

Family Care
MCO Financial Statement Summaries
YTD for Period Ending December 31, 2017

	Audited Inclusa	Audited LCI	Audited MCFCI	Audited CCI	Audited CWF	Total
Revenues						
Capitation	538,854,501	178,015,131	281,004,480	383,537,528	264,906,523	1,646,318,163
Interest Income- Operating Acct	152,416	0	0	0	109,348	261,764
Other Retro Adjustments, DHS	4,210,642	3,378,163	(1,243,861)	1,403,632	2,514,854	10,263,430
Other Income	100,639	107,574	61,457	(2,950,014)	23,078	(2,657,266)
Total Service Revenue	543,318,198	181,500,868	279,822,076	381,991,146	267,553,803	1,654,186,091

Expenses						
Member Service Expenses	519,774,621	177,096,022	263,321,697	384,182,279	258,619,102	1,602,993,721
Cost Share	(18,601,070)	(6,391,896)	(13,995,891)	(12,695,210)	(9,431,733)	(61,115,800)
Room & Board	(45,774,267)	(16,505,136)	(20,458,796)	(37,960,145)	(24,107,270)	(144,805,614)
Other Third Party	(10,866)	(72,139)	0	0	(93,350)	(176,355)
Net Member Services Expenses	455,388,418	154,126,851	228,867,010	333,526,924	224,986,749	1,396,895,952

Net Care Management Expenses	79,250,244	21,332,668	31,443,586	37,017,392	28,646,267	197,690,157
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Administrative Expenses	28,424,861	6,924,643	9,726,514	9,076,013	10,983,191	65,135,222
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Total Operating Expenses, CY	563,063,523	182,384,162	270,037,110	379,620,329	264,616,207	1,659,721,331
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Income (Loss) from Operations, CY	(19,745,325)	(883,294)	9,784,966	2,370,817	2,937,596	(5,535,240)
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Other (Revenue)/Expense, Ordinary

Total Other (Revenue)/Expense	(2,036,017)	(3,139,952)	(928,267)	(220,365)	(5,029,440)	(11,354,041)
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Net Income/ (Loss)	(17,709,308)	2,256,658	10,713,233	2,591,182	7,967,036	5,818,801
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Member Months by FC Target Group

Developmentally Disabled (DD)	46.0%	49.8%	30.6%	47.4%	49.7%	44.4%
Physically Disabled (PD)	17.8%	15.1%	18.0%	20.7%	14.8%	17.7%
Frail Elder (FE)	36.2%	35.1%	51.4%	31.9%	35.5%	37.9%
Total Member Months	185,239	56,951	101,635	123,239	83,478	550,542

Key Ratios (as % of Revenue)

Member Service Expense, Net	83.8%	84.9%	81.8%	87.3%	84.1%	84.4%
Care Management Service Expense	14.6%	11.8%	11.2%	9.7%	10.7%	12.0%
Total Member Service Expense	98.4%	96.7%	93.0%	97.0%	94.8%	96.4%
Administrative Expense	5.2%	3.8%	3.5%	2.4%	4.1%	3.9%
Total Operating Expense	103.6%	100.5%	96.5%	99.4%	98.9%	100.3%
Income (Loss) from Operations, CY	-3.6%	-0.5%	3.5%	0.6%	1.1%	-0.3%
Net Income/(Loss)	-3.3%	1.2%	3.8%	0.7%	3.0%	0.4%

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Summary PMPM Presentation						
Revenues						
Capitation	2,908.97	3,125.76	2,764.84	3,112.15	3,173.39	2,990.36
Interest Income- Operating Acct	0.83	0.00	0.00	0.00	1.31	0.48
Other Retro Adjustments, DHS	22.73	59.32	(12.24)	11.39	30.13	18.64
Other Income	0.54	1.89	0.60	(23.94)	0.27	(4.83)
Total Revenues	2,933.07	3,186.97	2,753.20	3,099.60	3,205.10	3,004.65
Expenses						
Total Member Service Expenses	2,805.97	3,109.62	2,590.85	3,117.37	3,098.07	2,911.67
Cost Share	(100.42)	(112.23)	(137.71)	(103.01)	(112.98)	(111.01)
Room & Board	(247.11)	(289.81)	(201.30)	(308.02)	(288.79)	(263.02)
Other Third Party	(0.06)	(1.27)	0.00	0.00	(1.12)	(0.32)
Net Member Service Expenses	2,458.38	2,706.31	2,251.84	2,706.34	2,695.18	2,537.32
Net Care Management Expenses	427.83	374.58	309.38	300.37	343.16	359.08
Administrative Expenses	153.45	121.59	95.70	73.65	131.57	118.31
Total Operating Expenses, CY	3,039.66	3,202.48	2,656.92	3,080.36	3,169.91	3,014.71
Income (Loss) from Operations, CY	(106.59)	(15.51)	96.28	19.24	35.19	(10.06)
Other (Revenue)/Expense, Ordinary						
Total Other (Revenue)/Expense	(10.99)	(55.13)	(9.13)	(1.79)	(60.25)	(20.62)
Net Income/(Loss)	(95.60)	39.62	105.41	21.03	95.44	10.56
Member Months by FC Target Group						
Developmentally Disabled (DD)	46.0%	49.8%	30.6%	47.4%	49.7%	44.4%
Physically Disabled (PD)	17.8%	15.1%	18.0%	20.7%	14.8%	17.7%
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Solvency Protection						
Working Capital						
Current Assets	63,968,020	29,549,112	63,395,142	59,140,885	59,431,433	275,484,592
Current Liabilities	55,345,967	18,389,277	29,206,573	43,949,057	36,716,420	183,607,294
Working Capital (Curr Assets- Curr Liab)	8,622,053	11,159,835	34,188,569	15,191,828	22,715,013	91,877,298
Working Capital Requirement	16,412,935	5,368,474	8,699,393	11,171,469	7,663,648	49,315,919
Excess/(shortage)	(7,790,882)	5,791,361	25,489,176	4,020,359	15,051,365	42,561,379

Restricted Reserve						
Current Restricted Reserve	6,472,115	2,798,951	4,200,000	5,026,511	3,558,225	22,055,802
Restricted Reserve Requirement	6,470,978	2,789,491	3,899,798	4,723,823	3,554,549	21,438,639
Excess/(shortage)	1,137	9,460	300,202	302,688	3,676	617,163

Solvency Fund						
Current Solvency Fund	3,753,000	1,133,390	2,169,687	2,375,000	1,588,100	11,019,177
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	65,960	17,840	6,730	90,530

*Restricted Equity - Solvency Protection	26,636,913	9,291,355	14,702,918	18,252,452	12,799,567	81,683,205
Other Equity	(4,757,793)	6,757,979	29,103,905	10,746,472	18,322,523	60,173,086
**Total Equity	21,879,120	16,049,334	43,806,823	28,998,924	31,122,090	141,856,291

*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.