

Family Care
MCO Financial Statement Summaries
YTD for Period Ending March 31, 2018

	Inclusa	LCI	MCFCI	CCI	CWF	Total
Revenues						
Capitation	137,655,732	48,689,465	71,441,124	95,669,519	70,632,090	424,087,930
Interest Income- Operating Acct	29,755	18,002	0	0	48,490	96,247
Other Retro Adjustments, DHS	820,145	702,000	(661,928)	1,844,347	0	2,704,564
Other Income	30,323	9,830	19,742	(839,930)	1,357,403	577,368
Total Service Revenue	138,535,955	49,419,297	70,798,938	96,673,936	72,037,983	427,466,109

Expenses						
Member Service Expenses	126,834,173	48,343,060	67,027,366	98,625,675	73,561,609	414,391,883
Cost Share	(4,417,486)	(1,752,737)	(3,659,239)	(3,449,573)	(2,514,321)	(15,793,356)
Room & Board	(11,794,062)	(4,534,683)	(5,227,626)	(9,970,228)	(6,793,849)	(38,320,448)
Other Third Party	(2,121)	0	0	0	(23,986)	(26,107)
Net Member Services Expenses	110,620,504	42,055,640	58,140,501	85,205,874	64,229,453	360,251,972

Net Care Management Expenses	19,082,662	5,932,789	8,194,645	9,650,974	8,767,159	51,628,229
------------------------------	------------	-----------	-----------	-----------	-----------	------------

Administrative Expenses	5,960,081	1,908,530	2,659,283	2,387,954	3,053,516	15,969,364
-------------------------	-----------	-----------	-----------	-----------	-----------	------------

Total Operating Expenses, CY	135,663,247	49,896,959	68,994,429	97,244,802	76,050,128	427,849,565
-------------------------------------	--------------------	-------------------	-------------------	-------------------	-------------------	--------------------

Income (Loss) from Operations, CY	2,872,708	(477,662)	1,804,509	(570,866)	(4,012,145)	(383,456)
--	------------------	------------------	------------------	------------------	--------------------	------------------

Other (Revenue)/Expense, Ordinary

Total Other (Revenue)/Expense	(144,443)	(25,755)	(161,349)	(47,406)	(1,466,414)	(1,845,367)
-------------------------------	-----------	----------	-----------	----------	-------------	-------------

Net Income/ (Loss)	3,017,151	(451,907)	1,965,858	(523,460)	(2,545,731)	1,461,911
---------------------------	------------------	------------------	------------------	------------------	--------------------	------------------

Member Months by FC Target Group

Developmentally Disabled (DD)	49.2%	50.1%	27.2%	47.6%	49.6%	45.0%
Physically Disabled (PD)	16.2%	14.3%	19.9%	20.6%	15.1%	17.5%
Frail Elder (FE)	34.6%	35.6%	52.9%	31.8%	35.3%	37.5%
Total Member Months	45,675	15,667	25,410	31,940	23,025	141,718

Key Ratios (as % of Revenue)

Member Service Expense, Net	79.8%	85.1%	82.1%	88.1%	89.2%	84.3%
Care Management Service Expense	13.8%	12.0%	11.6%	10.0%	12.2%	12.1%
Total Member Service Expense	93.6%	97.1%	93.7%	98.1%	101.4%	96.4%
Administrative Expense	4.3%	3.9%	3.8%	2.5%	4.2%	3.7%
Total Operating Expense	97.9%	101.0%	97.5%	100.6%	105.6%	100.1%
Income (Loss) from Operations, CY	2.1%	-1.0%	2.5%	-0.6%	-5.6%	-0.1%
Net Income/(Loss)	2.2%	-0.9%	2.80%	-0.5%	-3.5%	0.3%

Family Care
MCO Financial Statement Summaries
YTD for Period Ending March 31, 2018

