

**Family Care**  
**MCO Financial Statement Summaries**  
**YTD for Period Ending December 31, 2015**

	Audited ContinuUs	Audited CCCW	Audited LCD	Audited WWC	Preliminary MCDFC	Audited CCI	Audited CWF	Total
<b>Revenues</b>								
Capitation	168,704,231	198,431,087	113,848,149	122,737,977	259,223,372	336,341,885	188,209,932	1,387,496,633
Interest Income- Operating Acct	59,920	150,976	2,161	5,382	0	0	100,506	318,945
Other Retro Adjustments, DHS	0	0	3,952,421	493,951	719,128	0	1,821,732	6,987,232
Other Income	150,964	117,257	85,510	136	87,053	0	0	440,920
<b>Total Service Revenue</b>	<b>168,915,115</b>	<b>198,699,320</b>	<b>117,888,241</b>	<b>123,237,446</b>	<b>260,029,553</b>	<b>336,341,885</b>	<b>190,132,170</b>	<b>1,395,243,730</b>

<b>Expenses</b>								
Member Service Expenses	165,719,331	175,420,770	113,197,591	110,794,386	256,113,547	342,369,579	182,690,172	1,346,305,376
Cost Share	(5,771,638)	(5,154,550)	(3,650,107)	(4,188,398)	(12,767,655)	(10,084,842)	(5,686,724)	(47,303,914)
Room & Board	(15,716,364)	(16,483,908)	(10,913,181)	(9,236,022)	(19,337,030)	(33,879,538)	(18,054,908)	(123,620,951)
Spend Down & Third Party	(512,779)	(715,310)	(517,313)	(274,559)	(1,416,800)	(1,771,500)	(886,604)	(6,094,865)
<b>Net Member Services Expenses</b>	<b>143,718,550</b>	<b>153,067,002</b>	<b>98,116,990</b>	<b>97,095,407</b>	<b>222,592,062</b>	<b>296,633,699</b>	<b>158,061,936</b>	<b>1,169,285,646</b>

Net Care Management Expenses	21,647,809	31,296,624	15,390,815	15,688,533	33,192,368	30,332,687	22,694,074	170,242,910
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Administrative Expenses	8,514,861	9,409,440	5,314,335	6,234,249	9,984,306	12,206,050	8,993,405	60,656,646
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<b>Total Operating Expenses, CY</b>	<b>173,881,220</b>	<b>193,773,066</b>	<b>118,822,140</b>	<b>119,018,189</b>	<b>265,768,736</b>	<b>339,172,436</b>	<b>189,749,415</b>	<b>1,400,185,202</b>
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<b>Income (Loss) from Operations, CY</b>	<b>(4,966,105)</b>	<b>4,926,254</b>	<b>(933,899)</b>	<b>4,219,257</b>	<b>(5,739,183)</b>	<b>(2,830,551)</b>	<b>382,755</b>	<b>(4,941,472)</b>
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**Other (Revenue)/Expense, Ordinary**

Total Other (Revenue)/Expense	102,316	158,452	27,979	53,433	(2,265,314)	2,135,558	(72,018)	140,406
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<b>Net Income/ (Loss)</b>	<b>(5,068,421)</b>	<b>4,767,802</b>	<b>(961,878)</b>	<b>4,165,824</b>	<b>(3,473,869)</b>	<b>(4,966,109)</b>	<b>454,773</b>	<b>(5,081,878)</b>
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**Member Months by FC Target Group**

Developmentally Disabled (DD)	42.0%	44.6%	47.9%	39.6%	24.5%	46.3%	51.5%	41.1%
Physically Disabled (PD)	30.5%	25.2%	30.4%	33.6%	43.1%	28.8%	23.1%	31.4%
Frail Elder (FE)	27.5%	30.2%	21.7%	26.8%	32.4%	24.9%	25.4%	27.5%
<b>Total Member Months</b>	<b>60,186</b>	<b>68,680</b>	<b>38,268</b>	<b>45,731</b>	<b>100,598</b>	<b>110,191</b>	<b>58,089</b>	<b>481,743</b>

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

Member Service Expense, Net	85.1%	77.0%	83.2%	78.8%	85.6%	88.2%	83.1%	83.8%
Care Management Service Expense	12.8%	15.8%	13.1%	12.7%	12.8%	9.0%	12.0%	12.2%
<b>Total Member Service Expense</b>	<b>97.9%</b>	<b>92.8%</b>	<b>96.3%</b>	<b>91.5%</b>	<b>98.4%</b>	<b>97.2%</b>	<b>95.1%</b>	<b>96.0%</b>
Administrative Expense	5.0%	4.7%	4.5%	5.1%	3.8%	3.6%	4.7%	4.4%
Total Operating Expense	102.9%	97.5%	100.8%	96.6%	102.2%	100.8%	99.8%	100.4%
<b>Income (Loss) from Operations, CY</b>	<b>-2.9%</b>	<b>2.5%</b>	<b>-0.8%</b>	<b>3.4%</b>	<b>-2.2%</b>	<b>-0.8%</b>	<b>0.2%</b>	<b>-0.4%</b>
Net Income/(Loss)	-3.0%	2.4%	-0.8%	3.4%	-1.3%	-1.5%	0.2%	-0.4%

