

**Family Care**  
**MCO Financial Statement Summaries**  
**YTD for Period Ending March 31, 2019**

	Inclusa	LCI	MCFCI	CCI	CWF	Total
<b>Revenues</b>						
Capitation	138,350,207	57,179,417	74,908,385	107,518,781	84,060,771	462,017,561
Interest Income- Operating Acct	43,335	0	0	0	118,203	161,538
Other Retro Adjustments, DHS	2,004,144	754,023	(182,205)	1,178,009	0	3,753,971
Other Income	6,729	36,976	7,590	0	2,134,415	2,185,710
<b>Total Service Revenue</b>	<b>140,404,415</b>	<b>57,970,416</b>	<b>74,733,770</b>	<b>108,696,790</b>	<b>86,313,389</b>	<b>468,118,780</b>
<b>Expenses</b>						
Member Service Expenses	125,378,473	54,731,912	72,289,195	104,483,491	88,297,307	445,180,378
Cost Share	(4,378,362)	(2,160,316)	(3,753,212)	(3,911,014)	(2,966,850)	(17,169,754)
Room & Board	(11,533,414)	(5,394,531)	(5,543,260)	(10,668,942)	(7,770,823)	(40,910,970)
Other Third Party	(951)	(85,184)	0	0	(22,141)	(108,276)
<b>Net Member Services Expenses</b>	<b>109,465,746</b>	<b>47,091,881</b>	<b>62,992,723</b>	<b>89,903,535</b>	<b>77,537,493</b>	<b>386,991,378</b>
<b>Net Care Management Expenses</b>	<b>19,618,318</b>	<b>6,765,495</b>	<b>9,125,385</b>	<b>10,229,226</b>	<b>9,107,069</b>	<b>54,845,493</b>
<b>Administrative Expenses</b>	<b>6,101,021</b>	<b>2,059,530</b>	<b>2,411,969</b>	<b>2,447,914</b>	<b>3,380,656</b>	<b>16,401,090</b>
<b>Total Operating Expenses, CY</b>	<b>135,185,085</b>	<b>55,916,906</b>	<b>74,530,077</b>	<b>102,580,675</b>	<b>90,025,218</b>	<b>458,237,961</b>
<b>Income (Loss) from Operations, CY</b>	<b>5,219,330</b>	<b>2,053,510</b>	<b>203,693</b>	<b>6,116,115</b>	<b>(3,711,829)</b>	<b>9,880,819</b>
<b>Other (Revenue)/Expense, Ordinary</b>						
Total Other (Revenue)/Expense	(325,688)	(178,512)	(1,495,346)	(100,819)	(1,789,403)	(3,889,768)
<b>Net Income/ (Loss)</b>	<b>5,545,018</b>	<b>2,232,022</b>	<b>1,699,039</b>	<b>6,216,934</b>	<b>(1,922,426)</b>	<b>13,770,587</b>
<b>Member Months by FC Target Group</b>						
Developmentally Disabled (DD)	50.8%	48.6%	34.2%	47.6%	49.8%	46.7%
Physically Disabled (PD)	15.9%	14.8%	17.3%	20.4%	15.1%	16.9%
Frail Elder (FE)	33.3%	36.6%	48.5%	32.0%	35.1%	36.4%
<b>Total Member Months</b>	<b>44,286</b>	<b>17,340</b>	<b>25,962</b>	<b>33,464</b>	<b>25,904</b>	<b>146,957</b>
<b>Key Ratios (as % of Revenue)</b>						
Member Service Expense, Net	78.0%	81.2%	84.3%	82.7%	89.8%	82.7%
Care Management Service Expense	14.0%	11.7%	12.2%	9.4%	10.6%	11.7%
<b>Total Member Service Expense</b>	<b>92.0%</b>	<b>92.9%</b>	<b>96.5%</b>	<b>92.1%</b>	<b>100.4%</b>	<b>94.4%</b>
Administrative Expense	4.3%	3.6%	3.2%	2.3%	3.9%	3.5%
Total Operating Expense	96.3%	96.5%	99.7%	94.4%	104.3%	97.9%
<b>Income (Loss) from Operations, CY</b>	<b>3.7%</b>	<b>3.5%</b>	<b>0.3%</b>	<b>5.6%</b>	<b>-4.3%</b>	<b>2.1%</b>
Net Income/(Loss)	3.9%	3.9%	2.30%	5.7%	-2.2%	2.9%

