



**Gold Coast  
Health Plan**<sup>SM</sup>  
A Public Entity

**FINANCIAL PACKAGE**

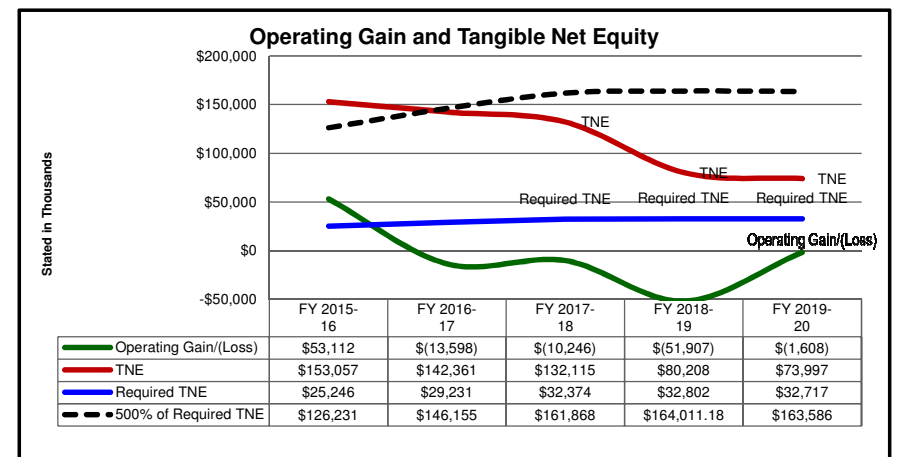
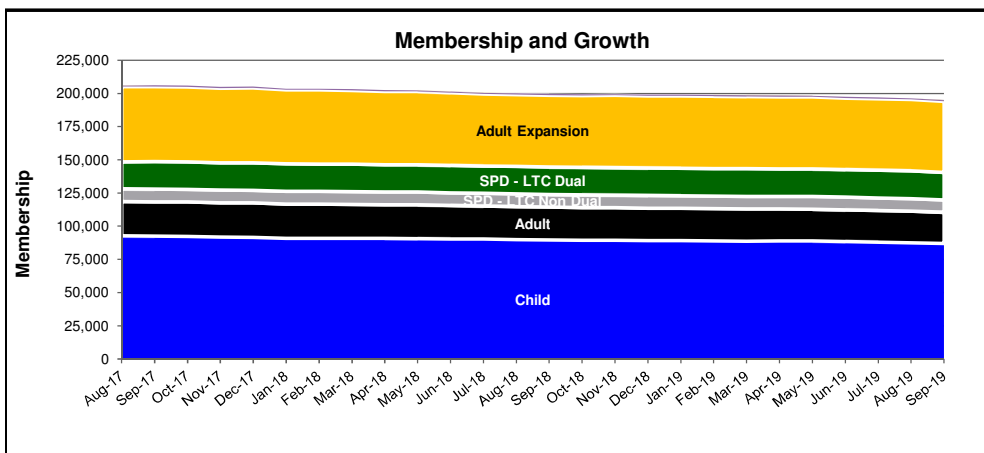
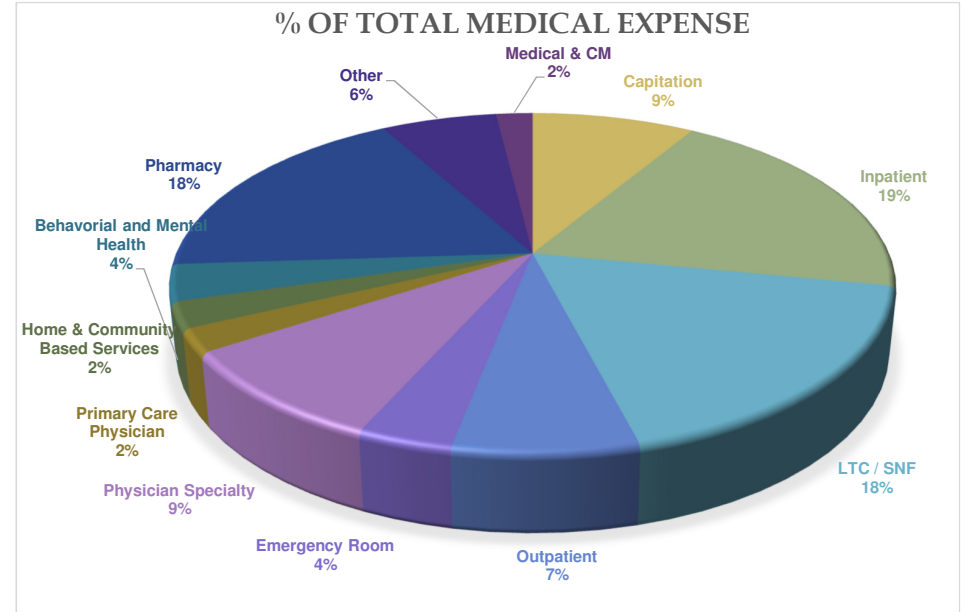
For the month ended September 2019

