

#### Financial Summary

March 31, 2024

Board of Directors Meeting May 2, 2024

Nancy Huang, Chief Financial Officer

#### Our Mission

To serve member health with excellence and dignity, respecting the value and needs of each person.

#### Our Vision

By 2027, remove barriers to health care access for our members, implement same-day treatment authorizations and real-time claims payments for our providers, and annually assess members' social determinants of health.

## Financial Highlights: March 2024

March 2024					July 2023 - N	larch 2024		
Actual	Budget	\$ Variance	% Variance		Actual	Budget	\$ Variance	% Variance
932,168	854,737	77,431	9.1%	Member Months	8,638,066	8,318,876	319,190	3.8%
389,712,967	323,484,462	66,228,505	20.5%	Revenues	3,633,021,963	3,076,842,981	556,178,982	18.1%
351,410,561	310,548,965	(40,861,596)	(13.2%)	Medical Expenses	3,376,791,097	2,885,911,317	(490,879,780)	(17.0%)
16,658,610	22,622,641	5,964,031	26.4%	Administrative Expenses	166,128,775	189,809,446	23,680,671	12.5%
21,643,796	(9,687,144)	31,330,940	323.4%	Operating Margin	90,102,091	1,122,218	88,979,873	7,928.9%
				Non-Operating Income (Loss)				
15,243,528	2,083,330	13,160,198	631.7%	Net Investment Income/Expense	131,484,574	18,749,970	112,734,604	601.3%
(53,621)	(89,380)	35,759	40.0%	Net Rental Income/Expense	(140,750)	(634,419)	493,669	77.8%
28,384	-	28,384	100.0%	Net MCO Tax	813,015	-	813,015	100.0%
-	(1,003,219)	1,003,219	(100.0%)	Grant Expense	(29,485,861)	(29,028,974)	(456,887)	(1.6%)
15	-	15	100.0%	Other Income/Expense	(829,973)	-	(829,973)	(100.0%)
15,218,306	990,731	14,227,575	1,436.1%	Total Non-Operating Income (Loss)	101,841,005	(10,913,423)	112,754,428	1,033.2%
36,862,102	(8,696,413)	45,558,515	523.9%	Change in Net Assets	191,943,095	(9,791,205)	201,734,301	2,060.4%
90.2%	96.0%	(5.8%)		Medical Loss Ratio	92.9%	93.8%	(0.8%)	
4.3%	7.0%	2.7%		Administrative Loss Ratio	4.6%	6.2%	1.6%	
<u>5.6%</u>	(3.0%)	8.5%		Operating Margin Ratio	<u>2.5%</u>	<u>0.0%</u>	2.4%	
100.0%	100.0%			Total Operating	100.0%	100.0%		
89.6%	96.0%	(6.4%)		*MLR (excluding Directed Payments)	91.7%	93.8%	(2.1%)	
4.5%	7.0%	2.5%		*ALR (excluding Directed Payments)	5.0%	6.2%	1.2%	

<sup>\*</sup>CalOptima Health updated the category of Directed Payments per Department of Health Care Services instructions



## Financial Highlights Notes: March 2024

- Notable events/items in March 2024
  - \$76.3 million of Intergovernmental Transfers (IGT) were received in March 2024 for the period of July 2023 through December 2023. This was a pass-though item with minimum impact to CalOptima Health's Change in Net Assets.
  - \$21.2 million of Calendar Year (CY) 2023 Skilled Nursing Facility Workforce & Quality Incentive Program (SNF WQIP) received. Both revenue and estimated expenses were recorded in March 2024.



