

**Family Care**  
**MCO Financial Statement Summaries**  
**YTD for Period Ending December 31, 2019, Audited**

	Inclusa	LCI	MCFCI	CCI	CWF	Total
<b>Revenues</b>						
Capitation	557,828,776	241,858,036	306,108,035	440,694,163	344,780,778	1,891,269,788
Interest Income- Operating Acct	599,289	0	0	0	530,557	1,129,846
Other Retro Adjustments, DHS	13,732,392	2,595,849	2,766,610	4,866,151	5,525,157	29,486,159
Other Income	78,806	119,457	47,550	0	0	245,813
<b>Total Service Revenue</b>	<b>572,239,263</b>	<b>244,573,342</b>	<b>308,922,195</b>	<b>445,560,314</b>	<b>350,836,492</b>	<b>1,922,131,606</b>
<b>Expenses</b>						
Member Service Expenses	527,849,482	232,444,745	299,136,555	438,651,976	356,094,895	1,854,177,653
Cost Share	(17,767,854)	(8,923,089)	(14,881,357)	(16,125,494)	(12,073,953)	(69,771,747)
Room & Board	(45,974,461)	(22,387,841)	(22,874,624)	(43,522,200)	(31,442,342)	(166,201,468)
Other Third Party	(16,970)	(180,121)	0	0	(116,887)	(313,978)
<b>Net Member Services Expenses</b>	<b>464,090,197</b>	<b>200,953,694</b>	<b>261,380,574</b>	<b>379,004,282</b>	<b>312,461,713</b>	<b>1,617,890,460</b>
Net Care Management Expenses	76,726,775	29,284,626	37,874,832	42,709,067	36,193,447	222,788,747
Administrative Expenses	24,654,799	8,924,677	9,898,788	10,016,702	14,280,001	67,774,967
<b>Total Operating Expenses, CY</b>	<b>565,471,771</b>	<b>239,162,997</b>	<b>309,154,194</b>	<b>431,730,051</b>	<b>362,935,161</b>	<b>1,908,454,174</b>
<b>Income (Loss) from Operations, CY</b>	<b>6,767,492</b>	<b>5,410,345</b>	<b>(231,999)</b>	<b>13,830,263</b>	<b>(12,098,669)</b>	<b>13,677,432</b>
<b>Other (Revenue)/Expense, Ordinary</b>						
Total Other (Revenue)/Expense	(12,592,853)	(611,487)	(7,240,270)	(1,994,203)	(23,900,742)	(46,339,555)
<b>Net Income/ (Loss)</b>	<b>19,360,345</b>	<b>6,021,832</b>	<b>7,008,271</b>	<b>15,824,466</b>	<b>11,802,073</b>	<b>60,016,987</b>
<b>Member Months by FC Target Group</b>						
Developmentally Disabled (DD)	50.5%	48.3%	34.5%	46.9%	49.0%	46.3%
Physically Disabled (PD)	16.1%	15.0%	17.6%	20.4%	15.3%	17.1%
Frail Elder (FE)	33.4%	36.7%	47.9%	32.7%	35.7%	36.6%
<b>Total Member Months</b>	<b>177,834</b>	<b>72,802</b>	<b>105,150</b>	<b>136,325</b>	<b>102,921</b>	<b>595,032</b>
<b>Key Ratios (as % of Revenue)</b>						
Member Service Expense, Net	81.1%	82.2%	84.6%	85.1%	89.1%	84.2%
Care Management Service Expense	13.4%	12.0%	12.3%	9.6%	10.3%	11.6%
<b>Total Member Service Expense</b>	<b>94.5%</b>	<b>94.2%</b>	<b>96.9%</b>	<b>94.7%</b>	<b>99.4%</b>	<b>95.8%</b>
Administrative Expense	4.3%	3.6%	3.2%	2.2%	4.1%	3.5%
Total Operating Expense	98.8%	97.8%	100.1%	96.9%	103.5%	99.3%
<b>Income (Loss) from Operations, CY</b>	<b>1.2%</b>	<b>2.2%</b>	<b>-0.1%</b>	<b>3.1%</b>	<b>-3.5%</b>	<b>0.7%</b>
Net Income/(Loss)	3.4%	2.5%	2.3%	3.6%	3.4%	3.1%

