

Managed LTC Programs						
Surplus / (Deficits)						
Historical Results						
Family Care						
Total Revenues, FC	2004	2005	2006	2007	2008	Q1 2009
SFCA/Richland	\$ 6,807,396	\$ 7,887,973	\$ 8,802,687	\$ 9,684,041	\$ 14,082,113	\$ 7,159,161
CCCW/Portage	\$ 19,040,524	\$ 22,069,742	\$ 24,984,035	\$ 27,440,857	\$ 32,239,300	\$ 19,334,158
CCO/Fond du Lac	\$ 20,654,814	\$ 24,379,601	\$ 25,435,208	\$ 27,047,647	\$ 27,979,165	\$ 7,277,902
WWC/La Crosse	\$ 32,231,886	\$ 35,837,353	\$ 40,300,193	\$ 45,171,481	\$ 47,449,159	\$ 19,427,681
MCDA	\$ 109,979,122	\$ 135,738,127	\$ 145,311,868	\$ 157,200,481	\$ 175,120,366	\$ 47,787,823
Total Revenues, Original FC Pilots	\$ 188,713,742	\$ 225,912,796	\$ 244,833,992	\$ 266,544,507	\$ 296,870,103	\$ 100,986,725
CCI				\$ 28,187,083	\$ 95,460,003	\$ 34,408,603
CW					\$ 29,801,797	\$ 27,038,156
CHP-LTS					\$ 8,818,658	\$ 8,922,003
Northern Bridges (NB)						
Total Revenues, All FC MCOs	\$ 188,713,742	\$ 225,912,796	\$ 244,833,992	\$ 294,731,590	\$ 430,950,561	\$ 171,355,487
Net Income, FC	2004	2005	2006	2007	2008	Q1 2009
SFCA/Richland	\$ 158,001	\$ 483,209	\$ 42,065	\$ (54,273)	\$ 79,249	\$ 232,214
CCCW/Portage	\$ (1,689,871)	\$ (908,966)	\$ 1,783,026	\$ 2,129,361	\$ (2,328,852)	\$ (388,647)
CCO/Fond du Lac	\$ (746,538)	\$ 3,125,176	\$ 2,112,758	\$ 1,429,173	\$ 54,057	\$ 244,177
WWC/La Crosse	\$ (2,799,577)	\$ (765,239)	\$ 2,196,670	\$ 3,078,798	\$ (3,360,286)	\$ (1,987,867)
MCDA	\$ (3,223,031)	\$ 10,645,192	\$ 4,651,429	\$ 3,915,925	\$ (509,681)	\$ 929,213
Total Net Income, Original FC Pilots	\$ (8,301,016)	\$ 12,579,371	\$ 10,785,948	\$ 10,498,984	\$ (6,065,514)	\$ (970,909)
CCI				\$ (1,332,424)	\$ (4,170,701)	\$ (1,418,354)
CW					\$ (7,335,121)	\$ (213,386)
CHP					\$ (2,570,088)	\$ (1,482,759)
Northern Bridges						
Total Net Income, All FC MCOs	\$ (8,301,016)	\$ 12,579,371	\$ 10,785,948	\$ 9,166,560	\$ (20,141,424)	\$ (4,085,408)
Net Income, All FC MCOs (% terms)	-4.4%	5.6%	4.4%	3.1%	-4.7%	-2.4%
FCP/ PACE						
Total Revenues, FCP/PACE	2004	2005	2006	2007	2008	Q1 2009
Care WI	\$ 23,628,716	\$ 27,116,336	\$ 34,470,237	\$ 43,610,575	\$ 57,707,033	\$ 16,899,813
CLA	\$ 19,460,839	\$ 21,459,363	\$ 23,763,898	\$ 27,159,359	\$ -	\$ -
CHP	\$ 29,603,325	\$ 39,200,782	\$ 55,162,473	\$ 71,473,998	\$ 100,719,300	\$ 28,621,798
CCI-CCHP	\$ 45,895,360	\$ 52,164,851	\$ 60,636,601	\$ 69,557,623	\$ 74,610,355	\$ 17,942,759
Total Rev, FCP/PACE MCOs	\$ 118,588,240	\$ 139,941,332	\$ 174,033,209	\$ 211,801,555	\$ 233,036,688	\$ 63,464,370
Net Income, FCP/PACE (1)	2004	2005	2006	2007	2008	Q1 2009
Care WI	\$ 93,107	\$ 297,629	\$ 3,304,211	\$ 5,402,540	\$ (408,262)	\$ (79,987)
CLA	\$ 205,372	\$ 971,193	\$ 3,437,851	\$ (3,157,859)	\$ -	\$ -
CHP	\$ 1,585,349	\$ 3,178,537	\$ 4,269,117	\$ 2,255,621	\$ 2,922,296	\$ 242,872
CCI-CCHP	\$ 674,922	\$ (856,247)	\$ 4,363,510	\$ 5,847,301	\$ 5,645,285	\$ (835,061)
Net Income, All FCP/PACE MCOs	\$ 2,558,750	\$ 3,591,112	\$ 15,374,689	\$ 10,347,603	\$ 8,159,319	\$ (672,177)
Net Income, All FCP/PACE MCOs (% terms)	2.2%	2.6%	8.8%	4.9%	3.5%	-1.1%
Revenue, All MLTC Programs	\$ 307,301,982	\$ 365,854,128	\$ 418,867,201	\$ 506,533,145	\$ 663,987,249	\$ 234,819,856
Net Income, All MLTC Programs	\$ (5,742,266)	\$ 16,170,483	\$ 26,160,637	\$ 19,514,163	\$ (11,982,105)	\$ (4,757,585)
Net Income, All MLTC Programs (% Terms)	-1.9%	4.4%	6.2%	3.9%	-1.8%	-2.0%
(1) Net income for the P/P programs for 2004-07 period are off the OCI Statutory Reports, 2008 forward are off the DHS GAAP statements.						

