

**Family Care**  
**MCO Financial Statement Summaries**  
**YTD for Period Ending December 31, 2018, Audited**

	Inclusa	LCI	MCFCI	CCI	CWF	Total
<b>Revenues</b>						
Capitation	543,727,574	202,498,415	294,373,628	390,583,341	311,292,871	1,742,475,829
Interest Income- Operating Acct	207,186	0	0	0	202,720	409,906
Other Retro Adjustments, DHS	12,090,436	6,359,560	(53,281)	5,139,725	1,636,126	25,172,566
Other Income	88,700	73,417	33,548	0	7,299,507	7,495,172
<b>Total Service Revenue</b>	<b>556,113,896</b>	<b>208,931,392</b>	<b>294,353,895</b>	<b>395,723,066</b>	<b>320,431,224</b>	<b>1,775,553,473</b>
<b>Expenses</b>						
Member Service Expenses	509,788,721	207,415,985	283,664,069	411,305,347	336,208,975	1,748,383,097
Cost Share	(17,252,358)	(7,825,377)	(14,917,327)	(14,089,411)	(11,102,994)	(65,187,467)
Room & Board	(46,298,238)	(19,766,311)	(21,804,716)	(40,796,134)	(29,480,538)	(158,145,937)
Other Third Party	(4,603)	(100,082)	0	0	(111,801)	(216,486)
<b>Net Member Services Expenses</b>	<b>446,233,522</b>	<b>179,724,215</b>	<b>246,942,026</b>	<b>356,419,802</b>	<b>295,513,642</b>	<b>1,524,833,207</b>
Net Care Management Expenses	74,418,575	24,813,894	34,075,597	39,410,911	34,213,848	206,932,825
Administrative Expenses	23,849,600	7,815,760	10,562,454	9,279,833	12,615,410	64,123,057
<b>Total Operating Expenses, CY</b>	<b>544,501,697</b>	<b>212,353,869</b>	<b>291,580,077</b>	<b>405,110,546</b>	<b>342,342,900</b>	<b>1,795,889,089</b>
<b>Income (Loss) from Operations, CY</b>	<b>11,612,199</b>	<b>(3,422,477)</b>	<b>2,773,818</b>	<b>(9,387,480)</b>	<b>(21,911,676)</b>	<b>(20,335,616)</b>
<b>Other (Revenue)/Expense, Ordinary</b>						
Total Other (Revenue)/Expense	(5,721,992)	(419,727)	(2,437,719)	(2,281,187)	14,523,976	3,663,351
<b>Net Income/ (Loss)</b>	<b>17,334,191</b>	<b>(3,002,750)</b>	<b>5,211,537</b>	<b>(7,106,293)</b>	<b>(36,435,652)</b>	<b>(23,998,967)</b>
<b>Member Months by FC Target Group</b>						
Developmentally Disabled (DD)	49.9%	49.4%	28.7%	47.2%	50.0%	45.5%
Physically Disabled (PD)	16.0%	14.5%	19.4%	20.6%	14.6%	17.2%
Frail Elder (FE)	34.1%	36.1%	51.9%	32.2%	35.4%	37.3%
<b>Total Member Months</b>	<b>179,937</b>	<b>65,105</b>	<b>103,216</b>	<b>130,155</b>	<b>99,326</b>	<b>577,739</b>
<b>Key Ratios (as % of Revenue)</b>						
Member Service Expense, Net	80.2%	86.0%	83.9%	90.1%	92.2%	85.9%
Care Management Service Expense	13.4%	11.9%	11.6%	10.0%	10.7%	11.7%
<b>Total Member Service Expense</b>	<b>93.6%</b>	<b>97.9%</b>	<b>95.5%</b>	<b>100.1%</b>	<b>102.9%</b>	<b>97.6%</b>
Administrative Expense	4.3%	3.7%	3.6%	2.3%	3.9%	3.6%
Total Operating Expense	97.9%	101.6%	99.1%	102.4%	106.8%	101.2%
<b>Income (Loss) from Operations, CY</b>	<b>2.1%</b>	<b>-1.6%</b>	<b>0.9%</b>	<b>-2.4%</b>	<b>-6.8%</b>	<b>-1.2%</b>
Net Income/(Loss)	3.1%	-1.4%	1.8%	-1.8%	-11.4%	-1.4%

