

**Family Care  
MCO Financial Statement Summaries  
YTD for Period Ending March 31, 2021**

	Inclusa	LCI	MCW	CCI	Total
<b>Revenues</b>					
Capitation	147,741,594	74,074,176	151,638,799	120,488,168	493,942,737
Interest Income- Operating Acct	52,175	0	6,076	0	58,251
Other Retro Adjustments, DHS	3,764,564	1,024,735	1,986,478	2,568,304	9,344,081
Other Income	13,522	58,902	67,214	0	139,638
<b>Total Service Revenue</b>	<b>151,571,855</b>	<b>75,157,813</b>	<b>153,698,567</b>	<b>123,056,472</b>	<b>503,484,707</b>
<b>Expenses</b>					
Member Service Expenses	132,889,097	72,526,551	138,232,027	105,294,099	448,941,774
Cost Share	(3,585,976)	(2,206,372)	(4,974,755)	(3,763,359)	(14,530,462)
Room & Board	(11,829,074)	(6,857,406)	(12,916,555)	(11,128,734)	(42,731,769)
Other Third Party	(1,361)	(33,467)	0	0	(34,828)
<b>Net Member Services Expenses</b>	<b>117,472,686</b>	<b>63,429,306</b>	<b>120,340,717</b>	<b>90,402,006</b>	<b>391,644,715</b>
<b>Net Care Management Expenses</b>	<b>18,901,388</b>	<b>8,908,357</b>	<b>15,086,079</b>	<b>12,149,326</b>	<b>55,045,150</b>
<b>Administrative Expenses</b>	<b>5,977,650</b>	<b>2,487,973</b>	<b>5,106,819</b>	<b>2,525,602</b>	<b>16,098,044</b>
<b>Total Operating Expenses, CY</b>	<b>142,351,724</b>	<b>74,825,636</b>	<b>140,533,615</b>	<b>105,076,934</b>	<b>462,787,909</b>
<b>Income (Loss) from Operations, CY</b>	<b>9,220,131</b>	<b>332,177</b>	<b>13,164,952</b>	<b>17,979,538</b>	<b>40,696,798</b>
<b>Other (Revenue)/Expense, Ordinary</b>					
Total Other (Revenue)/Expense	(328,416)	(324,979)	(402,689)	1,987,394	931,310
<b>Net Income/ (Loss)</b>	<b>9,548,547</b>	<b>657,156</b>	<b>13,567,641</b>	<b>15,992,144</b>	<b>39,765,488</b>
<b>Member Months by FC Target Group</b>					
Developmentally Disabled (DD)	50.1%	48.8%	40.7%	45.4%	45.8%
Physically Disabled (PD)	16.7%	14.8%	17.8%	20.8%	17.7%
Frail Elder (FE)	33.2%	36.4%	41.5%	33.8%	36.5%
<b>Total Member Months</b>	<b>45,474</b>	<b>22,695</b>	<b>47,581</b>	<b>35,433</b>	<b>151,182</b>
<b>Key Ratios (as % of Revenue)</b>					
Member Service Expense, Net	77.5%	84.4%	78.3%	73.5%	77.8%
Care Management Service Expense	12.5%	11.9%	9.8%	9.9%	10.9%
<b>Total Member Service Expense</b>	<b>90.0%</b>	<b>96.3%</b>	<b>88.1%</b>	<b>83.4%</b>	<b>88.7%</b>
Administrative Expense	3.9%	3.3%	3.3%	2.1%	3.2%
Total Operating Expense	93.9%	99.6%	91.4%	85.5%	91.9%
<b>Income (Loss) from Operations, CY</b>	<b>6.1%</b>	<b>0.4%</b>	<b>8.6%</b>	<b>14.5%</b>	<b>8.1%</b>
Net Income/(Loss)	6.3%	0.9%	8.8%	13.0%	7.9%