MCO Financial Statement Summaries
Family Care
YTD for Period Ending March 31, 2009

	SFCA	CCCW	CCO	WWC	Milwaukee	CCI	CWF	CHP-LTS	Total
Revenue									
Capitation	7,151,804	19,295,399	7,258,156	19,168,774	47,764,274	32,296,259	24,406,413	8,922,003	166,263,080
Pvt Pay & other Operating Revenue									0
Interest Income- Operating Acct	7,357	29,696	19,100		1,006	6			57,165
Risk Sharing Accrual						2,112,339	2,631,743		4,744,082
Other Income		9,063	646	258,907	22,543				291,159
Total Service Revenue	7,159,161	19,334,158	7,277,902	19,427,681	47,787,823	34,408,603	27,038,156	8,922,003	171,355,487

Expenses									
Member Services	5,849,384	17,674,518	6,435,274	19,587,374	43,977,269	33,927,128	25,112,367	9,579,829	162,143,143
Cost Share, Net	(151,822)	(297,784)	(196,970)	(459,199)	(2,430,658)	(402,403)	(250,282)	(55,885)	(4,245,002)
Room & Board, Net	(490,856)	(1,669,030)	(605,130)	(1,396,184)	(2,967,021)	(3,045,408)	(2,520,667)	(854,884)	(13,549,180)
Spend Down & Third Party	(11,803)	(88,944)	(49,098)	(67,640)	(128,862)	(135,417)	(83,879)		(565,641)
Net Member Services Costs	5,194,904	15,618,760	5,584,077	17,664,351	38,450,728	30,343,901	22,257,539	8,669,060	143,783,319

Net Care Management Costs	1,234,241	2,925,668	1,012,402	2,868,562	5,631,658	3,596,191	2,546,465	1,205,752	21,020,937
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Administrative Expenses	497,802	1,185,310	458,696	893,365	2,776,223	1,619,972	2,447,538	532,094	10,411,001
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Total Operating Expenses	6,926,947	19,729,738	7,055,175	21,426,278	46,858,609	35,560,064	27,251,542	10,406,906	175,215,258
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Income (Loss) from Operations	232,214	(395,580)	222,728	(1,998,597)	929,213	(1,151,460)	(213,386)	(1,484,903)	(3,859,771)
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Other (Revenue)/Expense