	Inclusa	LCI	MCFCI	CCI	CWF	Total
Summary PMPM Presentation						
Revenues						
Capitation	3,013.79	3,107.87	2,811.49	2,995.29	3,067.56	2,992.49
Interest Income- Operating Acct	0.65	1.15	0.00	0.00	2.11	0.68
Other Retro Adjustments, DHS	17.96	44.81	(26.05)	57.74	0.00	19.08
Other Income	0.66	0.63	0.78	(26.30)	58.95	4.07
Total Revenues	3,033.06	3,154.46	2,786.22	3,026.73	3,128.62	3,016.32
Expenses						
Total Member Service Expenses	2,776.87	3,085.76	2,637.79	3,087.84	3,194.79	2,924.07
Cost Share	(96.72)	(111.88)	(144.01)	(108.00)	(109.20)	(111.44)
Room & Board	(258.22)	(289.45)	(205.73)	(312.15)	(295.06)	(270.40)
Other Third Party	(0.05)	0.00	0.00	0.00	(1.03)	(0.18)
Net Member Service Expenses	2,421.88	2,684.43	2,288.05	2,667.69	2,789.50	2,542.05
Net Care Management Expenses	417.79	378.69	322.49	302.16	380.76	364.30
Administrative Expenses	130.49	121.82	104.65	74.76	132.61	112.68
Total Operating Expenses, CY	2,970.16	3,184.94	2,715.19	3,044.61	3,302.87	3,019.03
Income (Loss) from Operations, CY	62.90	(30.48)	71.03	(17.88)	(174.25)	(2.71)
Other (Revenue)/Expense, Ordinary						
Total Other (Revenue)/Expense	(3.16)	(1.64)	(6.35)	(1.48)	(63.69)	(13.02)
Net Income/(Loss)	66.06	(28.84)	77.38	(16.40)	(110.56)	10.31
Member Months by FC Target Group						
Developmentally Disabled (DD)	49.2%	50.1%	27.2%	47.6%	49.6%	45.0%
Physically Disabled (PD)	16.2%	14.3%	19.9%	20.6%	15.1%	17.5%
Frail Elder (FE)	34.6%	35.6%	52.9%	31.8%	35.3%	37.5%
Total Member Months	45,675	15,667	25,410	31,940	23,025	141,718

Family Care
MCO Financial Statement Summaries
YTD for Period Ending March 31, 2018

	Inclusa	LCI	MCFCI	CCI	CWF	Total
Solvency Protection						
Working Capital						
Current Assets	62,534,503	28,185,088	66,699,842	59,323,871	57,475,073	274,218,377
Current Liabilities	50,711,127	18,076,028	30,545,180	44,604,378	38,007,484	181,944,197
Working Capital (Curr Assets- Curr Liab)	11,823,376	10,109,060	36,154,662	14,719,493	19,467,589	92,274,180
Working Capital Requirement	16,855,318	5,824,638	9,494,950	11,703,701	9,285,563	53,164,170
Excess/(shortage)	(5,031,942)	4,284,422	26,659,712	3,015,792	10,182,026	39,110,010

Restricted Reserve						
Current Restricted Reserve	6,619,054	2,951,772	4,200,000	4,993,032	4,098,779	22,862,637
Restricted Reserve Requirement	6,618,439	2,941,546	4,164,983	4,901,234	4,095,188	22,721,390
Excess/(shortage)	615	10,226	35,017	91,798	3,591	141,247

Solvency Fund						
Current Solvency Fund	3,757,480	1,243,300	2,169,687	2,590,000	1,981,310	11,741,777
Solvency Fund Requirement	3,748,520	1,243,300	2,169,687	2,585,460	1,981,310	11,728,277
Excess/(shortage)	8,960	0	0	4,540	0	13,500

*Restricted Equity - Solvency Protection	27,222,277	10,009,483	15,829,620	19,190,395	15,362,061	87,613,836
Other Equity	(2,326,006)	5,224,983	30,061,670	9,354,397	12,914,298	55,229,342
**Total Equity	24,896,271	15,234,466	45,891,290	28,544,792	28,276,359	142,843,178

*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.