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<b>Summary PMPM Presentation</b>					
<b>Revenues</b>					
Capitation	3,248.92	3,263.95	3,186.99	3,400.45	3,267.20
Interest Income- Operating Acct	1.15	0.00	0.13	0.00	0.39
Other Retro Adjustments, DHS	82.78	45.15	41.75	72.48	61.81
Other Income	0.30	2.60	1.41	0.00	0.92
<b>Total Revenues</b>	<b>3,333.15</b>	<b>3,311.70</b>	<b>3,230.28</b>	<b>3,472.93</b>	<b>3,330.32</b>
<b>Expenses</b>					
Total Member Service Expenses	2,922.31	3,195.76	2,905.22	2,971.64	2,969.54
Cost Share	(78.86)	(97.22)	(104.55)	(106.21)	(96.11)
Room & Board	(260.13)	(302.16)	(271.47)	(314.08)	(282.65)
Other Third Party	(0.03)	(1.47)	0.00	0.00	(0.23)
<b>Net Member Service Expenses</b>	<b>2,583.29</b>	<b>2,794.91</b>	<b>2,529.20</b>	<b>2,551.35</b>	<b>2,590.55</b>
<b>Net Care Management Expenses</b>	<b>415.65</b>	<b>392.53</b>	<b>317.06</b>	<b>342.88</b>	<b>364.10</b>
Administrative Expenses	131.45	109.63	107.33	71.28	106.48
<b>Total Operating Expenses, CY</b>	<b>3,130.39</b>	<b>3,297.07</b>	<b>2,953.59</b>	<b>2,965.51</b>	<b>3,061.13</b>
<b>Income (Loss) from Operations, CY</b>	<b>202.76</b>	<b>14.63</b>	<b>276.69</b>	<b>507.42</b>	<b>269.19</b>
<b>Other (Revenue)/Expense, Ordinary</b>					
Total Other (Revenue)/Expense	(7.22)	(14.32)	(8.46)	56.09	6.16
<b>Net Income/(Loss)</b>	<b>209.98</b>	<b>28.95</b>	<b>285.15</b>	<b>451.33</b>	<b>263.03</b>
<b>Member Months by FC Target Group</b>					
Developmentally Disabled (DD)	50.1%	48.8%	40.7%	45.4%	45.8%
Physically Disabled (PD)	16.7%	14.8%	17.8%	20.8%	17.7%
Frail Elder (FE)	33.2%	36.4%	41.5%	33.8%	36.5%
<b>Total Member Months</b>	<b>45,474</b>	<b>22,695</b>	<b>47,581</b>	<b>35,433</b>	<b>151,182</b>

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	Inclusa	LCI	MCW	CCI	Total
<b>Solvency Protection</b>					
<b>Working Capital</b>					
Current Assets	119,804,897	47,019,666	141,721,876	123,060,404	431,606,843
Current Liabilities	53,318,900	29,141,943	62,611,793	51,041,593	196,114,229
Working Capital (Curr Assets- Curr Liab)	66,485,997	17,877,723	79,110,083	72,018,811	235,492,614
Working Capital Requirement	17,763,078	9,354,321	18,559,462	14,554,878	60,231,739
Excess/(shortage)	48,722,919	8,523,402	60,550,621	57,463,933	175,260,875
<b>Restricted Reserve</b>					
Current Restricted Reserve	6,970,197	4,124,549	7,196,727	5,889,577	24,181,050
Restricted Reserve Requirement	6,921,026	4,118,107	7,186,487	5,851,626	24,077,246
Excess/(shortage)	49,171	6,442	10,240	37,951	103,804
<b>Solvency Fund</b>					
Current Solvency Fund	3,693,253	1,924,460	3,913,231	2,914,000	12,444,944
Solvency Fund Requirement	3,693,253	1,924,460	3,913,231	2,893,460	12,424,404
Excess/(shortage)	0	0	0	20,540	20,540
*Restricted Equity - Solvency Protection	28,377,357	15,396,888	29,659,180	23,299,964	96,733,389
Other Equity	60,943,962	11,080,190	75,007,839	66,808,001	213,839,992
**Total Equity	89,321,319	26,477,078	104,667,019	90,107,965	310,573,381

\*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.*