

Family Care
MCO Financial Statement Summaries
YTD for Period Ending September 30, 2017

	Inclusa	LCI	MCFCI	CCI	CWF	Total
Revenues						
Capitation	403,998,699	130,981,770	211,168,452	285,201,821	196,232,421	1,227,583,163
Interest Income- Operating Acct	122,473	0	0	0	81,199	203,672
Other Retro Adjustments, DHS	3,011,985	1,241,836	(442,685)	1,238,551	2,389,225	7,438,912
Other Income	33,719	95,561	(112,715)	(0)	23,077	39,642
Total Service Revenue	407,166,876	132,319,167	210,613,052	286,440,372	198,725,922	1,235,265,389

Expenses						
Member Service Expenses	385,766,206	129,584,287	197,381,153	283,872,396	191,125,132	1,187,729,174
Cost Share	(13,927,015)	(4,603,705)	(11,275,703)	(9,570,843)	(6,936,193)	(46,313,459)
Room & Board	(34,226,321)	(12,116,838)	(14,972,433)	(28,410,600)	(17,748,770)	(107,474,962)
Other Third Party	(7,168)	(45,333)	0	0	(67,736)	(120,237)
Net Member Services Expenses	337,605,702	112,818,411	171,133,017	245,890,953	166,372,433	1,033,820,516

Net Care Management Expenses	58,634,428	15,477,724	23,387,765	27,678,982	21,372,033	146,550,932
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Administrative Expenses	21,881,974	5,255,602	7,301,110	6,789,187	8,258,174	49,486,047
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Total Operating Expenses, CY	418,122,104	133,551,737	201,821,892	280,359,122	196,002,640	1,229,857,495
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Income (Loss) from Operations, CY	(10,955,228)	(1,232,570)	8,791,160	6,081,250	2,723,282	5,407,894
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Other (Revenue)/Expense, Ordinary

Total Other (Revenue)/Expense	(1,396,325)	(2,259,098)	(7,094,163)	(580,850)	(4,212,712)	(15,543,148)
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Net Income/ (Loss)	(9,558,903)	1,026,528	15,885,323	6,662,100	6,935,994	20,951,042
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Member Months by FC Target Group

Developmentally Disabled (DD)	45.3%	49.5%	30.0%	47.3%	49.5%	44.0%
Physically Disabled (PD)	18.3%	15.3%	18.1%	20.8%	15.2%	18.0%
Frail Elder (FE)	36.4%	35.2%	51.9%	31.9%	35.3%	38.0%
Total Member Months	138,736	41,804	76,218	91,549	61,635	409,942

Key Ratios (as % of Revenue)

Member Service Expense, Net	82.9%	85.3%	81.2%	85.8%	83.7%	83.7%
Care Management Service Expense	14.4%	11.7%	11.1%	9.7%	10.8%	11.9%
Total Member Service Expense	97.3%	97.0%	92.3%	95.5%	94.5%	95.6%
Administrative Expense	5.4%	4.0%	3.5%	2.4%	4.2%	4.0%
Total Operating Expense	102.7%	101.0%	95.8%	97.9%	98.7%	99.6%
Income (Loss) from Operations, CY	-2.7%	-1.0%	4.2%	2.1%	1.3%	0.4%
Net Income/(Loss)	-2.3%	0.8%	7.5%	2.3%	3.5%	1.7%

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Summary PMPM Presentation						
Revenues						
Capitation	2,912.00	3,133.24	2,770.58	3,115.29	3,183.76	2,994.53
Interest Income- Operating Acct	0.88	0.00	0.00	0.00	1.32	0.50
Other Retro Adjustments, DHS	21.71	29.71	(5.81)	13.53	38.76	18.15
Other Income	0.24	2.29	(1.48)	(0.00)	0.37	0.10
Total Revenues	2,934.83	3,165.24	2,763.29	3,128.82	3,224.21	3,013.28
Expenses						
Total Member Service Expenses	2,780.58	3,099.81	2,589.69	3,100.77	3,100.90	2,897.31
Cost Share	(100.39)	(110.13)	(147.94)	(104.55)	(112.54)	(112.98)
Room & Board	(246.70)	(289.85)	(196.44)	(310.33)	(287.96)	(262.17)
Other Third Party	(0.05)	(1.08)	0.00	0.00	(1.10)	(0.29)
Net Member Service Expenses	2,433.44	2,698.75	2,245.31	2,685.89	2,699.30	2,521.87
Net Care Management Expenses	422.63	370.25	306.85	302.34	346.75	357.49
Administrative Expenses	157.72	125.72	95.79	74.16	133.98	120.71
Total Operating Expenses, CY	3,013.79	3,194.72	2,647.95	3,062.39	3,180.03	3,000.07
Income (Loss) from Operations, CY	(78.96)	(29.48)	115.34	66.43	44.18	13.21
Other (Revenue)/Expense, Ordinary						
Total Other (Revenue)/Expense	(10.06)	(54.04)	(93.08)	(6.34)	(68.35)	(37.92)
Net Income/(Loss)	(68.90)	24.56	208.42	72.77	112.53	51.13
Member Months by FC Target Group						
Developmentally Disabled (DD)	45.3%	49.5%	30.0%	47.3%	49.5%	44.0%
Physically Disabled (PD)	18.3%	15.3%	18.1%	20.8%	15.2%	18.0%
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Solvency Protection						
Working Capital						
Current Assets	67,580,840	26,011,585	59,700,296	58,340,776	59,078,980	270,712,477
Current Liabilities	51,215,605	16,203,622	26,770,771	38,927,337	36,697,536	169,814,871
Working Capital (Curr Assets- Curr Liab)	16,365,235	9,807,963	32,929,525	19,413,439	22,381,444	100,897,606
Working Capital Requirement	16,412,935	5,368,474	8,699,393	11,171,469	7,663,648	49,315,919
Excess/(shortage)	(47,700)	4,439,489	24,230,132	8,241,970	14,717,796	51,581,687
Restricted Reserve						
Current Restricted Reserve	6,471,626	2,795,662	3,903,027	4,845,416	3,556,009	21,571,740
Restricted Reserve Requirement	6,470,978	2,789,491	3,899,798	4,723,823	3,554,549	21,438,639
Excess/(shortage)	648	6,171	3,229	121,593	1,460	133,101
Solvency Fund						
Current Solvency Fund	3,753,000	1,133,390	2,103,727	2,375,000	1,588,100	10,953,217
Solvency Fund Requirement	3,753,000	1,133,390	2,103,727	2,357,160	1,581,370	10,928,647
Excess/(shortage)	0	0	0	17,840	6,730	24,570
*Restricted Equity - Solvency Protection	26,636,913	9,291,355	14,702,918	18,252,452	12,799,567	81,683,205
Other Equity	3,322,588	5,469,434	26,868,632	15,014,677	17,291,482	67,966,812
**Total Equity	29,959,501	14,760,789	41,571,550	33,267,129	30,091,049	149,650,018

*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.