



**Gold Coast
Health Plan**SM
A Public Entity

FINANCIAL PACKAGE

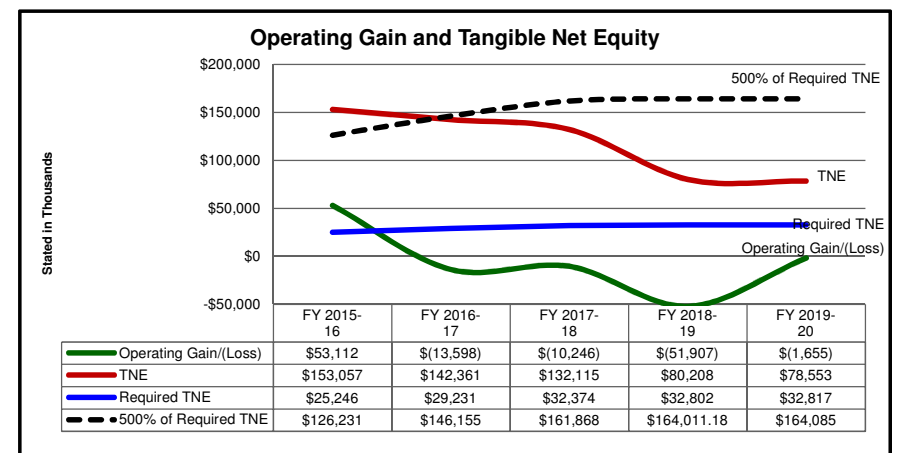
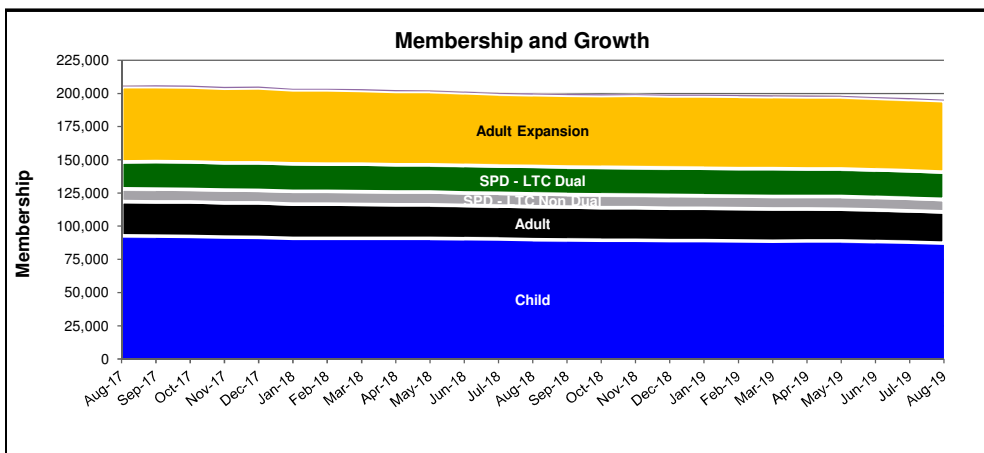
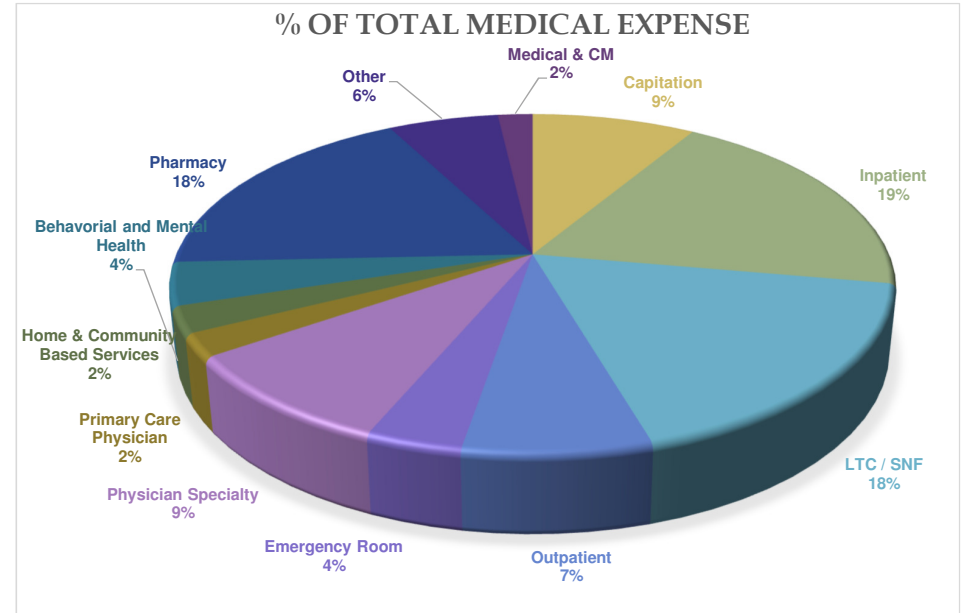
For the month ended August 2019