#### FY 2023-24: Management Summary

- Change in Net Assets Surplus or (Deficit)
  - Month To Date (MTD) March 2024: \$36.9 million, favorable to budget \$45.6 million or 523.9%
  - Year To Date (YTD) July 2023 March 2024: \$191.9 million, favorable to budget \$201.7 million or 2,060.4% due to favorable performance and net investment income

#### Enrollment

- MTD: 932,168 members, favorable to budget 77,431 or 9.1%
- YTD: 8,638,066 member months, favorable to budget 319,190 or 3.8%



### FY 2023-24: Management Summary (cont.)

#### Revenue

- MTD: \$389.7 million, favorable to budget \$66.2 million or 20.5% driven by the Medi-Cal (MC) Line of Business (LOB)
  - Due to CY 2023 SNF WQIP, favorable enrollment, membership mix and capitation rates from the Department of Health Care Services (DHCS)
- YTD: \$3,633.0 million, favorable to budget \$556.2 million or 18.1%
  - Driven primarily by Hospital Directed Payments (DP), CalAIM Incentive Payment Program (IPP), favorable membership mix and capitation rates from DHCS



## FY 2023-24: Management Summary (cont.)

- Medical Expenses
  - MTD: \$351.4 million, unfavorable to budget \$40.9 million or 13.2%
    - Other Medical expense unfavorable variance of \$22.3 million due to CY 2023 SNF WQIP
    - Professional Claims expense unfavorable variance of \$21.8 million due to volume and Community Support (CS) services
  - YTD: \$3,376.8 million, unfavorable to budget \$490.9 million or 17.0%
    - Driven primarily by Hospital DP, post Public Health Emergency (PHE) payments, CS services, and Housing and Homelessness Incentive Program (HHIP)



### FY 2023-24: Management Summary (cont.)

- Administrative Expenses
  - MTD: \$16.7 million, favorable to budget \$6.0 million or 26.4%
  - YTD: \$166.1 million, favorable to budget \$23.7 million or 12.5%
- Non-Operating Income (Loss)
  - MTD: \$15.2 million, favorable to budget \$14.2 million or 1,436.1% due primarily to net investment income
  - YTD: \$101.8 million, favorable to budget \$112.8 million or 1,033.2% due primarily to net investment income



#### FY 2023-24: Key Financial Ratios

- Medical Loss Ratio (MLR)
  - MTD: Actual 90.2% (89.6% excluding DP), Budget 96.0%
  - YTD: Actual 92.9% (91.7% excluding DP), Budget 93.8%
- Administrative Loss Ratio (ALR)
  - MTD: Actual 4.3% (4.5% excluding DP), Budget 7.0%
  - YTD: Actual 4.6% (5.0% excluding DP), Budget 6.2%
- Balance Sheet Ratios
  - Current ratio\*: 1.5
  - Board Designated Reserve level: 1.85
  - Net-position: \$1.9 billion, including required Tangible Net Equity (TNE) of \$121.4 million



## Enrollment Summary: March 2024

March 2024						July 2023 - March 2024		
Actual	Budget	\$ Variance	% Variance	Enrollment (by Aid Category)	Actual	Budget	\$ Variance	% Variance
138,497	134,526	3,971	3.0%	SPD	1,274,013	1,246,581	27,432	2.2%
304,564	273,529	31,035	11.3%	TANF Child	2,640,343	2,703,923	(63,580)	(2.4%)
113,840	130,104	(16,264)	(12.5%)	TANF Adult	1,264,114	1,170,555	93,559	8.0%
2,539	3,116	(577)	(18.5%)	LTC	25,261	28,056	(2,795)	(10.0%)
345,271	284,797	60,474	21.2%	MCE	3,174,186	2,906,095	268,091	9.2%
9,706	10,555	(849)	(8.0%)	WCM	97,831	99,985	(2,154)	(2.2%)
914,417	836,627	77,790	9.3%	Medi-Cal Total	8,475,748	8,155,195	320,553	3.9%
17,277	17,620	(343)	(1.9%)	OneCare	158,301	159,445	(1,144)	(0.7%)
474	490	(16)	(3.3%)	PACE	4,017	4,236	(219)	(5.2%)
484	568	(84)	(14.8%)	MSSP	4,449	5,112	(663)	(13.0%)
932,168	854,737	77,431	9.1%	CalOptima Health Total	8,638,066	8,318,876	319,190	3.8%