**TABLE OF CONTENTS**

- Executive Dashboard
- Statement of Financial Position
- Statement of Revenues, Expenses and Changes in Net Assets
- Statement of Cash Flows

**Gold Coast Health Plan**  
Executive Dashboard as of September 30, 2019

	FYTD 19/20 Budget	FYTD 19/20 Actual	FY 18/19 Actual	FY 17/18 Actual
Average Enrollment	195,136	196,123	198,140	202,748
Revenue	\$ 334.24	\$ 345.36	\$ 303.88	\$ 284.60
Capitation	\$ 26.54	\$ 28.39	\$ 25.14	\$ 13.90
Inpatient	\$ 61.66	\$ 64.06	\$ 62.09	\$ 58.98
LTC / SNF	\$ 56.96	\$ 58.88	\$ 56.06	\$ 51.30
Outpatient	\$ 25.69	\$ 23.43	\$ 25.88	\$ 25.74
Emergency Room	\$ 11.92	\$ 12.06	\$ 12.14	\$ 12.77
Physician Specialty	\$ 25.52	\$ 29.83	\$ 26.71	\$ 23.82
Primary Care Physician	\$ 5.85	\$ 7.31	\$ 7.36	\$ 6.78
Home & Community Based Services	\$ 8.04	\$ 8.19	\$ 8.14	\$ 6.88
Behavioral and Mental Health	\$ 8.15	\$ 11.49	\$ 8.69	\$ 6.37
Pharmacy	\$ 57.10	\$ 59.22	\$ 56.60	\$ 49.76
Other	\$ 14.86	\$ 20.14	\$ 13.33	\$ 9.48
Medical & CM	\$ 6.99	\$ 6.36	\$ 5.92	\$ 4.79
Total Per Member Per Month	\$ 309.27	\$ 329.35	\$ 308.05	\$ 270.57
% of Revenue	92.5%	95.4%	101.4%	95.1%
Total Administrative Expenses	\$ 15,156,535	\$ 11,709,334	\$ 46,655,880	\$ 49,015,352
% of Revenue	7.7%	5.8%	6.5%	7.1%
TNE	\$ 93,700,000	\$ 73,997,242	\$ 80,207,972	\$ 132,115,371
Required TNE	\$ 33,464,286	\$ 32,717,104	\$ 32,802,236	\$ 32,373,536
% of Required	280%	226%	245%	408%



