

**Family Care**  
**MCO Financial Statement Summaries**  
**YTD for Period Ending June 30, 2020**

	Inclusa	LCI	MCW	CCI	Total
<b>Revenues</b>					
Capitation	289,606,443	148,470,647	300,936,371	227,972,018	966,985,479
Interest Income- Operating Acct	737,371	0	58,141	0	795,512
Other Retro Adjustments, DHS	5,688,465	1,574,145	3,387,843	2,367,780	13,018,233
Other Income	30,361	33,194	11,908	0	75,463
<b>Total Service Revenue</b>	<b>296,062,640</b>	<b>150,077,986</b>	<b>304,394,263</b>	<b>230,339,798</b>	<b>980,874,687</b>

<b>Expenses</b>					
Member Service Expenses	269,327,568	142,103,400	300,868,270	223,438,781	935,738,019
Cost Share	(8,933,654)	(4,944,112)	(12,813,473)	(8,768,254)	(35,459,493)
Room & Board	(23,646,006)	(13,386,424)	(26,277,403)	(22,476,823)	(85,786,656)
Other Third Party	(4,957)	(52,829)	(49,426)	0	(107,212)
<b>Net Member Services Expenses</b>	<b>236,742,951</b>	<b>123,720,035</b>	<b>261,727,968</b>	<b>192,193,704</b>	<b>814,384,658</b>

Net Care Management Expenses	38,288,816	16,722,853	33,206,366	22,483,109	110,701,144
------------------------------	------------	------------	------------	------------	-------------

Administrative Expenses	11,997,758	5,049,671	11,189,413	5,021,739	33,258,581
-------------------------	------------	-----------	------------	-----------	------------

<b>Total Operating Expenses, CY</b>	<b>287,029,525</b>	<b>145,492,559</b>	<b>306,123,747</b>	<b>219,698,552</b>	<b>958,344,383</b>
-------------------------------------	--------------------	--------------------	--------------------	--------------------	--------------------

<b>Income (Loss) from Operations, CY</b>	<b>9,033,115</b>	<b>4,585,427</b>	<b>(1,729,484)</b>	<b>10,641,246</b>	<b>22,530,304</b>
--	------------------	------------------	--------------------	-------------------	-------------------

**Other (Revenue)/Expense, Ordinary**

Total Other (Revenue)/Expense	2,610,184	631,386	(3,430,380)	(1,599,183)	(1,787,993)
-------------------------------	-----------	---------	-------------	-------------	-------------

<b>Net Income/ (Loss)</b>	<b>6,422,931</b>	<b>3,954,041</b>	<b>1,700,896</b>	<b>12,240,429</b>	<b>24,318,297</b>
---------------------------	------------------	------------------	------------------	-------------------	-------------------

**Member Months by FC Target Group**

Developmentally Disabled (DD)	49.5%	48.9%	39.6%	45.4%	45.3%
Physically Disabled (PD)	16.5%	15.1%	17.4%	20.6%	17.5%
Frail Elder (FE)	34.0%	36.0%	43.0%	34.0%	37.2%
<b>Total Member Months</b>	<b>91,739</b>	<b>44,254</b>	<b>97,307</b>	<b>69,906</b>	<b>303,206</b>

**Key Ratios (as % of Revenue)**

Member Service Expense, Net	80.0%	82.4%	86.0%	83.4%	83.0%
Care Management Service Expense	12.9%	11.1%	10.9%	9.8%	11.3%
<b>Total Member Service Expense</b>	<b>92.9%</b>	<b>93.5%</b>	<b>96.9%</b>	<b>93.2%</b>	<b>94.3%</b>
Administrative Expense	4.1%	3.3%	3.7%	2.2%	3.4%
Total Operating Expense	97.0%	96.8%	100.6%	95.4%	97.7%
<b>Income (Loss) from Operations, CY</b>	<b>3.0%</b>	<b>3.2%</b>	<b>-0.6%</b>	<b>4.6%</b>	<b>2.3%</b>
Net Income/(Loss)	2.2%	2.6%	0.6%	5.3%	2.5%