## Consolidated Revenue & Expenses: March 2024 MTD

	Medi-Cal Classic/WCM	Medi-Cal Expansion	Total Medi-Cal	OneCare	OneCare Connect	PACE	MSSP	Consolidated
MEMBER MONTHS	569,146	345,271	914,417	17,277		474	484	932,168
REVENUES								
Capitation Revenue	\$ 210,312,593	\$ 135,693,705	\$ 346,006,298	\$ 39,519,919	\$ -	\$ 3,973,440	\$ 213,312	\$ 389,712,967
<b>Total Operating Revenue</b>	210,312,593	135,693,705	346,006,298	39,519,919		3,973,440	213,312	389,712,967
MEDICAL EXPENSES								
Provider Capitation	52,270,265	46,738,860	99,009,125	17,892,018				116,901,143
Claims	77,868,942	46,890,476	124,759,418	7,713,553	2,602	1,725,963		134,201,536
MLTSS	42,601,681	5,576,612	48,178,294		5,531	(24,118)	26,171	48,185,878
Prescription Drugs				9,567,396		511,266		10,078,662
Case Mgmt & Other Medical	29,480,735	9,510,688	38,991,423	1,734,921	22,005	1,153,240	141,754	42,043,343
Total Medical Expenses	202,221,622	108,716,637	310,938,259	36,907,887	30,138	3,366,351	167,925	351,410,561
Medical Loss Ratio	96.2%	80.1%	89.9%	93.4%	100.0%	84.7%	78.7%	90.2%
GROSS MARGIN	8,090,971	26,977,068	35,068,038	2,612,031	(30,138)	607,089	45,386	38,302,406
ADMINISTRATIVE EXPENSES								
Salaries & Benefits			10,568,790	933,380		157,739	74,976	11,734,885
Non-Salary Operating Expenses			3,457,448	276,207		1,761	1,338	3,736,754
Depreciation & Amortization			(1,303,003)			1,277		(1,301,726)
Other Operating Expenses			2,116,002	54,294		6,977	6,786	2,184,059
Indirect Cost Allocation, Occupancy			(1,002,635)	1,281,872		18,319	7,081	304,638
Total Administrative Expenses			13,836,601	2,545,754		186,074	90,181	16,658,610
Administrative Loss Ratio			4.0%	6.4%	0.0%	4.7%	42.3%	4.3%
Operating Income/(Loss)			21,231,437	66,277	(30,138)	421,015	(44,795)	21,643,796
Investments and Other Non-Operating			28,399					15,218,306
CHANGE IN NET ASSETS			\$ 21,259,836	\$ 66,277	\$ (30,138)	\$ 421,015	\$ (44,795)	\$ 36,862,102
BUDGETED CHANGE IN NET ASSETS			(7,161,510)	(2,405,032)	-	(47,857)	(72,745)	(8,696,413)
Variance to Budget - Fav/(Unfav)			\$ 28,421,346	\$ 2,471,309	\$ (30,138)	\$ 468,872	\$ 27,950	\$ 45,558,515