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Gold Coast Health Plan
Executive Dashboard as of August 31, 2019

	FYTD 19/20 Budget	FYTD 19/20 Actual	FY 18/19 Actual	FY 17/18 Actual
Average Enrollment	195,330	196,016	198,140	202,748
Revenue	\$ 334.20	\$ 345.70	\$ 303.88	\$ 284.60
Capitation	\$ 26.54	\$ 28.73	\$ 25.14	\$ 13.90
Inpatient	\$ 61.67	\$ 63.42	\$ 62.09	\$ 58.98
LTC / SNF	\$ 56.91	\$ 58.70	\$ 56.06	\$ 51.30
Outpatient	\$ 25.69	\$ 24.03	\$ 25.88	\$ 25.74
Emergency Room	\$ 11.92	\$ 12.33	\$ 12.14	\$ 12.77
Physician Specialty	\$ 25.52	\$ 30.00	\$ 26.71	\$ 23.82
Primary Care Physician	\$ 5.85	\$ 7.28	\$ 7.36	\$ 6.78
Home & Community Based Services	\$ 8.03	\$ 8.40	\$ 8.14	\$ 6.88
Behavioral and Mental Health	\$ 8.15	\$ 13.70	\$ 8.69	\$ 6.37
Pharmacy	\$ 57.10	\$ 59.88	\$ 56.60	\$ 49.76
Other	\$ 14.86	\$ 19.39	\$ 13.33	\$ 9.48
Medical & CM	\$ 6.99	\$ 6.09	\$ 5.92	\$ 4.79
Total Per Member Per Month	\$ 309.25	\$ 331.94	\$ 308.05	\$ 270.57
% of Revenue	92.5%	96.0%	101.4%	95.1%
Total Administrative Expenses	\$ 10,375,897	\$ 7,505,909	\$ 46,655,880	\$ 49,015,352
% of Revenue	7.9%	5.5%	6.5%	7.1%
TNE	\$ 93,700,000	\$ 78,553,254	\$ 80,207,972	\$ 132,115,371
Required TNE	\$ 33,464,286	\$ 32,816,935	\$ 32,802,236	\$ 32,373,536
% of Required	280%	239%	245%	408%



