

# **Financial Summary**

October 31, 2024

Board of Directors Meeting December 5, 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: October 2024

	Octobe	r 2024				July - Octo	ber 2024	
Actual	Budget	\$ Variance	% Variance		Actual	Budget	\$ Variance	% Variance
910,063	898,380	11,683	1.3%	Member Months	3,650,442	3,604,985	45,457	1.3%
367,350,155	354,890,555	12,459,600	3.5%	Revenues	1,623,301,815	1,422,996,834	200,304,981	14.1%
349,543,471	364,859,583	15,316,112	4.2%	Medical Expenses	1,586,004,481	1,424,725,597	(161,278,884)	(11.3%)
22,721,241	24,615,739	1,894,498	7.7%	Administrative Expenses	79,207,551	96,381,292	17,173,741	17.8%
(4,914,556)	(34,584,767)	29,670,211	85.8%	<b>Operating Margin</b>	(41,910,218)	(98,110,055)	56,199,837	57.3%
				Non-Operating Income (Loss)				
1,958,461	6,666,660	(4,708,200)	(70.6%)	Net Investment Income/Expense	74,662,327	26,666,640	47,995,687	180.0%
(90,339)	(117,280)	26,941	23.0%	Net Rental Income/Expense	(182,538)	(469,120)	286,582	61.1%
(1,917)	-	(1,917)	(100.0%)	Net MCO Tax	4,836	-	4,836	100.0%
(14,260)	(1,178,825)	1,164,565	98.8%	Grant Expense	(2,510,119)	(4,624,391)	2,114,272	45.7%
10,891	-	10,891	100.0%	Other Income/Expense	66,603	-	66,603	100.0%
1,862,835	5,370,555	(3,507,720)	(65.3%)	Total Non-Operating Income (Loss)	72,041,110	21,573,129	50,467,981	233.9%
(3,051,720)	(29,214,212)	26,162,492	89.6%	Change in Net Assets	30,130,892	(76,536,926)	106,667,818	139.4%
95.2%	102.8%	(7.7%)		Medical Loss Ratio	97.7%	100.1%	(2.4%)	
6.2%	6.9%	0.8%		Administrative Loss Ratio	4.9%	6.8%	1.9%	
(1.3%)	(9.7%)	8.4%		Operating Margin Ratio	(2.6%)	(6.9%)	4.3%	
100.0%	100.0%			Total Operating	100.0%	100.0%		
90.0%	97.9%	(7.9%)		*Adjusted MLR	92.5%	95.2%	(2.7%)	
6.2%	6.9%	0.8%		*Adjusted ALR	5.3%	6.8%	1.4%	

\*Adjusted MLR /ALR excludes estimated Board-approved Provider Rate increases, Directed Payments and Community Reinvestment Accruals



#### Financial Highlights Notes: October 2024

- Notable events/items in October 2024
  - \$31.2 million for Measurement Year (MY) 2023 Pay-for-Value paid to Health Networks for Medi-Cal (MC) Line of Business (LOB)



### FY 2024-25: Management Summary

- Change in Net Assets Surplus or (Deficit)
  - Month To Date (MTD) October 2024: (\$3.1) million, favorable to budget \$26.2 million or 89.6% driven by MC LOB primarily due to:
    - Favorable premium capitation rates
    - Lower than expected utilization for the month
  - Year To Date (YTD) July October 2024: \$30.1 million, favorable to budget \$106.7 million or 139.4% primarily due to:
    - Favorable net investment income and premium capitation rates and enrollment in the MC LOB
    - Offset by increased utilization



# FY 2024-25: Management Summary (cont.)

- Enrollment
  - MTD: 910,063 members, favorable to budget 11,683 or 1.3%
  - YTD: 3,650,442 member months, favorable to budget 45,457 or 1.3%
- Revenue
  - MTD: \$367.4 million, favorable to budget \$12.5 million or 3.5% driven by MC LOB primarily due to favorable premium capitation rates
  - YTD: \$1,623.3 million, favorable to budget \$200.3 million or 14.1% driven by MC LOB due to Calendar Year (CY) 2022 Directed Payments (DP) and enrollment