**STATEMENT OF FINANCIAL POSITION**

	09/30/19	08/31/19
<b>ASSETS</b>		
<b>Current Assets:</b>		
<b>Total Cash and Cash Equivalents</b>	<b>\$ 92,280,061</b>	<b>\$ 78,472,639</b>
<b>Total Short-Term Investments</b>	<b>47,389,970</b>	<b>47,389,963</b>
Medi-Cal Receivable	83,147,845	76,324,504
Interest Receivable	293,045	194,827
Provider Receivable	611,342	478,044
Other Receivables	7,826,204	7,826,204
<b>Total Accounts Receivable</b>	<b>91,878,436</b>	<b>84,823,579</b>
Total Prepaid Accounts	2,043,725	1,979,466
Total Other Current Assets	153,789	153,789
<b>Total Current Assets</b>	<b>233,745,981</b>	<b>212,819,436</b>
<b>Total Fixed Assets</b>	<b>1,819,330</b>	<b>1,852,302</b>
<b>Total Assets</b>	<b><u>\$ 235,565,311</u></b>	<b><u>\$ 214,671,738</u></b>
<b>LIABILITIES &amp; NET ASSETS</b>		
<b>Current Liabilities:</b>		
Incurred But Not Reported	\$ 56,836,101	\$ 54,940,117
Claims Payable	15,520,141	13,419,244
Capitation Payable	26,265,298	26,684,218
Physician Payable	3,987,130	3,048,194
DHCS - Reserve for Capitation Recoup	15,611,208	15,611,208
Accounts Payable	2,871,606	323,802
Accrued ACS	3,399,362	3,289,709
Accrued Provider Reserve	1,700,000	1,700,000
Accrued Pharmacy	17,753,988	18,702,982
Accrued Expenses	14,979,442	324,247
Accrued Premium Tax	-	-
Accrued Payroll Expense	1,531,304	1,562,408
<b>Total Current Liabilities</b>	<b>160,455,579</b>	<b>139,606,130</b>
<b>Long-Term Liabilities:</b>		
Other Long-term Liability-Deferred Rent	1,112,492	1,115,379
<b>Total Long-Term Liabilities</b>	<b>1,112,492</b>	<b>1,115,379</b>
<b>Total Liabilities</b>	<b>161,568,070</b>	<b>136,118,484</b>
<b>Net Assets:</b>		
Beginning Net Assets	75,604,948	75,604,948
Total Increase / (Decrease in Unrestricted Net Assets)	(1,607,706)	(1,654,717)
<b>Total Net Assets</b>	<b>73,997,242</b>	<b>73,950,231</b>
<b>Total Liabilities &amp; Net Assets</b>	<b><u>\$ 235,565,311</u></b>	<b><u>\$ 214,671,738</u></b>

