

Family Care
MCO Financial Statement Summaries
YTD for Period Ending September 30, 2020

	Inclusa	LCI	MCW	CCI	Total
Revenues					
Capitation	434,921,439	225,200,653	453,763,579	343,729,150	1,457,614,821
Interest Income- Operating Acct	784,169	0	62,547	0	846,716
Other Retro Adjustments, DHS	9,056,469	2,422,177	5,042,263	3,622,071	20,142,980
Other Income	45,294	38,694	47,378	0	131,366
Total Service Revenue	444,807,371	227,661,524	458,915,767	347,351,221	1,478,735,883
Expenses					
Member Service Expenses	401,596,560	215,868,703	443,024,327	327,702,755	1,388,192,345
Cost Share	(12,805,210)	(7,106,196)	(18,813,844)	(12,763,524)	(51,488,774)
Room & Board	(35,578,116)	(20,208,882)	(39,232,067)	(33,669,463)	(128,688,528)
Other Third Party	(9,234)	(110,139)	(103,664)	0	(223,037)
Net Member Services Expenses	353,204,000	188,443,486	384,874,752	281,269,768	1,207,792,006
Net Care Management Expenses	57,128,128	25,682,799	48,778,890	34,220,612	165,810,429
Administrative Expenses	17,995,757	7,737,456	17,104,571	7,629,897	50,467,681
Total Operating Expenses, CY	428,327,885	221,863,741	450,758,213	323,120,277	1,424,070,116
Income (Loss) from Operations, CY	16,479,486	5,797,783	8,157,554	24,230,944	54,665,767
Other (Revenue)/Expense, Ordinary					
Total Other (Revenue)/Expense	1,764,830	758,814	(3,548,061)	(5,190,459)	(6,214,876)
Net Income/ (Loss)	14,714,656	5,038,969	11,705,615	29,421,403	60,880,643
Member Months by FC Target Group					
Developmentally Disabled (DD)	49.5%	48.6%	39.7%	45.4%	45.3%
Physically Disabled (PD)	16.5%	15.2%	17.5%	20.6%	17.5%
Frail Elder (FE)	34.0%	36.2%	42.8%	34.0%	37.2%
Total Member Months	137,580	67,027	145,903	105,166	455,677
Key Ratios (as % of Revenue)					
Member Service Expense, Net	79.4%	82.8%	83.9%	81.0%	81.7%
Care Management Service Expense	12.8%	11.3%	10.6%	9.9%	11.2%
Total Member Service Expense	92.2%	94.1%	94.5%	90.9%	92.9%
Administrative Expense	4.0%	3.4%	3.7%	2.2%	3.4%
Total Operating Expense	96.2%	97.5%	98.2%	93.1%	96.3%
Income (Loss) from Operations, CY	3.8%	2.5%	1.8%	6.9%	3.7%
Net Income/(Loss)	3.3%	2.2%	2.6%	8.5%	4.1%

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Summary PMPM Presentation					
Revenues					
Capitation	3,161.22	3,359.83	3,110.03	3,268.44	3,198.79
Interest Income- Operating Acct	5.70	0.00	0.43	0.00	1.86
Other Retro Adjustments, DHS	65.83	36.14	34.56	34.44	44.20
Other Income	0.33	0.58	0.32	0.00	0.29
Total Revenues	3,233.08	3,396.55	3,145.35	3,302.88	3,245.14
Expenses					
Total Member Service Expenses	2,919.00	3,220.60	3,036.43	3,116.05	3,046.44
Cost Share	(93.07)	(106.02)	(128.95)	(121.37)	(112.99)
Room & Board	(258.60)	(301.50)	(268.89)	(320.16)	(282.41)
Other Third Party	(0.07)	(1.64)	(0.71)	0.00	(0.49)
Net Member Service Expenses	2,567.26	2,811.44	2,637.88	2,674.52	2,650.55
Net Care Management Expenses	415.23	383.17	334.32	325.40	363.88
Administrative Expenses	130.80	115.44	117.23	72.55	110.75
Total Operating Expenses, CY	3,113.29	3,310.05	3,089.43	3,072.47	3,125.18
Income (Loss) from Operations, CY	119.79	86.50	55.92	230.41	119.96
Other (Revenue)/Expense, Ordinary					
Total Other (Revenue)/Expense	12.83	11.32	(24.32)	(49.35)	(13.64)
Net Income/(Loss)	106.96	75.18	80.24	279.76	133.60
Member Months by FC Target Group					
Developmentally Disabled (DD)	49.5%	48.6%	39.7%	45.4%	45.3%
Physically Disabled (PD)	16.5%	15.2%	17.5%	20.6%	17.5%
Frail Elder (FE)	34.0%	36.2%	42.8%	34.0%	37.2%
Total Member Months	137,580	67,027	145,903	105,166	455,676

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Solvency Protection					
Working Capital					
Current Assets	110,077,601	44,873,815	130,430,962	98,433,545	383,815,923
Current Liabilities	52,728,743	28,540,108	77,823,661	48,125,350	207,217,862
Working Capital (Curr Assets- Curr Liab)	57,348,858	16,333,707	52,607,301	50,308,195	176,598,061
Working Capital Requirement	17,068,045	8,479,781	17,919,295	13,637,125	57,104,246
Excess/(shortage)	40,280,813	7,853,926	34,688,006	36,671,070	119,493,815
Restricted Reserve					
Current Restricted Reserve	6,759,769	3,847,465	6,985,485	5,754,919	23,347,638
Restricted Reserve Requirement	6,689,348	3,826,594	6,973,098	5,545,708	23,034,748
Excess/(shortage)	70,421	20,871	12,387	209,211	312,890
Solvency Fund					
Current Solvency Fund	3,633,075	1,709,610	3,891,891	2,814,000	12,048,576
Solvency Fund Requirement	3,633,075	1,709,610	3,891,891	2,808,440	12,043,016
Excess/(shortage)	0	0	0	5,560	5,560
*Restricted Equity - Solvency Protection	27,390,468	14,015,985	28,784,284	21,991,273	92,182,010
Other Equity	45,739,304	10,078,249	48,450,402	46,005,871	150,273,826
**Total Equity	73,129,772	24,094,234	77,234,686	67,997,144	242,455,836

*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.

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.