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	Inclusa	LCI	MCFCI	CCI	CWF	Total
<b>Summary PMPM Presentation</b>						
<b>Revenues</b>						
Capitation	3,124.04	3,297.49	2,885.27	3,212.97	3,245.04	3,143.90
Interest Income- Operating Acct	0.98	0.00	0.00	0.00	4.56	1.10
Other Retro Adjustments, DHS	45.25	43.49	(7.02)	35.20	0.00	25.54
Other Income	0.16	2.13	0.30	0.00	82.40	14.87
<b>Total Revenues</b>	<b>3,170.43</b>	<b>3,343.11</b>	<b>2,878.55</b>	<b>3,248.17</b>	<b>3,332.00</b>	<b>3,185.41</b>
<b>Expenses</b>						
Total Member Service Expenses	2,831.12	3,156.35	2,784.39	3,122.27	3,408.58	3,029.33
Cost Share	(98.87)	(124.59)	(144.56)	(116.88)	(114.53)	(116.84)
Room & Board	(260.43)	(311.10)	(213.52)	(318.82)	(299.98)	(278.39)
Other Third Party	(0.02)	(4.91)	0.00	0.00	(0.85)	(0.74)
<b>Net Member Service Expenses</b>	<b>2,471.80</b>	<b>2,715.75</b>	<b>2,426.31</b>	<b>2,686.57</b>	<b>2,993.22</b>	<b>2,633.36</b>
<b>Net Care Management Expenses</b>	<b>443.00</b>	<b>390.16</b>	<b>351.49</b>	<b>305.68</b>	<b>351.56</b>	<b>373.21</b>
Administrative Expenses	137.77	118.77	92.90	73.15	130.51	111.60
<b>Total Operating Expenses, CY</b>	<b>3,052.57</b>	<b>3,224.68</b>	<b>2,870.70</b>	<b>3,065.40</b>	<b>3,475.29</b>	<b>3,118.17</b>
<b>Income (Loss) from Operations, CY</b>	<b>117.86</b>	<b>118.43</b>	<b>7.85</b>	<b>182.77</b>	<b>(143.29)</b>	<b>67.24</b>
<b>Other (Revenue)/Expense, Ordinary</b>						
Total Other (Revenue)/Expense	(7.35)	(10.29)	(57.59)	(3.01)	(69.08)	(26.47)
<b>Net Income/(Loss)</b>	<b>125.21</b>	<b>128.72</b>	<b>65.44</b>	<b>185.78</b>	<b>(74.21)</b>	<b>93.71</b>
<b>Member Months by FC Target Group</b>						
Developmentally Disabled (DD)	50.8%	48.6%	34.2%	47.6%	49.8%	46.7%
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<b>Total Member Months</b>	<b>44,286</b>	<b>17,340</b>	<b>25,962</b>	<b>33,464</b>	<b>25,904</b>	<b>146,957</b>

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<b>Solvency Protection</b>						
<b>Working Capital</b>						
Current Assets	83,632,265	31,224,343	73,024,425	61,128,057	45,106,325	294,115,415
Current Liabilities	50,774,975	22,154,621	31,135,941	46,358,308	43,957,872	194,381,717
Working Capital (Curr Assets- Curr Liab)	32,857,290	9,069,722	41,888,484	14,769,749	1,148,453	99,733,698
Working Capital Requirement	16,399,616	7,042,951	8,926,302	13,007,467	9,996,069	55,372,405
Excess/(shortage)	16,457,674	2,026,771	32,962,182	1,762,282	(8,847,616)	44,361,293

<b>Restricted Reserve</b>						
Current Restricted Reserve	6,628,410	3,359,677	3,975,434	5,465,553	4,345,870	23,774,944
Restricted Reserve Requirement	6,466,539	3,347,650	3,975,434	5,335,822	4,332,023	23,457,468
Excess/(shortage)	161,871	12,027	0	129,731	13,847	317,476

<b>Solvency Fund</b>						
Current Solvency Fund	3,757,480	1,418,830	2,051,790	2,720,000	2,056,490	12,004,590
Solvency Fund Requirement	3,494,620	1,418,830	2,051,790	2,719,600	2,056,490	11,741,330
Excess/(shortage)	262,860	0	0	400	0	263,260

*Restricted Equity - Solvency Protection	26,360,775	11,809,431	14,953,526	21,062,889	16,384,582	90,571,203
Other Equity	18,397,554	3,530,211	36,486,873	7,247,506	(6,071,624)	59,590,520
**Total Equity	44,758,329	15,339,642	51,440,399	28,310,395	10,312,958	150,161,723

\*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.*