**Family Care**  
**MCO Financial Statement Summaries**  
**YTD for Period Ending June 30, 2020**

	Inclusa	LCI	MCW	CCI	Total
<b>Summary PMPM Presentation</b>					
<b>Revenues</b>					
Capitation	3,156.85	3,354.97	3,092.65	3,261.12	3,189.20
Interest Income- Operating Acct	8.04	0.00	0.60	0.00	2.62
Other Retro Adjustments, DHS	62.01	35.57	34.82	33.87	42.94
Other Income	0.33	0.75	0.12	0.00	0.25
<b>Total Revenues</b>	<b>3,227.23</b>	<b>3,391.29</b>	<b>3,128.19</b>	<b>3,294.99</b>	<b>3,235.01</b>
<b>Expenses</b>					
Total Member Service Expenses	2,935.80	3,211.09	3,091.95	3,196.27	3,086.15
Cost Share	(97.38)	(111.72)	(131.68)	(125.43)	(116.95)
Room & Board	(257.75)	(302.49)	(270.05)	(321.53)	(282.93)
Other Third Party	(0.05)	(1.19)	(0.51)	0.00	(0.35)
<b>Net Member Service Expenses</b>	<b>2,580.62</b>	<b>2,795.69</b>	<b>2,689.71</b>	<b>2,749.31</b>	<b>2,685.92</b>
Net Care Management Expenses	417.37	377.88	341.25	321.62	365.10
Administrative Expenses	130.78	114.11	114.99	71.84	109.69
<b>Total Operating Expenses, CY</b>	<b>3,128.77</b>	<b>3,287.68</b>	<b>3,145.95</b>	<b>3,142.77</b>	<b>3,160.71</b>
<b>Income (Loss) from Operations, CY</b>	<b>98.46</b>	<b>103.61</b>	<b>(17.76)</b>	<b>152.22</b>	<b>74.30</b>
<b>Other (Revenue)/Expense, Ordinary</b>					
Total Other (Revenue)/Expense	28.45	14.27	(35.25)	(22.88)	(5.90)
<b>Net Income/(Loss)</b>	<b>70.01</b>	<b>89.34</b>	<b>17.49</b>	<b>175.10</b>	<b>80.20</b>
<b>Member Months by FC Target Group</b>					
Developmentally Disabled (DD)	49.5%	48.9%	39.6%	45.4%	45.3%
Physically Disabled (PD)	16.5%	15.1%	17.4%	20.6%	17.5%
Frail Elder (FE)	34.0%	36.0%	43.0%	34.0%	37.2%
<b>Total Member Months</b>	<b>91,739</b>	<b>44,254</b>	<b>97,307</b>	<b>69,906</b>	<b>303,206</b>

**Family Care**  
**MCO Financial Statement Summaries**  
**YTD for Period Ending June 30, 2020**

	Inclusa	LCI	MCW	CCI	Total
<b>Solvency Protection</b>					
<b>Working Capital</b>					
Current Assets	107,441,414	50,500,749	132,117,509	85,260,881	375,320,553
Current Liabilities	55,165,375	35,290,802	89,748,406	50,410,572	230,615,155
Working Capital (Curr Assets- Curr Liab)	52,276,039	15,209,947	42,369,103	34,850,309	144,705,398
Working Capital Requirement	17,068,045	8,479,781	17,919,295	13,637,125	57,104,246
Excess/(shortage)	35,207,994	6,730,166	24,449,808	21,213,184	87,601,152
<b>Restricted Reserve</b>					
Current Restricted Reserve	6,760,407	3,840,709	6,978,446	5,742,374	23,321,936
Restricted Reserve Requirement	6,689,348	3,826,594	6,973,098	5,545,708	23,034,748
Excess/(shortage)	71,059	14,115	5,348	196,666	287,188
<b>Solvency Fund</b>					
Current Solvency Fund	3,633,075	1,709,610	3,891,891	3,999,000	13,233,576
Solvency Fund Requirement	3,633,075	1,709,610	3,891,891	2,808,440	12,043,016
Excess/(shortage)	0	0	0	1,190,560	1,190,560
*Restricted Equity - Solvency Protection	27,390,468	14,015,985	28,784,284	21,991,273	92,182,010
Other Equity	37,447,580	9,000,893	38,419,305	28,797,934	113,665,712
**Total Equity	64,838,048	23,016,878	67,203,589	50,789,207	205,847,722

\*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

*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.*