

**Family Care Partnership/PACE  
MCO Financial Statement Summaries  
YTD for Period Ending March 31, 2020**

	<b>CWHP Trilogy</b>	<b>CCHP - FCP</b>	<b>CCHP - PACE</b>	<b>iCare</b>	<b>Total</b>
<b>Revenues</b>					
Capitation-MA	19,669,540	9,157,626	6,499,467	12,669,116	47,995,749
Capitation- MC	10,151,371	4,037,999	4,471,915	5,606,291	24,267,576
Interest Income-Operating Acct	82,658	-	-	84,831	167,489
Other Retro Adjustments, DHS	133,482	113,103	-	31,407	277,992
Other Income	5,000	-	-	82,185	87,185
<b>Total Revenues</b>	<b>30,042,051</b>	<b>13,308,728</b>	<b>10,971,382</b>	<b>18,473,830</b>	<b>72,795,991</b>

<b>Expenses</b>					
Total Acute & Primary Services	8,333,664	3,916,612	2,482,318	7,523,376	22,255,970
Total LTC-Family Care Expenses	18,573,142	8,262,744	6,189,216	7,955,705	40,980,807
Cost Share	(811,979)	(290,444)	(170,080)	(146,855)	(1,419,358)
Room & Board	(1,682,227)	(666,500)	(275,134)	(273,769)	(2,897,630)
Other Third Party	-	-	(13,548)	-	(13,548)
<b>Net Member Services Expenses</b>	<b>24,412,600</b>	<b>11,222,412</b>	<b>8,212,772</b>	<b>15,058,457</b>	<b>58,906,241</b>
Net Care Management Expenses	3,154,065	1,141,717	1,270,655	1,642,307	7,208,744
Administrative Expenses	1,687,705	671,191	498,037	1,078,318	3,935,251
<b>Total Operating Expenses</b>	<b>29,254,370</b>	<b>13,035,320</b>	<b>9,981,464</b>	<b>17,779,082</b>	<b>70,050,236</b>
<b>Income (Loss) from Operations, CY</b>	<b>787,681</b>	<b>273,408</b>	<b>989,918</b>	<b>694,748</b>	<b>2,745,755</b>
<b>Other (Revenue)/Expense, Operating</b>					
Total Other (Revenue)/Expense	(1,656,294)	(45,671)	(50,540)	(1,228,540)	(2,981,045)
<b>Net Income/ (Loss)</b>	<b>2,443,975</b>	<b>319,079</b>	<b>1,040,458</b>	<b>1,923,288</b>	<b>5,726,800</b>

<b>Member Months by FC Target Group</b>					
Developmentally Disabled (DD)	18.7%	37.5%	11.5%	24.8%	22.4%
Physically Disabled (PD)	28.8%	30.4%	8.0%	44.5%	30.4%
Frail Elder (FE)	52.5%	32.1%	80.5%	30.7%	47.2%
<b>Total Member Months</b>	<b>5,721</b>	<b>2,050</b>	<b>1,679</b>	<b>3,357</b>	<b>12,807</b>

<b>Key Ratios (as % of Revenue)</b>					
Member Service Expense, Net	81.3%	84.3%	74.9%	81.5%	80.9%
Care Management Service Expense	10.5%	8.6%	11.6%	8.9%	9.9%
Total Member Service Expense	91.8%	92.9%	86.5%	90.4%	90.8%
Administrative Expense	5.6%	5.0%	4.5%	5.8%	5.4%
Total Operating Expense	97.4%	97.9%	91.0%	96.2%	96.2%
Income (Loss) from Operations, CY	2.6%	2.1%	9.0%	3.8%	3.8%
<b>Net Income/ (Loss)</b>	<b>8.1%</b>	<b>2.4%</b>	<b>9.5%</b>	<b>10.4%</b>	<b>7.9%</b>

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	<b>CWHP Trilogy</b>	<b>CCHP - FCP</b>	<b>CCHP - PACE</b>	<b>iCare</b>	<b>Total</b>
<b>Summary PMPM Presentation</b>					
<b>Revenues</b>					
Capitation-MA	3,438.39	4,467.13	3,871.03	3,773.94	3,747.74
Capitation- MC	1,774.54	1,969.76	2,663.44	1,670.03	1,894.93
Interest Income-Operating Acct	14.45	-	-	25.27	13.08
Other Retro Adjustments, DHS	23.33	55.17	-	9.36	21.71
Other Income	0.87	-	-	24.48	6.81
<b>Total Revenues</b>	<b>5,251.58</b>	<b>6,492.06</b>	<b>6,534.47</b>	<b>5,503.08</b>	<b>5,684.27</b>
<b>Expenses</b>					
Total Acute & Primary Services	1,456.79	1,910.54	1,478.45	2,241.10	1,737.86
Total LTC-Family Care Expenses	3,246.73	4,030.61	3,686.25	2,369.89	3,199.98
Cost Share	(141.94)	(141.68)	(101.30)	(43.75)	(110.83)
Room & Board	(294.07)	(325.12)	(163.87)	(81.55)	(226.26)
Other Third Party	-	-	(8.07)	-	(1.06)
<b>Net Member Services Expenses</b>	<b>4,267.51</b>	<b>5,474.35</b>	<b>4,891.46</b>	<b>4,485.69</b>	<b>4,599.69</b>
Net Care Management Expenses	551.36	556.93	756.79	489.22	562.89
Administrative Expenses	295.02	327.41	296.63	321.21	307.28
Total Operating Expenses, CY	5,113.89	6,358.69	5,944.88	5,296.12	5,469.86
<b>Income (Loss) from Operations, CY</b>	<b>137.69</b>	<b>133.37</b>	<b>589.59</b>	<b>206.96</b>	<b>214.41</b>
<b>Other (Revenue)/Expense, Ordinary</b>					
Total Other (Revenue)/Expense	(289.53)	(22.28)	(30.10)	(365.96)	(232.77)
<b>Net Income/ (Loss)</b>	<b>427.22</b>	<b>155.65</b>	<b>619.69</b>	<b>572.92</b>	<b>447.18</b>
<b>Member Months by FC Target Group</b>					
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Frail Elder (FE)	52.5%	32.1%	80.5%	30.7%	47.2%
<b>Total Member Months</b>	<b>5,721</b>	<b>2,050</b>	<b>1,679</b>	<b>3,357</b>	<b>12,807</b>
*Equity	44,158,790	16,332,923	46,780,594	107,272,307	

Shaded Columns do not add into the Total Column

\* Total Equity may include 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.*