**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS  
FOR MONTH ENDED September 30, 2019**

	August 2019	Sept 2019	Sept 2019 Year-To-Date		Variance	Variance	Sept 2019 Year-To-Date		Variance
	Actual	Actual	Actual	Budget	Fav / (Unfav)	%	Actual	Budget	Fav / (Unfav)
<b>Membership (includes retro members)</b>	196,366	195,014	588,368	585,408	2,960	1%	<b>PMPM - FYTD</b>		
<b>Revenue</b>									
Premium	67,802,034	\$ 67,673,434	\$ 203,197,599	\$ 195,664,745	\$ 7,532,854	4%	\$ 345.36	\$ 334.24	\$ 11.12
MCO Premium Tax	-	-	-	-	-	0%	-	-	-
<b>Total Net Premium</b>	<b>67,802,034</b>	<b>67,673,434</b>	<b>203,197,599</b>	<b>195,664,745</b>	<b>7,532,854</b>	<b>4%</b>	<b>345.36</b>	<b>334.24</b>	<b>11.12</b>
<b>Total Revenue</b>	<b>67,802,034</b>	<b>67,673,434</b>	<b>203,197,599</b>	<b>195,664,745</b>	<b>7,532,854</b>	<b>4%</b>	<b>345.36</b>	<b>334.24</b>	<b>11.12</b>
<b>Medical Expenses:</b>									
<u>Capitation (For Specialty, NABET, NEMT &amp; Vision)</u>	5,910,364	5,440,870	16,702,491	15,533,859	(1,168,632)	-8%	28.39	26.54	(1.85)
<b>FFS Claims Expenses:</b>									
Inpatient	12,216,925	12,829,625	37,691,384	36,097,848	(1,593,536)	-4%	64.06	61.66	(2.40)
LTC / SNF	12,149,645	11,629,363	34,643,098	33,343,934	(1,299,164)	-4%	58.88	56.96	(1.92)
Outpatient	4,579,689	4,366,223	13,786,815	15,039,852	1,253,037	8%	23.43	25.69	2.26
Laboratory and Radiology	249,733	444,149	1,033,315	1,000,846	(32,469)	-3%	1.76	1.71	(0.05)
Directed Payments - Provider	2,380,678	1,812,782	6,547,032	4,534,288	(2,012,744)	-44%	11.13	7.75	(3.38)
Emergency Room	2,149,836	2,260,251	7,094,989	6,976,939	(118,050)	-2%	12.06	11.92	(0.14)
Physician Specialty	5,895,351	5,792,912	17,553,237	14,938,664	(2,614,573)	-18%	29.83	25.52	(4.32)
Primary Care Physician	1,500,551	1,443,012	4,298,136	3,425,754	(872,382)	-25%	7.31	5.85	(1.45)
Home & Community Based Services	1,724,204	1,525,225	4,816,973	4,704,587	(112,386)	-2%	8.19	8.04	(0.15)
Applied Behavioral Analysis/Mental Health Services	2,433,536	1,386,938	6,757,624	4,771,069	(1,986,555)	-42%	11.49	8.15	(3.34)
Pharmacy	12,251,466	11,365,607	34,840,292	33,425,747	(1,414,544)	-4%	59.22	57.10	(2.12)
Provider Reserve	-	-	(295,681)	454,598	750,278	165%	(0.50)	0.78	1.28
Other Medical Professional	346,942	365,748	1,106,054	955,938	(150,116)	-16%	1.88	1.63	(0.25)
Other Medical Care	2,095	4,435	13,551	-	(13,551)	0%	0.02	-	(0.02)
Other Fee For Service	817,984	856,411	2,676,535	2,338,200	(338,336)	-14%	4.55	3.99	(0.55)
Transportation	89,332	223,827	483,778	424,846	(58,932)	-14%	0.82	0.73	(0.10)
<b>Total Claims</b>	<b>58,787,966</b>	<b>56,306,507</b>	<b>173,047,134</b>	<b>162,433,111</b>	<b>(10,614,023)</b>	<b>-7%</b>	<b>294.11</b>	<b>277.47</b>	<b>(16.64)</b>
Medical & Care Management Expense	1,059,894	1,358,545	3,744,902	4,092,022	347,121	8%	6.36	6.99	0.63
Reinsurance	282,917	282,227	848,220	241,741	(606,479)	-251%	1.44	0.41	(1.03)
Claims Recoveries/Budget Reduction	(302,382)	261,941	(561,498)	(1,250,000)	(688,502)	55%	(0.95)	(2.14)	(1.18)
Sub-total	1,040,428	1,902,713	4,031,624	3,083,763	(947,860)	-31%	6.85	5.27	(1.58)
<b>Total Cost of Health Care</b>	<b>65,738,759</b>	<b>63,650,090</b>	<b>193,781,249</b>	<b>181,050,733</b>	<b>(12,730,516)</b>	<b>-7%</b>	<b>329.35</b>	<b>309.27</b>	<b>(20.08)</b>
<b>Contribution Margin</b>	<b>2,063,275</b>	<b>4,023,344</b>	<b>9,416,350</b>	<b>14,614,012</b>	<b>(5,197,662)</b>	<b>-36%</b>	<b>16.00</b>	<b>24.96</b>	<b>(8.96)</b>
<b>General &amp; Administrative Expenses:</b>									
Salaries, Wages & Employee Benefits	2,294,777	2,026,766	6,474,387	6,708,947	234,560	3%	11.00	11.46	0.46
Training, Conference & Travel	19,436	28,381	62,633	157,519	94,885	60%	0.11	0.27	0.16
Outside Services	2,101,108	2,260,593	6,173,509	6,951,335	777,827	11%	10.49	11.87	1.38
Professional Services	(38,006)	351,660	729,218	1,142,554	413,336	36%	1.24	1.95	0.71
Occupancy, Supplies, Insurance & Others	560,304	757,942	1,832,315	2,341,255	508,940	22%	3.11	4.00	0.89
Care Management Credit	(1,059,894)	(1,358,545)	(3,744,902)	(4,092,022)	(347,121)	8%	(6.36)	(6.99)	(0.63)
G&A Expenses	3,877,725	4,066,797	11,527,161	13,209,587	1,682,426	13%	19.59	22.56	2.97
Project Portfolio	76,067	136,629	182,173	1,946,947	1,764,774	91%	0.31	3.33	3.02
<b>Total G&amp;A Expenses</b>	<b>3,953,792</b>	<b>4,203,425</b>	<b>11,709,334</b>	<b>15,156,535</b>	<b>3,447,201</b>	<b>23%</b>	<b>19.90</b>	<b>25.89</b>	<b>5.99</b>
<b>Total Operating Gain / (Loss)</b>	<b>(1,890,517)</b>	<b>(180,081)</b>	<b>(2,292,984)</b>	<b>(542,522)</b>	<b>(1,750,462)</b>	<b>323%</b>	<b>(3.90)</b>	<b>(0.93)</b>	<b>(2.97)</b>
<b>Non Operating</b>									
Revenues - Interest	218,219	227,093	685,278	260,886	424,392	163%	1.16	0.45	0.72
<b>Total Non-Operating</b>	<b>218,219</b>	<b>227,093</b>	<b>685,278</b>	<b>260,886</b>	<b>424,392</b>	<b>163%</b>	<b>1.16</b>	<b>0.45</b>	<b>0.72</b>
<b>Total Increase / (Decrease) in Unrestricted Net Assets</b>	<b>\$(1,672,298)</b>	<b>\$ 47,011</b>	<b>\$(1,607,706)</b>	<b>\$(281,636)</b>	<b>\$(1,326,070)</b>	<b>471%</b>	<b>\$(2.73)</b>	<b>\$(0.48)</b>	<b>\$(2.25)</b>

