

**Family Care**  
**MCO Financial Statement Summaries**  
**YTD for Period Ending September 30, 2018**

	Inclusa	LCI	MCFCI	CCI	CWF	Total
<b>Revenues</b>						
Capitation	409,060,135	149,870,711	218,487,620	290,961,903	229,819,221	1,298,199,590
Interest Income- Operating Acct	161,643	74,487	0	0	148,179	384,309
Other Retro Adjustments, DHS	5,583,912	3,421,284	(1,670,185)	3,779,311	0	11,114,322
Other Income	54,876	66,291	39,412	0	3,868,306	4,028,885
<b>Total Service Revenue</b>	<b>414,860,566</b>	<b>153,432,773</b>	<b>216,856,847</b>	<b>294,741,214</b>	<b>233,835,706</b>	<b>1,313,727,106</b>

<b>Expenses</b>						
Member Service Expenses	379,490,604	152,938,113	209,089,890	304,563,773	240,974,370	1,287,056,750
Cost Share	(12,806,735)	(5,754,682)	(11,127,616)	(10,545,722)	(8,150,702)	(48,385,457)
Room & Board	(34,836,184)	(14,612,224)	(16,215,517)	(30,475,547)	(21,782,470)	(117,921,942)
Other Third Party	(4,390)	0	0	0	(90,348)	(94,738)
<b>Net Member Services Expenses</b>	<b>331,843,295</b>	<b>132,571,207</b>	<b>181,746,757</b>	<b>263,542,504</b>	<b>210,950,850</b>	<b>1,120,654,613</b>

<b>Net Care Management Expenses</b>	<b>55,197,732</b>	<b>18,134,562</b>	<b>24,888,210</b>	<b>29,467,030</b>	<b>25,833,120</b>	<b>153,520,654</b>
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<b>Administrative Expenses</b>	<b>17,376,046</b>	<b>5,846,094</b>	<b>8,195,978</b>	<b>6,958,464</b>	<b>9,397,372</b>	<b>47,773,954</b>
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<b>Total Operating Expenses, CY</b>	<b>404,417,073</b>	<b>156,551,863</b>	<b>214,830,945</b>	<b>299,967,998</b>	<b>246,181,342</b>	<b>1,321,949,221</b>
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<b>Income (Loss) from Operations, CY</b>	<b>10,443,493</b>	<b>(3,119,090)</b>	<b>2,025,902</b>	<b>(5,226,784)</b>	<b>(12,345,636)</b>	<b>(8,222,115)</b>
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**Other (Revenue)/Expense, Ordinary**

Total Other (Revenue)/Expense	(1,887,712)	(533,927)	(1,535,398)	(2,031,166)	(3,247,086)	(9,235,289)
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<b>Net Income/ (Loss)</b>	<b>12,331,205</b>	<b>(2,585,163)</b>	<b>3,561,300</b>	<b>(3,195,618)</b>	<b>(9,098,550)</b>	<b>1,013,174</b>
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**Member Months by FC Target Group**

Developmentally Disabled (DD)	49.7%	49.6%	27.6%	47.2%	50.0%	45.2%
Physically Disabled (PD)	16.1%	14.5%	20.1%	20.7%	14.7%	17.4%
Frail Elder (FE)	34.2%	35.9%	52.3%	32.1%	35.3%	37.4%
<b>Total Member Months</b>	<b>135,426</b>	<b>48,182</b>	<b>77,141</b>	<b>97,029</b>	<b>73,515</b>	<b>431,293</b>

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

Member Service Expense, Net	80.0%	86.4%	83.8%	89.4%	90.2%	85.3%
Care Management Service Expense	13.3%	11.8%	11.5%	10.0%	11.0%	11.7%
<b>Total Member Service Expense</b>	<b>93.3%</b>	<b>98.2%</b>	<b>95.3%</b>	<b>99.4%</b>	<b>101.2%</b>	<b>97.0%</b>
Administrative Expense	4.2%	3.8%	3.8%	2.4%	4.0%	3.6%
Total Operating Expense	97.5%	102.0%	99.1%	101.8%	105.2%	100.6%
<b>Income (Loss) from Operations, CY</b>	<b>2.5%</b>	<b>-2.0%</b>	<b>0.9%</b>	<b>-1.8%</b>	<b>-5.2%</b>	<b>-0.6%</b>
Net Income/(Loss)	3.0%	-1.7%	1.6%	-1.1%	-3.9%	0.1%