**Family Care**  
**MCO Financial Statement Summaries**  
**YTD for Period Ending December 31, 2018, Audited**

	Inclusa	LCI	MCFCI	CCI	CWF	Total
<b>Summary PMPM Presentation</b>						
<b>Revenues</b>						
Capitation	3,021.77	3,110.36	2,852.01	3,000.91	3,134.05	3,016.03
Interest Income- Operating Acct	1.15	0.00	0.00	0.00	2.04	0.71
Other Retro Adjustments, DHS	67.19	97.68	(0.52)	39.49	16.48	43.57
Other Income	0.49	1.13	0.33	0.00	73.49	12.97
<b>Total Revenues</b>	<b>3,090.60</b>	<b>3,209.17</b>	<b>2,851.82</b>	<b>3,040.40</b>	<b>3,226.06</b>	<b>3,073.28</b>
<b>Expenses</b>						
Total Member Service Expenses	2,833.15	3,185.90	2,748.26	3,160.12	3,384.90	3,026.25
Cost Share	(95.88)	(120.20)	(144.53)	(108.25)	(111.78)	(112.83)
Room & Board	(257.30)	(303.61)	(211.25)	(313.44)	(296.81)	(273.73)
Other Third Party	(0.02)	(1.54)	0.00	0.00	(1.12)	(0.37)
<b>Net Member Service Expenses</b>	<b>2,479.95</b>	<b>2,760.55</b>	<b>2,392.48</b>	<b>2,738.43</b>	<b>2,975.19</b>	<b>2,639.32</b>
Net Care Management Expenses	413.58	381.14	330.14	302.80	344.46	358.18
Administrative Expenses	132.54	120.05	102.33	71.30	127.01	110.99
<b>Total Operating Expenses, CY</b>	<b>3,026.07</b>	<b>3,261.74</b>	<b>2,824.95</b>	<b>3,112.53</b>	<b>3,446.66</b>	<b>3,108.49</b>
<b>Income (Loss) from Operations, CY</b>	<b>64.53</b>	<b>(52.57)</b>	<b>26.87</b>	<b>(72.13)</b>	<b>(220.60)</b>	<b>(35.21)</b>
<b>Other (Revenue)/Expense, Ordinary</b>						
Total Other (Revenue)/Expense	(31.80)	(6.45)	(23.62)	(17.53)	146.23	6.34
<b>Net Income/(Loss)</b>	<b>96.33</b>	<b>(46.12)</b>	<b>50.49</b>	<b>(54.60)</b>	<b>(366.83)</b>	<b>(41.55)</b>
<b>Member Months by FC Target Group</b>						
Developmentally Disabled (DD)	49.9%	49.4%	28.7%	47.2%	50.0%	45.5%
Physically Disabled (PD)	16.0%	14.5%	19.4%	20.6%	14.6%	17.2%
Frail Elder (FE)	34.1%	36.1%	51.9%	32.2%	35.4%	37.3%
<b>Total Member Months</b>	<b>179,937</b>	<b>65,105</b>	<b>103,216</b>	<b>130,155</b>	<b>99,326</b>	<b>577,739</b>

**Family Care**  
**MCO Financial Statement Summaries**  
**YTD for Period Ending December 31, 2018, Audited**

	Inclusa	LCI	MCFCI	CCI	CWF	Total
<b>Solvency Protection</b>						
<b>Working Capital</b>						
Current Assets	83,036,792	31,576,574	71,818,111	56,192,790	49,934,324	292,558,591
Current Liabilities	55,923,838	23,853,684	31,679,810	47,335,245	63,530,412	222,322,989
Working Capital (Curr Assets- Curr Liab)	27,112,954	7,722,890	40,138,301	8,857,545	(13,596,088)	70,235,602
Working Capital Requirement	16,880,720	5,824,638	9,494,950	11,703,701	9,320,263	53,224,272
Excess/(shortage)	10,232,234	1,898,252	30,643,351	(2,846,156)	(22,916,351)	17,011,330
<b>Restricted Reserve</b>						
Current Restricted Reserve	6,627,920	2,974,288	3,975,434	5,082,391	4,121,181	22,781,214
Restricted Reserve Requirement	6,626,907	2,941,546	4,164,983	4,901,234	4,106,754	22,741,424
Excess/(shortage)	1,013	32,742	(189,549)	181,157	14,427	39,790
<b>Solvency Fund</b>						
Current Solvency Fund	3,757,480	1,243,300	2,051,790	2,590,000	1,988,040	11,630,610
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	0	(117,897)	4,540	0	(109,187)
*Restricted Equity - Solvency Protection	27,260,937	10,009,483	15,829,620	19,190,395	15,415,057	87,705,492
Other Equity	11,952,374	3,044,871	33,752,573	2,861,733	(20,728,619)	30,882,932
**Total Equity	39,213,311	13,054,354	49,582,193	22,052,128	(5,313,562)	118,588,424

\*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 a

CWF results reflect the inclusion of a premium deficiency reserve.

*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.*