0.53	0.00	0.00	0.44
Total Revenues	3,188.20	3,346.51	2,897.10	3,261.80	3,426.26	3,214.28
Expenses						
Total Member Service Expenses	2,921.94	3,180.43	2,830.92	3,176.01	3,453.07	3,088.09
Cost Share	(99.55)	(123.95)	(141.93)	(117.97)	(115.83)	(117.03)
Room & Board	(259.12)	(308.88)	(216.57)	(320.60)	(302.95)	(279.30)
Other Third Party	(0.09)	(2.92)	0.00	0.00	(0.96)	(0.55)
Net Member Service Expenses	2,563.18	2,744.68	2,472.42	2,737.44	3,033.33	2,691.21
Net Care Management Expenses	426.51	398.33	361.84	311.35	353.21	372.49
Administrative Expenses	134.36	123.81	92.98	73.92	135.29	112.11
Total Operating Expenses, CY	3,124.05	3,266.82	2,927.24	3,122.71	3,521.83	3,175.80
Income (Loss) from Operations, CY	64.15	79.69	(30.14)	139.09	(95.57)	38.48
Other (Revenue)/Expense, Ordinary						
Total Other (Revenue)/Expense	(15.12)	(2.31)	(42.85)	2.01	(195.74)	(46.27)
Net Income/(Loss)	79.27	82.00	12.71	137.08	100.17	84.75
Member Months by FC Target Group						
Developmentally Disabled (DD)	50.7%	48.5%	34.5%	47.1%	49.1%	46.5%
Physically Disabled (PD)	16.0%	14.8%	17.5%	20.5%	15.2%	17.0%
Frail Elder (FE)	33.3%	36.7%	48.0%	32.4%	35.7%	36.5%
Total Member Months	133,081	53,081	78,556	101,716	78,014	444,449

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	Inclusa	LCI	MCFCI	CCI	CWF	Total
Solvency Protection						
Working Capital						
Current Assets	87,094,532	32,121,755	65,622,989	66,401,035	42,342,943	293,583,254
Current Liabilities	49,136,405	21,406,515	33,701,479	44,319,294	46,499,379	195,063,072
Working Capital (Curr Assets- Curr Liab)	37,958,127	10,715,240	31,921,510	22,081,741	(4,156,436)	98,520,182
Working Capital Requirement	16,399,616	7,042,951	8,926,302	13,007,467	9,996,069	55,372,405
Excess/(shortage)	21,558,511	3,672,289	22,995,208	9,074,274	(14,152,505)	43,147,777
Restricted Reserve						
Current Restricted Reserve	6,511,209	3,384,492	4,200,000	5,606,642	4,395,428	24,097,771
Restricted Reserve Requirement	6,466,539	3,347,650	3,975,434	5,335,822	4,332,023	23,457,468
Excess/(shortage)	44,670	36,842	224,566	270,820	63,405	640,303
Solvency Fund						
Current Solvency Fund	3,494,620	1,418,830	2,169,687	2,720,000	2,056,490	11,859,627
Solvency Fund Requirement	3,494,620	1,418,830	2,051,790	2,719,600	2,056,490	11,741,330
Excess/(shortage)	0	0	117,897	400	0	118,297
*Restricted Equity - Solvency Protection	26,360,775	11,809,431	14,953,526	21,062,889	16,384,582	90,571,203
Other Equity	23,436,370	5,594,039	35,980,154	15,271,276	(11,883,050)	68,398,789
**Total Equity	49,797,145	17,403,470	50,933,680	36,334,165	4,501,532	158,969,992

*Restricted Equity-Solvency Protection is the calculated sum of the Working Capital, Restricted Reserve, and Solvency Fund requirements

**Total Equity includes restricted and unrestricted equity, and availability of equity for investment in or support of current year operations should not be assumed.

CWF results reflect the reversal of a premium deficiency reserve.

The DHS presentation of financial results is a subset of the full financial statement reports from the MCOs and reviewed for reasonableness. The MCO financial reporting is on a generally accepted accounting principals (GAAP) basis. Financial reporting is technical in nature and no party should use, or make assumptions about, the results without a thorough understanding of the program and health care industry financial reporting.