

Family Care
MCO Financial Statement Summaries
YTD for Period Ending December 31, 2020, Audited

	Inclusa	LCI	MCW	CCI	Total
Revenues					
Capitation	580,227,478	302,210,379	605,787,779	460,420,417	1,948,646,053
Interest Income- Operating Acct	829,196	0	67,510	0	896,706
Other Retro Adjustments, DHS	13,731,818	5,471,641	6,080,004	4,945,293	30,228,756
Other Income	76,087	45,229	77,882	0	199,198
Total Service Revenue	594,864,579	307,727,249	612,013,175	465,365,710	1,979,970,713

Expenses					
Member Service Expenses	533,914,152	290,710,043	578,967,337	434,112,302	1,837,703,834
Cost Share	(16,286,512)	(9,106,101)	(24,300,659)	(16,450,765)	(66,144,037)
Room & Board	(47,400,838)	(26,614,438)	(52,090,356)	(44,602,152)	(170,707,784)
Other Third Party	(10,885)	(142,336)	(134,714)	0	(287,935)
Net Member Services Expenses	470,215,917	254,847,168	502,441,608	373,059,385	1,600,564,078

Net Care Management Expenses	78,809,295	34,992,459	64,755,371	46,499,811	225,056,936
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Administrative Expenses	24,496,306	10,673,119	22,192,912	9,966,305	67,328,642
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Total Operating Expenses, CY	573,521,518	300,512,746	589,389,891	429,525,501	1,892,949,656
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Income (Loss) from Operations, CY	21,343,061	7,214,503	22,623,284	35,840,209	87,021,057
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Other (Revenue)/Expense, Ordinary

Total Other (Revenue)/Expense	(1,414,596)	(1,057,526)	(2,516,637)	654,440	(4,334,319)
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Net Income/ (Loss)	22,757,657	8,272,029	25,139,921	35,185,769	91,355,376
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Member Months by FC Target Group

Developmentally Disabled (DD)	49.6%	48.6%	39.9%	45.4%	45.4%
Physically Disabled (PD)	16.5%	15.2%	17.3%	20.5%	17.5%
Frail Elder (FE)	33.9%	36.2%	42.8%	34.1%	37.1%
Total Member Months	183,295	89,881	194,166	140,733	608,075

Key Ratios (as % of Revenue)

Member Service Expense, Net	79.0%	82.8%	82.1%	80.2%	80.8%
Care Management Service Expense	13.2%	11.4%	10.6%	10.0%	11.4%
Total Member Service Expense	92.2%	94.2%	92.7%	90.2%	92.2%
Administrative Expense	4.1%	3.5%	3.6%	2.1%	3.4%
Total Operating Expense	96.3%	97.7%	96.3%	92.3%	95.6%
Income (Loss) from Operations, CY	3.7%	2.3%	3.7%	7.7%	4.4%
Net Income/(Loss)	3.8%	2.7%	4.10%	7.6%	4.6%

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Summary PMPM Presentation					
Revenues					
Capitation	3,165.54	3,362.34	3,119.94	3,271.59	3,204.61
Interest Income- Operating Acct	4.52	0.00	0.35	0.00	1.47
Other Retro Adjustments, DHS	74.92	60.88	31.31	35.14	49.71
Other Income	0.42	0.50	0.40	0.00	0.33
Total Revenues	3,245.40	3,423.72	3,152.00	3,306.73	3,256.12
Expenses					
Total Member Service Expenses	2,912.87	3,234.39	2,981.81	3,084.65	3,022.17
Cost Share	(88.85)	(101.31)	(125.15)	(116.89)	(108.78)
Room & Board	(258.60)	(296.11)	(268.28)	(316.93)	(280.73)
Other Third Party	(0.06)	(1.58)	(0.69)	0.00	(0.47)
Net Member Service Expenses	2,565.36	2,835.39	2,587.69	2,650.83	2,632.19
Net Care Management Expenses	429.96	389.32	333.50	330.41	370.11
Administrative Expenses	133.64	118.75	114.30	70.82	110.72
Total Operating Expenses, CY	3,128.96	3,343.46	3,035.49	3,052.06	3,113.02
Income (Loss) from Operations, CY	116.44	80.26	116.51	254.67	143.10
Other (Revenue)/Expense, Ordinary					
Total Other (Revenue)/Expense	(7.72)	(11.77)	(12.96)	4.65	(7.13)
Net Income/(Loss)	124.16	92.03	129.47	250.02	150.23
Member Months by FC Target Group					
Developmentally Disabled (DD)	49.6%	48.6%	39.9%	45.4%	45.4%
Physically Disabled (PD)	16.5%	15.2%	17.3%	20.5%	17.5%
Frail Elder (FE)	33.9%	36.2%	42.8%	34.1%	37.1%
Total Member Months	183,295	89,881	194,166	140,733	608,075

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	Inclusa	LCI	MCW	CCI	Total
Solvency Protection					
Working Capital					
Current Assets	111,234,266	47,439,156	137,109,011	105,048,205	400,830,638
Current Liabilities	52,283,093	28,143,612	72,254,840	49,064,372	201,745,917
Working Capital (Curr Assets- Curr Liab)	58,951,173	19,295,544	64,854,171	55,983,833	199,084,721
Working Capital Requirement	17,068,045	8,479,781	17,919,295	13,637,125	57,104,246
Excess/(shortage)	41,883,128	10,815,763	46,934,876	42,346,708	141,980,475
Restricted Reserve					
Current Restricted Reserve	6,980,658	3,850,015	7,191,406	5,755,690	23,777,769
Restricted Reserve Requirement	6,689,348	3,826,594	6,973,098	5,545,708	23,034,748
Excess/(shortage)	291,310	23,421	218,308	209,982	743,021
Solvency Fund					
Current Solvency Fund	3,693,253	1,709,610	3,891,891	2,814,000	12,108,754
Solvency Fund Requirement	3,633,075	1,709,610	3,891,891	2,808,440	12,043,016
Excess/(shortage)	60,178	0	0	5,560	65,738
*Restricted Equity - Solvency Protection	27,390,468	14,015,985	28,784,284	21,991,273	92,182,010
Other Equity	53,782,305	13,301,351	62,234,900	52,030,703	181,349,259
**Total Equity	81,172,773	27,317,336	91,019,184	74,021,976	273,531,269

*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.