

**Family Care**  
**MCO Financial Statement Summaries**  
**YTD for Period Ending September 30, 2021**

	Inclusa	LCI	MCW	CCI	Total
<b>Revenues</b>					
Capitation	453,596,885	224,149,549	459,431,339	372,421,053	1,509,598,826
Interest Income- Operating Acct	140,685	0	13,116	0	153,801
Other Retro Adjustments, DHS	6,479,150	2,924,241	273,414	(791,222)	8,885,583
Other Income	8,389	71,239	904,866	0	984,494
<b>Total Service Revenue</b>	<b>460,225,109</b>	<b>227,145,029</b>	<b>460,622,735</b>	<b>371,629,831</b>	<b>1,519,622,704</b>

<b>Expenses</b>					
Member Service Expenses	418,877,846	220,297,021	430,131,773	341,023,984	1,410,330,624
Cost Share	(11,580,598)	(6,787,298)	(15,257,250)	(11,943,824)	(45,568,970)
Room & Board	(35,790,812)	(20,283,969)	(40,541,024)	(34,297,477)	(130,913,282)
Other Third Party	(2,892)	(103,564)	0	0	(106,456)
<b>Net Member Services Expenses</b>	<b>371,503,544</b>	<b>193,122,190</b>	<b>374,333,499</b>	<b>294,782,683</b>	<b>1,233,741,916</b>
<b>Net Care Management Expenses</b>	<b>59,545,119</b>	<b>27,510,202</b>	<b>48,870,789</b>	<b>36,845,169</b>	<b>172,771,279</b>
<b>Administrative Expenses</b>	<b>18,510,910</b>	<b>7,641,592</b>	<b>14,850,299</b>	<b>7,878,443</b>	<b>48,881,244</b>
<b>Total Operating Expenses, CY</b>	<b>449,559,573</b>	<b>228,273,984</b>	<b>438,054,587</b>	<b>339,506,295</b>	<b>1,455,394,439</b>
<b>Income (Loss) from Operations, CY</b>	<b>10,665,536</b>	<b>(1,128,955)</b>	<b>22,568,148</b>	<b>32,123,536</b>	<b>64,228,265</b>

<b>Other (Revenue)/Expense, Ordinary</b>					
Total Other (Revenue)/Expense	(7,344,729)	(3,927,898)	(11,837,520)	(2,706,512)	(25,816,659)
<b>Net Income/ (Loss)</b>	<b>18,010,265</b>	<b>2,798,943</b>	<b>34,405,668</b>	<b>34,830,048</b>	<b>90,044,924</b>

<b>Member Months by FC Target Group</b>					
Developmentally Disabled (DD)	49.9%	48.7%	40.6%	44.7%	45.6%
Physically Disabled (PD)	16.9%	15.0%	17.9%	20.6%	17.8%
Frail Elder (FE)	33.2%	36.3%	41.5%	34.7%	36.6%
<b>Total Member Months</b>	<b>138,302</b>	<b>67,910</b>	<b>142,470</b>	<b>108,477</b>	<b>457,159</b>

<b>Key Ratios (as % of Revenue)</b>					
Member Service Expense, Net	80.7%	85.0%	81.3%	79.3%	81.2%
Care Management Service Expense	12.9%	12.1%	10.6%	9.9%	11.4%
<b>Total Member Service Expense</b>	<b>93.6%</b>	<b>97.1%</b>	<b>91.9%</b>	<b>89.2%</b>	<b>92.6%</b>
Administrative Expense	4.0%	3.4%	3.2%	2.1%	3.2%
Total Operating Expense	97.6%	100.5%	95.1%	91.3%	95.8%
<b>Income (Loss) from Operations, CY</b>	<b>2.4%</b>	<b>-0.5%</b>	<b>4.9%</b>	<b>8.7%</b>	<b>4.2%</b>
Net Income/(Loss)	3.9%	1.2%	7.5%	9.4%	5.9%