### Consolidated Revenue & Expenses: March 2024 YTD

	Medi-Cal Classic/WCM	Medi-Cal Expansion	Total Medi-Cal	OneCare	OneCare Connect	PACE	MSSP	Consolidated
MEMBER MONTHS	5,301,562	3,174,186	8,475,748	158,301		4,017	4,449	8,638,066
REVENUES								
Capitation Revenue	\$ 1,943,209,787	\$ 1,361,244,756	\$3,304,454,543	\$ 293,520,886	\$ (1,367,196)	\$ 34,490,846	\$ 1,922,884	\$ 3,633,021,963
Total Operating Revenue	1,943,209,787	1,361,244,756	3,304,454,543	293,520,886	(1,367,196)	34,490,846	1,922,884	3,633,021,963
MEDICAL EXPENSES								
Provider Capitation	534,697,947	428,868,817	963,566,764	123,395,109				1,086,961,873
Claims	691,664,766	437,942,920	1,129,607,686	59,147,569	32,107	14,238,417		1,203,025,779
MLTSS	395,555,514	52,591,531	448,147,045	-	(20,476)	14,050	224,975	448,365,595
Prescription Drugs	(11,660	)	(11,660)	72,620,889	(1,822,942)	4,428,422		75,214,708
Case Mgmt & Other Medical	329,571,929	209,958,672	539,530,600	11,928,330	74,094	10,379,326	1,310,791	563,223,142
<b>Total Medical Expenses</b>	1,951,478,495	1,129,361,940	3,080,840,435	267,091,897	(1,737,216)	29,060,215	1,535,767	3,376,791,097
Medical Loss Ratio	100.4%	83.0%	93.2%	91.0%	127.1%	84.3%	79.9%	92.9%
GROSS MARGIN	(8,268,707	231,882,815	223,614,108	26,428,989	370,020	5,430,631	387,117	256,230,866
ADMINISTRATIVE EXPENSES								
Salaries & Benefits			97,794,689	8,967,771	(0)	1,465,392	848,814	109,076,666
Non-Salary Operating Expenses			23,324,682	3,096,517	(4,364)	373,343	12,038	26,802,216
Depreciation & Amortization			5,693,697			10,236		5,703,933
Other Operating Expenses			20,597,273	532,086		78,920	51,830	21,260,109
Indirect Cost Allocation, Occupancy	/		(5,509,577)	8,603,879		135,184	56,365	3,285,851
Total Administrative Expenses			141,900,764	21,200,255	(4,364)	2,063,074	969,047	166,128,775
Administrative Loss Ratio			4.3%	7.2%	0.3%	6.0%	50.4%	4.6%
Operating Income/(Loss)			81,713,344	5,228,735	374,384	3,367,557	(581,929)	90,102,091
Investments and Other Non-Operating	9		(16,959)					101,841,005
CHANGE IN NET ASSETS			\$ 81,696,386	\$ 5,228,735	\$ 374,384	\$ 3,367,557	\$ (581,929)	\$ 191,943,095
BUDGETED CHANGE IN NET ASSETS			22,189,579	(20,491,632)		80,482	(656,211)	(9,791,205)
Variance to Budget - Fav/(Unfav)			\$ 59,506,807	\$ 25,720,367	\$ 374,384	\$ 3,287,075	\$ 74,282	\$ 201,734,301



### Balance Sheet: As of March 2024

ASSETS		LIABILITIES & NET POSITION	
Current Assets		Current Liabilities	
Operating Cash	\$954,540,198	Accounts Payable	\$279,399,434
Short-term Investments	1,841,708,213	Medical Claims Liability and Capitation Payable	1,853,248,590
Receivables & Other Current Assets	652,017,882	Capitation and Withholds	132,853,518
Total Current Assets	3,448,266,293	Other Current Liabilities	37,333,890
		Total Current Liabilities	2,302,835,432
Capital Assets			
Capital Assets	173,707,374	Other Liabilities	
Less Accumulated Depreciation	(77,881,679)	GASB 96 Subscription Liabilities	17,007,553
Capital Assets, Net of Depreciation	95,825,696	Postemployment Health Care Plan	19,382,680
•		Net Pension Liabilities	40,465,145
Other Assets		Total Other Liabilities	76,855,378
Restricted Deposits	300,000		
<b>Board Designated Reserve</b>	632,454,619	TOTAL LIABILITIES	2,379,690,810
Total Other Assets	632,754,619		
,		Deferred Inflows	11,175,516
TOTAL ASSETS	4,176,846,608		
,		Net Position	
Deferred Outflows	75,969,067	Required TNE	121,388,995
•		Funds in Excess of TNE	1,740,560,354
		TOTAL NET POSITION	1,861,949,349
TOTAL ASSETS & DEFERRED OUTFLOWS	4,252,815,675	TOTAL LIABILITIES, DEFERRED INFLOWS & NET POSITION	4,252,815,675