STATEMENT OF FINANCIAL POSITION

	08/31/19	07/31/19	06/30/19
ASSETS			
Current Assets:			
Total Cash and Cash Equivalents	\$ 78,472,639	\$ 81,527,919	\$ 108,964,312
Total Short-Term Investments	47,389,963	47,389,953	46,961,600
Medi-Cal Receivable	76,324,504	70,849,465	69,895,552
Interest Receivable	194,827	94,905	412,797
Provider Receivable	478,044	392,532	1,624,443
Other Receivables	7,826,204	7,826,387	7,826,412
Total Accounts Receivable	84,823,579	79,163,289	79,759,203
Total Prepaid Accounts	1,979,466	2,217,433	2,044,070
Total Other Current Assets	153,789	153,789	153,789
Total Current Assets	212,819,436	210,452,383	237,882,975
Total Fixed Assets	1,852,302	1,644,274	1,667,770
Total Assets	\$ 214,671,738	\$ 212,096,657	\$ 239,550,745
LIABILITIES & NET ASSETS			
Current Liabilities:			
Incurred But Not Reported	\$ 54,940,117	\$ 54,343,710	\$ 51,757,912
Claims Payable	13,419,244	12,017,584	19,991,095
Capitation Payable	26,684,218	26,080,001	26,002,103
Physician Payable	3,048,194	1,523,121	-
DHCS - Reserve for Capitation Recoup	11,008,184	11,008,184	11,008,184
Accounts Payable	323,802	2,578,068	4,257,785
Accrued ACS	3,289,709	1,644,258	(1,192)
Accrued Provider Reserve	1,700,000	1,700,000	1,995,681
Accrued Pharmacy	18,702,982	17,932,152	17,719,988
Accrued Expenses	324,247	589,744	572,319
Accrued Premium Tax	-	-	23,626,246
Accrued Payroll Expense	1,562,408	1,336,018	1,291,500
Total Current Liabilities	135,003,106	130,752,840	158,221,621
Long-Term Liabilities:			
Other Long-term Liability-Deferred Rent	1,115,379	1,118,265	1,121,152
Total Long-Term Liabilities	1,115,379	1,118,265	1,121,152
Total Liabilities	136,118,484	131,871,105	159,342,773
Net Assets:			
Beginning Net Assets	80,207,972	80,207,972	132,115,371
Total Increase / (Decrease in Unrestricted Net Assets)	(1,654,717)	17,580	(51,907,399)
Total Net Assets	78,553,254	80,225,552	80,207,972
Total Liabilities & Net Assets	\$ 214,671,738	\$ 212,096,657	\$ 239,550,745