Prior Year Adjustment			(59,187)			(85,499)			(144,686)
Other Funding									0
Investment Income		(9,313)	(3,271)	(10,730)		(18,028)		(2,144)	(43,487)
Other Non-Operating		2,380	41,008			370,421			413,810
Total Other (Revenue)/Expense	0	(6,933)	(21,450)	(10,730)	0	266,894	0	(2,144)	225,637

Net Surplus/(Deficit)	232,214	(388,647)	244,177	(1,987,867)	929,213	(1,418,354)	(213,386)	(1,482,759)	(4,085,408)
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Member Months	2,704	6,928	3,086	7,926	20,141	10,611	7,930	2,444	61,770
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Key Ratios (as % of Revenue)

Member Service Expense, Net	72.6%	80.8%	76.7%	90.9%	80.5%	88.2%	82.3%	97.2%	83.9%
Care Management Service Expense	17.2%	15.1%	13.9%	14.8%	11.8%	10.5%	9.4%	13.5%	12.3%
Total Member Service Expense	89.8%	95.9%	90.6%	105.7%	92.2%	98.6%	91.7%	110.7%	96.2%
Administrative Expense	7.0%	6.1%	6.3%	4.6%	5.8%	4.7%	9.1%	6.0%	6.1%
Total Operating Expense	96.8%	102.0%	96.9%	110.3%	98.1%	103.3%	100.8%	116.6%	102.3%
Net Suplus/(Deficit)	3.2%	-2.0%	3.4%	-10.2%	1.9%	-4.1%	-0.8%	-16.6%	-2.4%

Notes

1. The P&L loss for WWC does not include a Risk Sharing accrual for the first quarter. Began accruing in 2 nd Quarter.
2. MCDA did not include an allocation of Admin dollars back to Care Management in the first quarter. Caught up in second quarter.
3. Reported results do not include Acuity adjustments (with exception of CCI), which could increase/decrease reported results.
4. CHP-LTS began accruing Risk Sharing effective 4/1/09.

MCO Financial Statement Summaries
Family Care
YTD for Period Ending March 31, 2009

	SFCA	CCCW	CCO	WWC	Milwaukee	CCI	CWF	CHP-LTS	Total
Summary PMPM Presentation									
Revenue									
Capitation	2,645.22	2,785.29	2,351.79	2,418.47	2,371.49	3,043.66	3,077.65	3,650.66	2,691.66
Pvt Pay & other Operating Revenue					0.00	0.00	0.00	0.00	0.00
Interest Income- Operating Acct	2.72	4.29	6.19	0.00	0.05		0.00	0.00	0.93
Risk Sharing Accrual					0.00	199.07	331.86	0.00	76.80
Other Income	0.00	1.31	0.21	32.67	1.12	0.00	0.00	0.00	4.71
Total Service Revenue	2,647.94	2,790.89	2,358.19	2,451.13	2,372.66	3,242.73	3,409.52	3,650.66	2,774.11
Expenses									
Member Services	2,163.50	2,551.32	2,085.16	2,471.28	2,183.47	3,197.35	3,166.68	3,919.83	2,624.97
Cost Share	(56.15)	(42.99)	(63.82)	(57.94)	(120.68)	(37.92)	(31.56)	(22.87)	(68.72)
Room & Board	(181.55)	(240.92)	(196.07)	(176.15)	(147.31)	(287.00)	(317.86)	(349.80)	(219.35)
Spend Down & Third Party	(4.37)	(12.84)	(15.91)	(8.53)	(6.40)	(12.76)	(10.58)	0.00	(9.16)
Net Member Services Costs	1,921.43	2,254.57	1,809.35	2,228.66	1,909.08	2,859.66	2,806.68	3,547.17	2,327.73
Net Care Management Costs	456.51	422.32	328.04	361.92	279.61	338.91	321.11	493.36	340.31
Administrative Expenses	184.12	171.10	148.63	112.71	137.84	152.67	308.64	217.72	168.55
Total Operating Expenses	2,562.06	2,847.99	2,286.02	2,703.29	2,326.53	3,351.25	3,436.43	4,258.25	2,836.59
Income (Loss) from Operations	85.89	(57.10)	72.17	(252.16)	46.14	(108.52)	(26.91)	(607.59)	(62.49)
Other (Revenue)/Expense									
Prior Year Adjustment	0.00	0.00	(19.18)	0.00	0.00	(8.06)	0.00	0.00	(2.34)
Other Funding	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Investment Income	0.00	(1.34)	(1.06)	(1.35)	0.00	(1.70)	0.00	(0.88)	(0.70)
Other Non-Operating	0.00	0.34	13.29	0.00	0.00	34.91	0.00	0.00	6.70
Total Other (Revenue)/Expense	0.00	(1.00)	(6.95)	(1.35)	0.00	25.15	0.00	(0.88)	3.65
Net Surplus/(Deficit)	85.89	(56.10)	79.12	(250.80)	46.14	(133.67)	(26.91)	(606.71)	(66.14)
Member Months	2,704	6,928	3,086	7,926	20,141	10,611	7,930	2,444	61,770