## Board Designated Reserve and TNE Analysis: As of March 2024

Туре	Reserve Name	Market Value	Benchmark		Varia	ance
			Low	High	Mkt - Low	Mkt - High
	Tier 1 - Payden & Rygel	251,955,018				
	Tier 1 - MetLife	249,755,333				
Board Designate	d Reserve	501,710,351	358,371,047	563,982,493	143,339,304	(62,272,142)
	Tier 2 - Payden & Rygel	65,530,235				
	Tier 2 - MetLife	65,214,032				
TNE Requiremen	t	130,744,268	121,388,995	121,388,995	9,355,273	9,355,273
	Consolidated:	632,454,619	479,760,042	685,371,488	152,694,577	(52,916,869)
	Current reserve level	1.85	1.40	2.00		



### Spending Plan: As of March 2024

Category	Item Description	Amount (millions) pprov	ed Initiative Exp	ense to Date	%
	Total Net Position @ 3/31/2024	\$1,861.9			100.0%
Resources Assigned	Board Designated Reserve <sup>1</sup>	\$632.5			34.0%
	Capital Assets, net of Depreciation <sup>2</sup>	\$95.8			5.1%
Resources Allocated <sup>3</sup>	Homeless Health Initiative <sup>4</sup>	\$19.4	\$61.7	\$42.3	1.0%
	Housing and Homelessness Incentive Program <sup>4</sup>	26.6	87.4	60.8	1.4%
	Intergovernmental Transfers (IGT)	57.7	111.7	54.0	3.1%
	Digital Transformation and Workplace Modernization	56.9	100.0	43.1	3.1%
	Mind OC Grant (Orange)	0.0	1.0	1.0	0.0%
	CalFresh Outreach Strategy	0.9	2.0	1.1	0.0%
	CalFresh and Redetermination Outreach Strategy	3.5	6.0	2.5	0.2%
	Coalition of Orange County Community Health Centers Grant	30.0	50.0	20.0	1.6%
	Mind OC Grant (Irvine)	0.0	15.0	15.0	0.0%
	OneCare Member Health Rewards and Incentives	0.5	1.0	0.5	0.0%
	General Awareness Campaign	1.1	2.7	1.6	0.1%
	Member Health Needs Assessment	1.1	1.3	0.2	0.1%
	Five-Year Hospital Quality Program Beginning MY 2023	141.1	153.5	12.4	7.6%
	Medi-Cal Annual Wellness Initiative	1.9	3.8	1.9	0.1%
	Skilled Nursing Facility Access Program	10.0	10.0	0.0	0.5%
	In-Home Care Pilot Program with the UCI Family Health Center	2.0	2.0	0.0	0.1%
	National Alliance for Mental Illness Orange County Peer Support Program	4.0	5.0	1.0	0.2%
	Community Living and PACE center (previously approved for project located in Tustin)	17.6	18.0	0.4	0.9%
	Stipend Program for Master of Social Work Students	0.0	5.0	5.0	0.0%
	Wellness & Prevention Program	2.1	2.7	0.6	0.1%
	CalOptima Health Provider Workforce Development Fund	50.0	50.0	0.0	2.7%
	Distribution Event- Naloxone	2.5	15.0	12.5	0.1%
	Garden Grove Bldg. Improvement	10.2	10.5	0.3	0.5%
	Post-Pandemic Supplemental	40.2	107.5	67.3	2.2%
	CalOptima Health Community Reinvestment Program	38.0	38.0	0.0	2.0%
	Outreach Strategy for newly eligible Adult Expansion members	4.8	5.0	0.2	0.3%
	Quality Initiatives from unearned Pay for Value Program	23.3	23.3	0.0	1.3%
	Subtotal:	\$545.4	\$889.1	\$343.7	29.3%
Resources Available for New 1	<b>Initiativ</b> € Unallocated / Unassigned <sup>1</sup>	\$588.3			31.6%

<sup>&</sup>lt;sup>1</sup> Total of Board Designated Reserve and unallocated reserve amount can support approximately 104 days of CalOptima Health's current operations

<sup>&</sup>lt;sup>4</sup> See HHI and HHIP summaries and Allocated Funds for list of Board approved initiatives. Amount reported includes only portion funded by reserves.