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<b>Summary PMPM Presentation</b>								
<b>Revenues</b>								
Capitation	2,803.03	2,889.21	2,975.02	2,683.91	2,576.82	3,052.35	3,240.00	2,880.16
Interest Income- Operating Acct	0.99	2.20	0.06	0.12	0.00	0.00	1.73	0.66
Other Retro Adjustments, DHS	0.00	0.00	103.28	10.80	7.15	0.00	31.36	14.50
Other Income	2.51	1.71	2.23	0.00	0.87	0.00	0.00	0.92
<b>Total Revenues</b>	<b>2,806.53</b>	<b>2,893.12</b>	<b>3,080.59</b>	<b>2,694.83</b>	<b>2,584.84</b>	<b>3,052.35</b>	<b>3,273.09</b>	<b>2,896.24</b>
<b>Expenses</b>								
Total Member Service Expenses	2,753.44	2,554.18	2,958.02	2,422.74	2,545.91	3,107.06	3,144.98	2,794.65
Cost Share	(95.90)	(75.05)	(95.38)	(91.59)	(126.92)	(91.52)	(97.90)	(98.19)
Room & Board	(261.13)	(240.01)	(285.18)	(201.96)	(192.22)	(307.46)	(310.81)	(256.61)
Spend Down & Third Party	(8.52)	(10.42)	(13.52)	(6.00)	(14.08)	(16.08)	(15.26)	(12.65)
<b>Net Member Service Expenses</b>	<b>2,387.89</b>	<b>2,228.70</b>	<b>2,563.94</b>	<b>2,123.19</b>	<b>2,212.69</b>	<b>2,692.00</b>	<b>2,721.01</b>	<b>2,427.21</b>
Net Care Management Expenses	359.68	455.69	402.18	343.06	329.95	275.27	390.67	353.39
Administrative Expenses	141.47	137.00	138.87	136.32	99.25	110.77	154.82	125.91
<b>Total Operating Expenses, CY</b>	<b>2,889.04</b>	<b>2,821.39</b>	<b>3,104.99</b>	<b>2,602.57</b>	<b>2,641.89</b>	<b>3,078.04</b>	<b>3,266.50</b>	<b>2,906.51</b>
<b>Income (Loss) from Operations, CY</b>	<b>(82.51)</b>	<b>71.73</b>	<b>(24.40)</b>	<b>92.26</b>	<b>(57.05)</b>	<b>(25.69)</b>	<b>6.59</b>	<b>(10.27)</b>
<b>Other (Revenue)/Expense, Ordinary</b>								
Total Other (Revenue)/Expense	1.70	2.31	0.73	1.17	(22.52)	19.38	(1.24)	0.29
<b>Net Income/(Loss)</b>	<b>(84.21)</b>	<b>69.42</b>	<b>(25.13)</b>	<b>91.09</b>	<b>(34.53)</b>	<b>(45.07)</b>	<b>7.83</b>	<b>(10.56)</b>
<b>Member Months by FC Target Group</b>								
Developmentally Disabled (DD)	42.0%	44.6%	47.9%	39.6%	24.5%	46.3%	51.5%	41.1%
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<b>Working Capital</b>								
Current Assets	20,954,438	31,018,554	27,675,032	27,987,087	50,591,141	50,355,665	44,160,142	252,742,059
Current Liabilities	19,522,953	22,241,491	18,164,493	16,347,651	25,452,534	38,764,977	27,690,876	168,184,975
Working Capital (Curr Assets- Curr Liab)	1,431,485	8,777,063	9,510,539	11,639,436	25,138,607	11,590,688	16,469,266	84,557,084
Working Capital Requirement	5,138,757	6,021,028	3,253,475	3,612,069	7,847,505	9,596,681	5,400,169	40,869,684
Excess/(shortage)	(3,707,272)	2,756,035	6,257,064	8,027,367	17,291,102	1,994,007	11,069,097	43,687,400
<b>Restricted Reserve</b>								
Current Restricted Reserve	2,759,882	3,032,422	2,086,996	2,206,808	3,623,535	4,264,851	2,804,746	20,779,240
Restricted Reserve Requirement	2,712,919	3,007,009	2,084,492	2,204,023	3,615,835	4,198,894	2,800,056	20,623,228
Excess/(shortage)	46,963	25,413	2,504	2,785	7,700	65,957	4,690	156,012
<b>Solvency Fund</b>								
Current Solvency Fund	750,000	750,000	750,000	750,000	750,000	750,000	750,000	5,250,000
Solvency Fund Requirement	750,000	750,000	750,000	750,000	750,000	750,000	750,000	5,250,000
Excess/(shortage)	0	0	0	0	0	0	0	0
*Restricted Equity - Solvency Protection	8,601,676	9,778,037	6,087,967	6,566,092	12,213,340	14,545,575	8,950,225	66,742,912
Other Equity	927,335	10,938,461	10,783,655	12,490,938	16,793,455	11,831,348	14,200,462	77,965,654
**Total Equity	9,529,011	20,716,498	16,871,622	19,057,030	29,006,795	26,376,923	23,150,687	144,708,566

\*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.*

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