<b>STATEMENT OF CASH FLOWS</b>	<b>August 2019</b>	<b>Sept 2019</b>	<b>FYTD 19-20</b>
<b>Cash Flows Provided By Operating Activities</b>			
Net Income (Loss)	(1,672,298) \$	47,011	\$ (1,607,706)
<b>Adjustments to reconciled net income to net cash provided by operating activities</b>			
Depreciation on fixed assets	26,302	32,972	82,770
Amortization of discounts and premium	-	-	-
<b>Changes in Operating Assets and Liabilities</b>			
Accounts Receivable	(5,660,290)	(7,054,857)	(12,119,233)
Prepaid Expenses	237,967	(64,259)	345
Accounts Payable	231,941	16,329,666	16,505,766
Claims Payable	(2,129,290)	(520,016)	3,723,187
MCO Tax liability	-	-	(23,626,246)
IBNR	596,407	1,895,983	5,078,189
<b>Net Cash Provided by (Used in) Operating Activities</b>	<u>(8,369,260)</u>	<u>10,666,500</u>	<u>(11,962,928)</u>
<b>Cash Flow Provided By Investing Activities</b>			
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)	(7)	(395,729)
Purchase of Property and Equipment	-	-	-
<b>Net Cash (Used In) Provided by Investing Activities</b>	<u>(11)</u>	<u>(7)</u>	<u>(395,729)</u>
<b>Increase/(Decrease) in Cash and Cash Equivalents</b>	(8,369,271)	10,666,493	(12,358,658)
<b>Cash and Cash Equivalents, Beginning of Period</b>	122,204,091	113,834,820	136,859,971
<b>Cash and Cash Equivalents, End of Period</b>	<u>113,834,820</u> \$	<u>124,501,313</u>	<u>\$ 124,501,313</u>