MCO Financial Statement Summaries
Family Care
YTD for Period Ending March 31, 2009

	SFCA	CCCW	CCO	WWC	Milwaukee	CCI	CWF	CHP-LTS	Total
Solvency Protection									
Working Capital									
Current Assets	5,906,633	17,969,995	11,374,962	10,754,731	29,874,909	24,845,166	8,819,898	4,430,353	
Current Liabilities	5,160,094	18,091,376	3,985,195	12,795,770	21,076,314	23,678,711	16,579,873	4,691,489	
Working Capital	746,539	(121,381)	7,389,768	(2,041,039)	8,798,594	1,166,456	(7,759,975)	(261,136)	
Requirement	732,373	1,641,148	593,798	899,280	3,891,661	2,841,492	2,091,261	1,944,069	
Excess/(shortage)	14,166	(1,762,529)	6,795,970	(2,940,319)	4,906,933	(1,675,036)	(9,851,236)	(2,205,205)	
Restricted Reserve									
Current Restricted Reserve	361,041	1,300,531	1,210,589	1,543,508	2,000,000	2,234,054	0	249,962	
Required, 2009	1,282,373	1,870,574	1,143,798	1,449,280	2,000,000	2,000,000	2,000,000	2,000,000	
Excess/(shortage)	(921,332)	(570,043)	66,791	94,228	0	234,054	(2,000,000)	(1,750,038)	
Solvency Fund									
Current Solvency Fund	0	1,300,531	304,933	252,235	250,000	2,018,542	1,717,040	0	
Required, 2009	1,166,187	1,620,574	250,000	1,249,640	250,000	1,772,034	1,845,630	1,772,034	
Excess/(shortage)	(1,166,187)	(320,043)	54,933	(997,405)	0	246,508	(128,590)	(1,772,034)	
Total Equity	1,107,581	4,273,865	9,084,293	691,295	11,048,594	5,586,361	(965,910)	(2,852,847)	27,973,232

MCO Financial Statement Summaries
Family Care Partnership
YTD for Period Ending March 31, 2009