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	Inclusa	LCI	MCFCI	CCI	CWF	Total
<b>Summary PMPM Presentation</b>						
<b>Revenues</b>						
Capitation	3,136.80	3,322.12	2,911.15	3,232.67	3,349.95	3,178.43
Interest Income- Operating Acct	3.37	0.00	0.00	0.00	5.15	1.90
Other Retro Adjustments, DHS	77.22	35.66	26.31	35.70	53.68	49.55
Other Income	0.44	1.64	0.45	0.00	0.00	0.41
<b>Total Revenues</b>	<b>3,217.83</b>	<b>3,359.42</b>	<b>2,937.91</b>	<b>3,268.37</b>	<b>3,408.78</b>	<b>3,230.29</b>
<b>Expenses</b>						
Total Member Service Expenses	2,968.22	3,192.82	2,844.85	3,217.69	3,459.88	3,116.09
Cost Share	(99.91)	(122.57)	(141.52)	(118.29)	(117.31)	(117.26)
Room & Board	(258.52)	(307.52)	(217.54)	(319.25)	(305.50)	(279.31)
Other Third Party	(0.10)	(2.47)	0.00	0.00	(1.14)	(0.53)
<b>Net Member Service Expenses</b>	<b>2,609.69</b>	<b>2,760.26</b>	<b>2,485.79</b>	<b>2,780.15</b>	<b>3,035.93</b>	<b>2,718.99</b>
Net Care Management Expenses	431.45	402.25	360.20	313.29	351.66	374.41
Administrative Expenses	138.64	122.59	94.14	73.48	138.75	113.90
<b>Total Operating Expenses, CY</b>	<b>3,179.78</b>	<b>3,285.10</b>	<b>2,940.13</b>	<b>3,166.92</b>	<b>3,526.34</b>	<b>3,207.30</b>
<b>Income (Loss) from Operations, CY</b>	<b>38.05</b>	<b>74.32</b>	<b>(2.22)</b>	<b>101.45</b>	<b>(117.56)</b>	<b>22.99</b>
<b>Other (Revenue)/Expense, Ordinary</b>						
Total Other (Revenue)/Expense	(70.81)	(8.40)	(68.86)	(14.63)	(232.22)	(77.88)
<b>Net Income/(Loss)</b>	<b>108.86</b>	<b>82.72</b>	<b>66.64</b>	<b>116.08</b>	<b>114.66</b>	<b>100.87</b>
<b>Member Months by FC Target Group</b>						
Developmentally Disabled (DD)	50.5%	48.3%	34.5%	46.9%	49.0%	46.3%
Physically Disabled (PD)	16.1%	15.0%	17.6%	20.4%	15.3%	17.1%
Frail Elder (FE)	33.4%	36.7%	47.9%	32.7%	35.7%	36.6%
<b>Total Member Months</b>	<b>177,834</b>	<b>72,802</b>	<b>105,150</b>	<b>136,325</b>	<b>102,921</b>	<b>595,032</b>

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	Inclusa	LCI	MCFCI	CCI	CWF	Total
<b>Solvency Protection</b>						
<b>Working Capital</b>						
Current Assets	102,103,363	39,622,876	68,143,504	70,341,827	38,678,223	318,889,793
Current Liabilities	56,038,792	27,459,710	31,906,193	47,114,919	38,612,746	201,132,360
Working Capital (Curr Assets- Curr Liab)	46,064,571	12,163,166	36,237,311	23,226,908	65,477	117,757,433
Working Capital Requirement	16,399,616	7,042,951	8,926,302	13,007,467	9,996,069	55,372,405
Excess/(shortage)	29,664,955	5,120,215	27,311,009	10,219,441	(9,930,592)	62,385,028
<b>Restricted Reserve</b>						
Current Restricted Reserve	6,701,490	3,391,389	4,202,158	5,625,051	4,412,071	24,332,159
Restricted Reserve Requirement	6,466,539	3,347,650	3,975,434	5,335,822	4,332,023	23,457,468
Excess/(shortage)	234,951	43,739	226,724	289,229	80,048	874,691
<b>Solvency Fund</b>						
Current Solvency Fund	3,633,075	1,418,830	3,891,891	3,102,000	2,056,490	14,102,286
Solvency Fund Requirement	3,494,620	1,418,830	2,051,790	2,719,600	2,056,490	11,741,330
Excess/(shortage)	138,455	0	1,840,101	382,400	0	2,360,956
*Restricted Equity - Solvency Protection	26,360,775	11,809,431	14,953,526	21,062,889	16,384,582	90,571,203
Other Equity	32,054,341	7,263,002	42,007,895	17,112,121	(7,896,071)	90,541,288
**Total Equity	58,415,116	19,072,433	56,961,421	38,175,010	8,488,511	181,112,491

\*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.

CWF results reflect the reversal 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.*