<sup>&</sup>lt;sup>2</sup> Increase due to the adoption of GASB 96 Subscription-Based Information Technology Arrangements

<sup>&</sup>lt;sup>3</sup> Initiatives that have been paid in full in the previous year are omitted from the list of Resources Allocated

# Homeless Health Initiative and Allocated Funds: <u>As of March 2024</u>

Funds Allocation, approved initiatives:	Allocated Amount	Utilized Amount	Remaining Approved Amount
Enhanced Medi-Cal Services at the Be Well OC Regional Mental Health and Wellness Campus	11,400,000	11,400,000	-
Recuperative Care	6,194,190	6,194,190	-
Medical Respite	250,000	250,000	-
Day Habilitation (County for HomeKey)	2,500,000	2,500,000	-
Clinical Field Team Start-up & Federally Qualified Health Center (FQHC)	1,600,000	1,600,000	-
CalOptima Health Homeless Response Team	1,681,734	1,681,734	-
Homeless Coordination at Hospitals	10,000,000	9,956,478	43,522
CalOptima Health Days, Homeless Clinical Access Program (HCAP) and FQHC Administrative Support	963,261	759,884	203,377
FQHC (Community Health Center) Expansion	21,902	21,902	-
HCAP and CalOptima Health Days	9,888,914	3,420,400	6,468,514
Vaccination Intervention and Member Incentive Strategy	123,348	54,649	68,699
Street Medicine <sup>1</sup>	10,076,652	4,493,877	5,582,775
Outreach and Engagement	7,000,000	-	7,000,000
Housing and Homelessness Incentive Program (HHIP) <sup>2</sup>	40,100,000	-	40,100,000
Subtotal of Approved Initiatives	\$101,800,000	\$42,333,113	\$59,466,887
Transfer of funds to HHIP <sup>2</sup>		-	(40,100,000)
Program Total	\$61,700,000	\$42,333,113	\$19,366,887

#### Notes:

<sup>1</sup>On March 7, 2024, CalOptima Health's Board of Directors approved \$5M. \$3.2 million remaining from Street Medicine Initiative (from the HHI reserve) and \$1.8 million from existing reserves to fund 2-year agreements to Healthcare in Action and Celebrating Life Community Health Center <sup>2</sup>On September 1, 2022, CalOptima Health's Board of Directors approved reallocation of \$40.1M from HHI to HHIP.



#### Housing and Homelessness Incentive Program As of March 2024

					Funds
				Remaining	<b>Available for</b>
		Allocated	Utilized	Approved	new
Summary by Funding Source:	Total Funds	Amount	Amount	Amount	Initiatives
DHCS HHIP Funds	34,850,994	34,850,994	23,438,419	11,412,575	-
Existing Reserves & HHI Transfer	87,384,530	87,384,530	60,832,265	26,552,265	-
Total	122,235,524	122,235,524	84,270,684	37,964,840	-

Funds Allocation, approved initiatives:	Allocated Amount	Utilized Amount	Remaining Approved Amount
Office of Care Coordination	2,200,000	2,200,000	-
Pulse For Good	800,000	404,700	395,300
Consultant	600,000	-	600,000
Equity Grants for Programs Serving Underrepresented Populations	4,021,311	2,922,299	1,099,013
Infrastructure Projects	5,832,314	5,321,731	510,583
Capital Projects	98,247,369	73,300,000	24,947,369
System Change Projects	10,180,000	-	10,180,000
Non-Profit Healthcare Academy	354,530	121,955	232,575
Total of Approved Initiatives	\$122,235,5241	\$84,270,684	\$37,964,840

#### Notes:

<sup>&</sup>lt;sup>1</sup>Total funding \$122.2M: \$40.1M Board-approved reallocation from HHI, \$47.2M from CalOptima Health existing reserves and \$34.9M from DHCS HHIP incentive payments



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