	CHP-PHP	Care WI- CWHP	CCI-CHP	Total
<u>Revenue</u>				
Capitation-MA	19,211,104	10,562,433	10,009,443	39,782,981
Capitation- MC	9,398,576	5,906,810	7,925,738	23,231,124
Interest Income-Operating Acc		124,750	7,577	132,327
Other Income	12,118	305,820		317,938
Total Service Revenue	28,621,798	16,899,813	17,942,759	63,464,370
<u>Expenses</u>				
Member Services-LTC	13,030,848	7,438,511	9,237,904	29,707,263
Member Services-Other	10,166,520	5,598,255	7,312,603	23,077,378
Cost Share, Net	(514,471)	(292,350)	(219,385)	(1,026,207)
Room & Board, Net	(920,216)	(343,105)	(269,387)	(1,532,708)
Spend Down & Third Party			(5,806)	(5,806)
Net Member Services Costs	21,762,681	12,401,311	16,055,928	50,219,921
Net Care Management Costs	5,238,556	2,541,599	1,604,735	9,384,890
Administrative Expenses	1,454,683	1,910,206	1,205,240	4,570,129
Total Operating Expenses	28,455,920	16,853,116	18,865,903	64,174,940
Income (Loss) from Operations	165,877	46,697	(923,144)	(710,570)
<u>Other (Revenue)/Expense</u>				
Prior Year Adjustment			(5,217)	(5,217)
Other Funding				0
Investment Income	(76,994)	126,684	(48,589)	1,100
Other Non-Operating			(34,277)	(34,277)
Total Other Revenue/(Expense)	(76,994)	126,684	(88,083)	(38,393)
Net Surplus/(Deficit)	242,872	(79,987)	(835,061)	(672,177)
Member Months	5,619	3,274	3,423	12,316
<u>Key Ratios (as % of Revenue)</u>				
Member Service Expense, Net	76.0%	73.4%	89.5%	79.1%
Care Management Service Expense	18.3%	15.0%	8.9%	14.8%
Total Member Service Expense	94.3%	88.4%	98.4%	93.9%
Administrative Expense	5.1%	11.3%	6.7%	7.2%
Total Operating Expense	99.4%	99.7%	105.1%	101.1%
Net Suplus(Deficit)	0.8%	-0.5%	-4.7%	-1.1%

MCO Financial Statement Summaries
Family Care Partnership
YTD for Period Ending March 31, 2009

Summary PMPM Presentation	CHP-PHP	Care WI- CWHP	CCI-CHP	Total
<u>Revenue</u>				
Capitation-MA	3,418.97	3,225.82	2,924.17	3,230.11
Capitation- MC	1,672.65	1,803.97	2,315.44	1,886.21
Interest income- Operating Account	0.00			
Other Income	2.16	93.40	0.00	25.81
Total Service Revenue	5,093.78	5,123.19	5,239.61	5,142.13
<u>Expenses</u>				
Member Services-LTC	2,319.08	2,271.76	2,698.77	2,412.03
Member Services-Other	1,809.32	1,709.74	2,136.31	1,873.73
Cost Share	(91.56)	(89.29)	(64.09)	(83.32)
Room & Board	(163.77)	(104.79)	(78.70)	(124.45)
Spend Down & Third Party	0.00	0.00	(1.70)	(0.47)
Net Member Services Costs	3,873.07	3,787.42	4,690.60	4,077.51
Net Care Management Costs	932.30	776.22	468.81	761.99
Administrative Expenses	258.89	583.39	352.10	371.06
Total Operating Expenses	5,064.26	5,147.03	5,511.51	5,210.57
Income (Loss) from Operations	29.52	(23.84)	(271.90)	(68.44)
<u>Other (Revenue)/Expense</u>				
Prior Year Adjustment	0.00	0.00	(1.52)	(0.42)
Other Funding	0.00	0.00	0.00	0.00
Investment Income	(13.70)	38.69	(14.19)	0.09
Other Non-Operating	0.00	0.00	(10.01)	(2.78)
Total Other (Revenue)/Expense	(13.70)	38.69	(25.73)	(3.12)
Net Surplus/(Deficit)	43.22	(62.53)	(246.17)	(65.32)
Member Months	5,619	3,274	3,423	12,316

MCO Financial Statement Summaries
Family Care Partnership
YTD for Period Ending March 31, 2009

Solvency Protection	CHP-PHP	Care WI- CWHP	CCI-CHP	
<u>Working Capital</u>				
Current Assets	13,195,801	20,685,846	10,830,768	
Current Liabilities	15,542,925	9,919,306	8,465,318	
Working Capital	(2,347,124)	10,766,540	2,365,451	
Total Equity	10,273,504	10,965,094	10,373,619	31,612,217