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	Inclusa	LCI	MCFCI	CCI	CWF	Total
<b>Summary PMPM Presentation</b>						
<b>Revenues</b>						
Capitation	3,020.55	3,110.51	2,832.33	2,998.71	3,126.17	3,010.02
Interest Income- Operating Acct	1.19	1.55	0.00	0.00	2.02	0.89
Other Retro Adjustments, DHS	41.23	71.01	(21.65)	38.95	0.00	25.77
Other Income	0.41	1.38	0.51	0.00	52.62	9.34
<b>Total Revenues</b>	<b>3,063.38</b>	<b>3,184.45</b>	<b>2,811.19</b>	<b>3,037.66</b>	<b>3,180.81</b>	<b>3,046.02</b>
<b>Expenses</b>						
Total Member Service Expenses	2,802.21	3,174.18	2,710.51	3,138.89	3,277.92	2,984.18
Cost Share	(94.57)	(119.44)	(144.25)	(108.69)	(110.87)	(112.19)
Room & Board	(257.23)	(303.27)	(210.21)	(314.09)	(296.30)	(273.42)
Other Third Party	(0.03)	0.00	0.00	0.00	(1.23)	(0.22)
<b>Net Member Service Expenses</b>	<b>2,450.38</b>	<b>2,751.47</b>	<b>2,356.05</b>	<b>2,716.11</b>	<b>2,869.52</b>	<b>2,598.35</b>
Net Care Management Expenses	407.59	376.38	322.63	303.69	351.40	355.95
Administrative Expenses	128.31	121.33	106.25	71.72	127.83	110.77
<b>Total Operating Expenses, CY</b>	<b>2,986.28</b>	<b>3,249.18</b>	<b>2,784.93</b>	<b>3,091.52</b>	<b>3,348.75</b>	<b>3,065.07</b>
<b>Income (Loss) from Operations, CY</b>	<b>77.10</b>	<b>(64.73)</b>	<b>26.26</b>	<b>(53.86)</b>	<b>(167.94)</b>	<b>(19.05)</b>
<b>Other (Revenue)/Expense, Ordinary</b>						
Total Other (Revenue)/Expense	(13.94)	(11.08)	(19.90)	(20.93)	(44.17)	(21.41)
<b>Net Income/(Loss)</b>	<b>91.04</b>	<b>(53.65)</b>	<b>46.16</b>	<b>(32.93)</b>	<b>(123.77)</b>	<b>2.36</b>
<b>Member Months by FC Target Group</b>						
Developmentally Disabled (DD)	49.7%	49.6%	27.6%	47.2%	50.0%	45.2%
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<b>Solvency Protection Working Capital</b>						
Current Assets	74,060,726	29,612,329	68,704,788	60,003,218	56,213,298	288,594,359
Current Liabilities	52,165,745	22,064,223	30,793,327	47,464,469	42,653,147	195,140,911
Working Capital (Curr Assets- Curr Liab)	21,894,981	7,548,106	37,911,461	12,538,749	13,560,151	93,453,448
Working Capital Requirement	16,880,720	5,824,638	9,494,950	11,703,701	9,320,263	53,224,272
Excess/(shortage)	5,014,261	1,723,468	28,416,511	835,048	4,239,888	40,229,176
<b>Restricted Reserve</b>						
Current Restricted Reserve	6,627,419	2,966,875	4,200,000	4,986,733	4,113,231	22,894,258
Restricted Reserve Requirement	6,626,907	2,941,546	4,164,983	4,901,234	4,106,754	22,741,424
Excess/(shortage)	512	25,329	35,017	85,499	6,477	152,834
<b>Solvency Fund</b>						
Current Solvency Fund	3,757,480	1,618,007	2,593,866	2,590,000	1,988,040	12,547,393
Solvency Fund Requirement	3,753,310	1,243,300	2,169,687	2,585,460	1,988,040	11,739,797
Excess/(shortage)	4,170	374,707	424,179	4,540	0	807,596
*Restricted Equity - Solvency Protection	27,260,937	10,009,483	15,829,620	19,190,395	15,415,057	87,705,492
Other Equity	6,949,387	3,452,718	32,369,659	6,698,474	6,608,483	56,078,721
**Total Equity	34,210,324	13,462,201	48,199,279	25,888,869	22,023,540	143,784,213

\*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.*