# FY 2024-25: Management Summary (cont.)

- Medical Expenses
  - MTD: \$349.5 million, favorable to budget \$15.3 million or 4.2% driven by MC LOB primarily due to lower than expected utilization in Professional Claims and Incentive Payments expenses
  - YTD: \$1,586.0 million, unfavorable to budget \$161.3 million or 11.3% driven by MC LOB primarily due to CY 2022 DP and Board-approved provider rate increases



### FY 2024-25: Management Summary (cont.)

- Administrative Expenses
  - MTD: \$22.7 million, favorable to budget \$1.9 million or 7.7%
  - YTD: \$79.2 million, favorable to budget \$17.2 million or 17.8%
- Non-Operating Income (Loss)
  - MTD: \$1.9 million, unfavorable to budget \$3.5 million or 65.3% primarily due to unfavorable net investment income driven by high interest rates causing a decrease in bond values
  - YTD: \$72.0 million, favorable to budget \$50.5 million or 233.9% primarily due to favorable net investment income



# FY 2024-25: Key Financial Ratios

#### Medical Loss Ratio (MLR)

		Actual	Budget	Variance (%)
MTD	MLR	95.2%	102.8%	(7.7%)
	Adjusted MLR*	90.0%	97.9%	(7.9%)
YTD	MLR	97.7%	100.1%	(2.4%)
	Adjusted MLR*	92.5%	95.2%	(2.7%)

#### • Administrative Loss Ratio (ALR)

		Actual	Budget	Variance (%)
MTD	ALR	6.2%	6.9%	0.8%
	Adjusted ALR*	6.2%	6.9%	0.8%
YTD	ALR	4.9%	6.8%	1.9%
	Adjusted ALR*	5.3%	6.8%	1.4%

\* Adjusted MLR/ALR excludes estimated Board-approved Provider Rate Increases, Directed Payments and Community Reinvestment Accruals



### FY 2024-25: Key Financial Ratios (cont.)

- Balance Sheet Ratios
  - Current ratio\*: 1.8
  - Board Designated Reserve level: 2.72
  - Statutory Designated Reserve level: 1.02
  - Net-position: \$2.5 billion, including required Tangible Net Equity (TNE) of \$132.2 million

\*Current ratio compares current assets to current liabilities. It measures CalOptima Health's ability to pay short-term obligations



#### Enrollment Summary: October 2024

	ber 2024	July - Octo				024	October 20	
% Variance	\$ Variance	Budget	Actual	Enrollment (by Aid Category)	% Variance	\$ Variance	Budget	Actual
6.1%	33,371	545,504	578,875	SPD	6.3%	8,574	136,934	145,508
(1.0%	(10,798)	1,090,954	1,080,156	TANF Child	(1.5%)	(4,205)	271,851	267,646
(5.1%	(28,311)	551,444	523,133	TANF Adult	(4.7%)	(6,513)	137,650	131,137
(5.2%	(546)	10,442	9,896	LTC	(4.0%)	(103)	2,604	2,501
3.9%	50,901	1,296,836	1,347,737	MCE	4.4%	14,194	321,857	336,051
3.3%	1,277	38,280	39,557	WCM	0.0%	3	9,546	9,549
1.3%	45,894	3,533,460	3,579,354	Medi-Cal Total	1.4%	11,950	880,442	892,392
(0.8%	(566)	69,639	69,073	OneCare	(1.7%)	(290)	17,463	17,173
6.8%	129	1,886	2,015	PACE	4.8%	23	475	498
(14.3%	(326)	2,272	1,946	MSSP	(10.9%)	(62)	568	506
1.3%	45,457	3,604,985	3,650,442	CalOptima Health Total	1.3%	11,683	898,380	910,063