**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS
FOR MONTH ENDED August 31, 2019**

	August 2019	August 2019 Year-To-Date		Variance	Variance	August 2019 Year-To-Date		Variance
	Actual	Actual	Budget	Fav / (Unfav)	%	Actual	Budget	Fav / (Unfav)
Membership (includes retro members)	195,454	392,031	390,659	1,372	0%	PMPM - FYTD		
Revenue								
Premium	\$ 67,802,034	\$ 135,524,165	\$ 130,559,340	\$ 4,964,825	4%	\$ 345.70	\$ 334.20	\$ 11.49
MCO Premium Tax	-	-	-	-	0%	-	-	-
Total Net Premium	67,802,034	135,524,165	130,559,340	4,964,825	4%	345.70	334.20	11.49
Total Revenue	67,802,034	135,524,165	130,559,340	4,964,825	4%	345.70	334.20	11.49
Medical Expenses:								
Capitation (FCR, Specialty, Naiser, NEMU & Vision)	5,910,364	11,261,622	10,366,756	(894,865)	-9%	28.73	26.54	(2.19)
FFS Claims Expenses:								
Inpatient	12,216,925	24,861,759	24,092,010	(769,749)	-3%	63.42	61.67	(1.75)
LTC / SNF	12,149,645	23,013,735	22,234,351	(779,385)	-4%	58.70	56.91	(1.79)
Outpatient	4,579,689	9,420,592	10,037,111	616,519	6%	24.03	25.69	1.66
Laboratory and Radiology	249,733	589,166	668,033	78,867	12%	1.50	1.71	0.21
Directed Payments - Provider	2,380,678	4,734,251	3,026,093	(1,708,157)	-56%	12.08	7.75	(4.33)
Emergency Room	2,149,836	4,834,738	4,656,404	(178,334)	-4%	12.33	11.92	(0.41)
Physician Specialty	5,895,351	11,760,325	9,970,203	(1,790,122)	-18%	30.00	25.52	(4.48)
Primary Care Physician	1,500,551	2,855,125	2,286,366	(568,759)	-25%	7.28	5.85	(1.43)
Home & Community Based Services	1,724,204	3,291,747	3,137,800	(153,947)	-5%	8.40	8.03	(0.36)
Applied Behavioral Analysis/Mental Health Services	2,433,536	5,370,687	3,183,448	(2,187,239)	-69%	13.70	8.15	(5.55)
Pharmacy	12,251,466	23,474,685	22,307,338	(1,167,347)	-5%	59.88	57.10	(2.78)
Provider Reserve	-	(295,681)	303,461	599,142	197%	(0.75)	0.78	1.53
Other Medical Professional	346,942	740,306	637,911	(102,396)	-16%	1.89	1.63	(0.26)
Other Medical Care	2,095	9,115	-	(9,115)	0%	0.02	-	(0.02)
Other Fee For Service	817,984	1,820,124	1,559,871	(260,253)	-17%	4.64	3.99	(0.65)
Transportation	89,332	259,951	283,505	23,554	8%	0.66	0.73	0.06
Total Claims	58,787,966	116,740,627	108,383,906	(8,356,721)	-8%	297.78	277.44	(20.35)
Medical & Care Management Expense	1,059,894	2,386,357	2,731,450	345,093	13%	6.09	6.99	0.90
Reinsurance	282,917	565,993	161,485	(404,508)	-250%	1.44	0.41	(1.03)
Claims Recoveries/Budget Reduction	(302,382)	(823,439)	(833,333)	(9,894)	1%	(2.10)	(2.13)	(0.03)
Sub-total	1,040,428	2,128,911	2,059,602	(69,309)	-3%	5.43	5.27	(0.16)
Total Cost of Health Care	65,738,759	130,131,159	120,810,264	(9,320,895)	-8%	331.94	309.25	(22.69)
Contribution Margin	2,063,275	5,393,006	9,749,076	(4,356,070)	-45%	13.76	24.96	(11.20)
General & Administrative Expenses:								
Salaries, Wages & Employee Benefits	2,294,777	4,447,621	4,570,036	122,415	3%	11.35	11.70	0.35
Training, Conference & Travel	19,436	34,252	99,825	65,573	66%	0.09	0.26	0.17
Outside Services	2,101,108	3,912,916	4,613,185	700,269	15%	9.98	11.81	1.83
Professional Services	(38,006)	377,558	801,083	423,525	53%	0.96	2.05	1.09
Occupancy, Supplies, Insurance & Others	560,304	1,074,374	1,661,141	586,767	35%	2.74	4.25	1.51
Care Management Credit	(1,059,894)	(2,386,357)	(2,731,450)	(345,093)	13%	(6.09)	(6.99)	(0.90)
G&A Expenses	3,877,725	7,460,365	9,013,820	1,553,456	17%	19.03	23.07	4.04
Project Portfolio	76,067	45,544	1,362,076	1,316,532	97%	0.12	3.49	3.37
Total G&A Expenses	3,953,792	7,505,909	10,375,897	2,869,988	28%	19.15	26.56	7.41
Total Operating Gain / (Loss)	(1,890,517)	(2,112,903)	(626,821)	(1,486,082)	237%	(5.39)	(1.60)	(3.79)
Non Operating								
Revenues - Interest	218,219	458,186	174,079	284,106	163%	1.17	0.45	0.72
Total Non-Operating	218,219	458,186	174,079	284,106	163%	1.17	0.45	0.72
Total Increase / (Decrease) in Unrestricted Net Assets	\$ (1,672,298)	\$ (1,654,717)	\$ (452,742)	\$ (1,201,976)	265%	\$ (4.22)	\$ (1.16)	\$ (3.06)