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	Inclusa	LCI	MCW	CCI	Total
<b>Summary PMPM Presentation</b>					
<b>Revenues</b>					
Capitation	3,279.76	3,300.68	3,224.76	3,433.18	3,302.13
Interest Income- Operating Acct	1.02	0.00	0.09	0.00	0.34
Other Retro Adjustments, DHS	46.85	43.06	1.92	(7.29)	19.44
Other Income	0.06	1.05	6.35	0.00	2.15
<b>Total Revenues</b>	<b>3,327.69</b>	<b>3,344.79</b>	<b>3,233.12</b>	<b>3,425.89</b>	<b>3,324.06</b>
<b>Expenses</b>					
Total Member Service Expenses	3,028.72	3,243.95	3,019.11	3,143.74	3,084.99
Cost Share	(83.73)	(99.95)	(107.09)	(110.10)	(99.68)
Room & Board	(258.79)	(298.69)	(284.56)	(316.17)	(286.36)
Other Third Party	(0.02)	(1.53)	0.00	0.00	(0.23)
<b>Net Member Service Expenses</b>	<b>2,686.18</b>	<b>2,843.78</b>	<b>2,627.46</b>	<b>2,717.47</b>	<b>2,698.72</b>
Net Care Management Expenses	430.54	405.10	343.03	339.66	377.92
Administrative Expenses	133.85	112.53	104.23	72.63	106.92
<b>Total Operating Expenses, CY</b>	<b>3,250.57</b>	<b>3,361.41</b>	<b>3,074.72</b>	<b>3,129.76</b>	<b>3,183.56</b>
<b>Income (Loss) from Operations, CY</b>	<b>77.12</b>	<b>(16.62)</b>	<b>158.40</b>	<b>296.13</b>	<b>140.50</b>
<b>Other (Revenue)/Expense, Ordinary</b>					
Total Other (Revenue)/Expense	(53.11)	(57.84)	(83.09)	(24.95)	(56.47)
<b>Net Income/(Loss)</b>	<b>130.23</b>	<b>41.22</b>	<b>241.49</b>	<b>321.08</b>	<b>196.97</b>
<b>Member Months by FC Target Group</b>					
Developmentally Disabled (DD)	49.9%	48.7%	40.6%	44.7%	45.6%
Physically Disabled (PD)	16.9%	15.0%	17.9%	20.6%	17.8%
Frail Elder (FE)	33.2%	36.3%	41.5%	34.7%	36.6%
<b>Total Member Months</b>	<b>138,302</b>	<b>67,910</b>	<b>142,470</b>	<b>108,477</b>	<b>457,159</b>

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	Inclusa	LCI	MCW	CCI	Total
<b>Solvency Protection</b>					
<b>Working Capital</b>					
Current Assets	128,978,179	51,566,394	173,719,500	118,963,477	473,227,550
Current Liabilities	58,199,084	29,862,752	73,368,179	58,176,023	219,606,038
Working Capital (Curr Assets- Curr Liab)	70,779,095	21,703,642	100,351,321	60,787,454	253,621,512
Working Capital Requirement	17,763,078	9,354,321	18,559,462	14,554,878	60,231,739
Excess/(shortage)	53,016,017	12,349,321	81,791,859	46,232,576	193,389,773
<b>Restricted Reserve</b>					
Current Restricted Reserve	6,980,844	4,125,603	7,206,078	5,911,399	24,223,924
Restricted Reserve Requirement	6,921,026	4,118,107	7,186,487	5,851,626	24,077,246
Excess/(shortage)	59,818	7,496	19,591	59,773	146,678
<b>Solvency Fund</b>					
Current Solvency Fund	3,693,919	1,924,460	3,913,231	3,004,000	12,535,610
Solvency Fund Requirement	3,693,253	1,924,460	3,913,231	2,893,460	12,424,404
Excess/(shortage)	666	0	0	110,540	111,206
*Restricted Equity - Solvency Protection	28,377,357	15,396,888	29,659,180	23,299,964	96,733,389
Other Equity	70,805,679	14,795,072	95,882,558	85,920,121	267,403,430
**Total Equity	99,183,036	30,191,960	125,541,738	109,220,085	364,136,819

\*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.*