#### Consolidated Revenue & Expenses: October 2024 MTD

	Medi-Cal	OneCare		PACE	MSSP	C	onsolidated
MEMBER MONTHS	892,392	17,173		498	506		910,063
REVENUES							
Capitation Revenue	\$ 328,515,534	\$ 34,315,388	\$	4,286,019	\$ 233,214	\$	367,350,155
Total Operating Revenue	328,515,534	34,315,388	_	4,286,019	233,214	Ť.	367,350,155
MEDICAL EXPENSES							
Provider Capitation	112,351,565	14,047,261					126,398,826
Claims	125,128,910	5,849,322		2,192,813			133,171,044
MLTSS	55,867,823			10,888	42,177		55,920,888
Prescription Drugs		11,159,285		550,907			11,710,191
Case Mgmt & Other Medical	19,349,171	1,538,956		1,255,841	198,553		22,342,521
Total Medical Expenses	312,697,469	32,594,824		4,010,449	240,729		349,543,471
Medical Loss Ratio	95.2%	95.0%		93.6%	103.2%		95.2%
GROSS MARGIN	15,818,065	1,720,564		275,571	(7,515)		17,806,685
ADMINISTRATIVE EXPENSES							
Salaries & Benefits	11,718,217	1,085,903		178,409	99,056		13,081,585
Non-Salary Operating Expenses	4,925,200	489,171		39,130	1,417		5,454,918
Depreciation & Amortization	800,657			971			801,628
Other Operating Expenses	2,923,022	26,836		11,064	8,174		2,969,096
Indirect Cost Allocation, Occupancy	(592,615)	983,956		16,321	6,353		414,014
Total Administrative Expenses	19,774,480	2,585,866		245,894	115,000		22,721,241
Administrative Loss Ratio	6.0%	7.5%		5.7%	49.3%		6.2%
Operating Income/(Loss)	(3,956,415)	(865,302)		29,677	(122,515)		(4,914,556)
Investments and Other Non-Operating	8,974						1,862,835
CHANGE IN NET ASSETS	\$ (3,947,441)	\$ (865,302)	\$	29,677	\$ (122,515)	\$	(3,051,720)
BUDGETED CHANGE IN NET ASSETS	(32,679,529)	(1,607,228)		(182,532)	(115,478)		(29,214,212)
Variance to Budget - Fav/(Unfav)	\$ 28,732,088	\$ 741,926	\$	212,209	\$ (7,037)	\$	26,162,492



#### Consolidated Revenue & Expenses: October 2024 YTD

	Medi-Cal	OneCare	PACE	MSSP	Consolidated
MEMBER MONTHS	3,579,354	69,073	2,015	1,946	3,650,442
REVENUES					
	\$ 1,469,886,856	\$ 135,209,471	\$ 17,320,895	\$ 884,594	\$ 1,623,301,815
Total Operating Revenue	1,469,886,856	135,209,471	17,320,895	884,594	1,623,301,815
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MEDICAL EXPENSES					
Provider Capitation	448,814,598	58,627,748			507,442,345
Claims	561,012,388	22,855,115	6,319,415		590,186,918
MLTSS	205,356,666		30,533	141,834	205,529,033
Prescription Drugs		35,644,694	2,408,370		38,053,064
Case Mgmt & Other Medical	233,282,500	5,815,866	4,956,926	737,829	244,793,121
Total Medical Expenses	1,448,466,152	122,943,422	13,715,244	879,663	1,586,004,481
Medical Loss Ratio	98.5%	90.9%	79.2%	99.4%	97.7%
GROSS MARGIN	21,420,704	12,266,048	3,605,651	4,931	37,297,334
ADMINISTRATIVE EXPENSES					
Salaries & Benefits	44,875,265	4,362,894	647,734	371,532	50,257,425
Non-Salary Operating Expenses	12,754,200	1,586,907	198,161	5,680	14,544,949
Depreciation & Amortization	2,954,037	, ,	3,788	· · ·	2,957,824
Other Operating Expenses	9,739,977	108,124	28,872	29,594	9,906,567
Indirect Cost Allocation, Occupancy	(2,485,732)	3,935,824	65,283	25,410	1,540,786
Total Administrative Expenses	67,837,747	9,993,750	943,838	432,217	79,207,551
Administrative Loss Ratio	4.6%	7.4%	5.4%	48.9%	4.9%
Operating Income/(Loss)	(46,417,043)	2,272,299	2,661,813	(427,286)	(41,910,218)
Investments and Other Non-Operating	71,439				72,041,110
CHANGE IN NET ASSETS	\$ (46,345,604)	\$ 2,272,299	\$ 2,661,813	\$ (427,286)	\$ 30,130,892
BUDGETED CHANGE IN NET ASSETS	(92,470,049)	(4,656,547)	(529,564)	(453,895)	(76,536,926)
Variance to Budget - Fav/(Unfav)	\$ 46,124,445	\$ 6,928,846	\$ 3,191,377	\$ 26,609	\$ 106,667,818