INCOME STATEMENT BY CATEGORY OF AID
Fiscal Year To Date

	August 2019			
	AE	SPD	Classic	Total
Current Membership	53,718	30,035	111,701	195,454
Revenue				
Premium	46,520,162	36,065,770	52,938,233	135,524,165
Reserve for Cap Requirements				
MCO Premium Tax				
Total Net Premium	46,520,162	36,065,770	52,938,233	135,524,165
Other Revenue:				
Miscellaneous Income				
Total Other Revenue	-	-	-	-
 Total Revenue	46,520,162	36,065,770	52,938,233	135,524,165
Medical Expenses:				
<u>Capitation (PCP, Specialty, Kaiser, NEMT & Vision)</u>	5,253,370	863,451	5,144,801	11,261,622
<u>FFS Claims Expenses:</u>				
Inpatient	12,152,895	5,807,549	6,901,316	24,861,759
LTC / SNF	2,542,933	6,197,506	14,273,297	23,013,735
Outpatient	4,216,413	2,228,611	2,975,568	9,420,592
Laboratory and Radiology	344,277	65,802	179,088	589,166
Directed Payments - Provider	1,153,048	417,096	3,164,106	4,734,251
Emergency Room	1,960,473	521,539	2,352,727	4,834,738
Physician Specialty	5,470,580	2,204,389	4,085,356	11,760,325
Primary Care Physician	785,219	512,158	1,557,748	2,855,125
Home & Community Based Services	337,528	2,573,581	380,639	3,291,747
Applied Behavioral Analysis/Mental Health	954,744	2,069,284	2,346,660	5,370,687
Pharmacy	11,824,437	5,825,464	5,824,784	23,474,685
Provider Reserve	(155,155)	(16,416)	(124,110)	(295,681)
Other Medical Professional	382,518	197,607	160,182	740,306
Other Medical Care	-	260	8,855	9,115
Other Fee For Service	412,661	1,022,757	384,706	1,820,124
Transportation	113,030	72,747	74,174	259,951
Total Claims	42,495,599	29,699,933	44,545,095	116,740,627
Medical & Care Management Expense	834,228	637,859	914,270	2,386,357
Reinsurance	157,230	86,680	322,083	565,993
Claims Recoveries	-	-	(823,439)	(823,439)
Sub-total	991,458	724,539	412,914	2,128,911
Total Cost of Health Care	\$ 48,740,427	\$ 31,287,923	\$ 50,102,809	\$ 130,131,159
Contribution Margin	(2,220,265)	4,777,847	2,835,424	5,393,006

STATEMENT OF CASH FLOWS

August 2019

FYTD 19-20**Cash Flows Provided By Operating Activities**

Net Income (Loss) \$ (1,672,298) \$ (1,654,717)

Adjustments to reconciled net income to net cash provided by operating activities

Depreciation on fixed assets 26,302 49,798

Amortization of discounts and premium - -

Changes in Operating Assets and Liabilities

Accounts Receivable (5,660,290) (5,064,375)

Prepaid Expenses 237,967 64,604

Accounts Payable 231,941 176,100

Claims Payable (2,129,290) 4,243,202

MCO Tax liability - (23,626,246)

IBNR 596,407 3,182,205

Net Cash Provided by (Used in) Operating Activities

(8,369,260) (22,629,428)

Cash Flow Provided By Investing Activities

Proceeds from Restricted Cash & Other Assets

Proceeds from Investments - -

Proceeds for Sales of Property, Plant and Equipment - -

Payments for Restricted Cash and Other Assets - -

Purchase of Investments plus Interest reinvested (11) (395,723)

Purchase of Property and Equipment - -

Net Cash (Used In) Provided by Investing Activities

(11) (395,723)

Increase/(Decrease) in Cash and Cash Equivalents

(8,369,271) (23,025,151)

Cash and Cash Equivalents, Beginning of Period

122,204,091 136,859,971

Cash and Cash Equivalents, End of Period

\$ 113,834,820 \$ 113,834,820