#### Balance Sheet: As of October 2024

ASSETS		LIABILITIES & NET POSITION	
Current Assets		Current Liabilities	
Operating Cash	\$636,183,232	Accounts Payable	\$272,921,907
Short-term Investments	1,594,075,058	Medical Claims Liability	1,138,896,265
Receivables & Other Current Assets	707,277,462	Capitation and Withholds	148,656,410
Total Current Assets	2,937,535,752	Other Current Liabilities	46,448,637
		Total Current Liabilities	1,606,923,220
Capital Assets			
Capital Assets	190,787,945	Other Liabilities	
Less Accumulated Depreciation	(87,199,665)	GASB 96 Subscription Liabilities	21,387,713
Capital Assets, Net of Depreciation	103,588,281	Community Reinvestment	107,217,960
		Postemployment Health Care Plan	17,513,725
		Net Pension Liabilities	45,981,359
Other Assets		Total Other Liabilities	192,100,757
Restricted Deposits	300,000		i
Board Designated Reserves	1,030,468,550		
Statutory Designated Reserves	135,091,898	TOTAL LIABILITIES	1,799,023,976
Total Other Assets	1,165,860,448		
		Deferred Inflows	8,646,445
TOTAL ASSETS	4,206,984,481		
		Net Position	
Deferred Outflows	75,899,007	Required TNE	132,168,843
		Funds in Excess of TNE	2,343,044,224
		TOTAL NET POSITION	2,475,213,067
TOTAL ASSETS & DEFERRED OUTFLOWS	4,282,883,488	TOTAL LIABILITIES, DEFERRED INFLOWS & NET POSITION	4,282,883,488



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

#### **Board Designated Reserves**

Investment Account Name	Market Value	Benchmark		Vari	iance
		Low	High	Mkt - Low	Mkt - High
Payden & Rygel Tier One	515,362,884				
MetLife Tier One	515,105,666				
Board Designated Reserves	1,030,468,550	946,033,628	1,135,240,354	84,434,921	(104,771,804)
Current Reserve Level ( X months of					
average monthly revenue) <sup>1</sup>	2.72	2.50	3.00		

#### **Statutory Designated Reserves**

Investment Account Name	Market Value	Benchmark		Varia	ance
		Low	High	Mkt - Low	Mkt - High
Payden & Rygel Tier Two	67,678,927				
MetLife Tier Two	67,412,971				
Statutory Designated Reserves	135,091,899	132,168,843	145,385,727	2,923,056	(10,293,828)
Current Reserve Level ( X min. TNE) <sup>1</sup>	1.02	1.00	1.10		

<sup>1</sup> See CalOptima Health policy GA.3001 Statutory and Board-Designasted Reserve Funds for more information



#### Spending Plan: As of October 2024

Category	Item Description	Amount (millions)	Approved Initiative	Expense to Date	%
	Total Net Position @ 10/31/2024	\$2,475.2			100.09
Resources Assigned	Board Designated Reserve <sup>1</sup>	\$1,030.5			41.69
	Statutory Designated Reserve <sup>1</sup>	\$135.1			5.5
	Capital Assets, net of Depreciation <sup>2</sup>	\$103.6			4.2
esources Allocated <sup>3</sup>	Homeless Health Initiative <sup>3</sup>	\$16.8	\$61.7	44.9	0.7
	Housing and Homelessness Incentive Program <sup>3</sup>	22.2	87.4	65.1	0.9
	Intergovernmental Transfers (IGT)	54.9	111.7	56.8	2.2
	Digital Transformation and Workplace Modernization <sup>4</sup>	49.5	100.0	50.5	2.0
	Mind OC Grant (Orange)	0.0	1.0	1.0	0.0
	CalFresh Outreach Strategy	0.1	2.0	1.9	0.0
	CalFresh and Redetermination Outreach Strategy	2.1	6.0	3.9	0.1
	Coalition of Orange County Community Health Centers Grant	30.0	50.0	20.0	1.:
	Mind OC Grant (Irvine)	0.0	15.0	15.0	0.
	OneCare Member Health Rewards and Incentives	0.2	0.5	0.3	0.
	General Awareness Campaign	1.3	4.7	3.4	0.
	Member Health Needs Assessment	1.1	1.3	0.2	0.
	Five-Year Hospital Quality Program Beginning MY 2023	131.6	153.5	21.9	5.
	Medi-Cal Annual Wellness Initiative	2.5	3.8	1.3	0.
	Skilled Nursing Facility Access Program	10.0	10.0	0.0	0.
	In-Home Care Pilot Program with the UCI Family Health Center	2.0	2.0	0.0	0.
	National Alliance for Mental Illness Orange County Peer Support Program Grant	3.5	5.0	1.5	0.
	Community Living and PACE center (previously approved for project located in Tustin)	17.6	18.0	0.4	0.
	Stipend Program for Master of Social Work Students Grant	0.0	5.0	5.0	0.
	Wellness & Prevention Program Grant	2.1	2.7	0.6	0.
	CalOptima Health Provider Workforce Development Fund Grant	45.6	50.0	4.4	1.
	Distribution Event- Naloxone Grant	2.3	15.0	12.7	0.
	Garden Grove Bldg. Improvement	10.0	10.5	0.5	0.
	Post-Pandemic Supplemental	7.3	107.5	100.2	0
	CalOptima Health Community Reinvestment Program	38.0	38.0	0.0	1
	Dyadic Services Program Academy	1.0	1.9	0.9	0.
	Outreach Strategy for newly eligible Adult Expansion members	5.6	7.6	2.0	0.
	Quality Initiatives from unearned Pay for Value Program	23.3	23.3	0.0	0.
	Expansion of CalOptima Health OC Outreach and Engagement Strategy	0.7	1.0	0.3	0.
	Medi-Cal Provider Rate Increases	456.0	526.2	70.2	18.
	Subtotal:	\$937.4	\$1,422.3	\$484.8	37.9
esources Available for New Initiatives	Unallocated/Unassigned <sup>1</sup>	\$268.6			10.9

<sup>1</sup> Total Designated Reserves and unallocated reserve amount can support approximately 122 days of CalOptima Health's current operations

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

<sup>3</sup> See HHI and HHIP summaries and Allocated Funds for list of Board approved initiatives. Amount reported includes only portion funded by reserves

<sup>4</sup> On June 6, 2024, the Board of Directors approved an update to the Digital Transformation Strategy which will impact these figures beginning July 2024



### Homeless Health Initiative and Allocated Funds: <u>As of October 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	833,313	129,948
FQHC (Community Health Center) Expansion	21,902	21,902	-
HCAP and CalOptima Health Days	9,888,914	3,758,740	6,130,173
Vaccination Intervention and Member Incentive Strategy	123,348	54,649	68,699
Street Medicine <sup>1</sup>	10,076,652	6,666,754	3,409,898
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	\$44,917,760	\$56,882,240
Transfer of funds to HHIP <sup>2</sup>	(40,100,000)	-	(40,100,000)
Program Total	\$61,700,000	\$44,917,760	\$16,782,240

#### 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 <u>As of October 2024</u>

Summary by Funding Source:	Total Funds	Allocated Amount	Utilized Amount	Remaining Approved Amount	Funds Available for New Initiatives
DHCS HHIP Funds	72,931,189	35,200,994	28,876,725	6,324,269	37,730,1951
Existing Reserves & HHI Transfer	87,384,530	87,384,530	65,134,997	22,249,533	-
Total	160,315,719	122,585,524	94,011,722	28,573,802	37,730,195

	Allocated		Remaining	
Funds Allocation, approved initiatives:	Amount	Utilized Amount	Approved Amount	Funding Source(s)
Office of Care Coordination	2,200,000	2,200,000	-	HHI
Pulse For Good	800,000	692,350	107,650	HHI
Consultant	600,000	-	600,000	HHI
Equity Grants for Programs Serving Underrepresented Populations	4,021,311	3,271,805	749,507	HHI & DHCS
Infrastructure Projects	5,832,314	5,391,731	440,583	HHI
Capital Projects	98,247,369	77,195,575	21,051,794	HHI, DHCS & Existing Reserves
System Change Projects	10,184,530	4,863,856	5,320,674	DHCS
Non-Profit Healthcare Academy	700,000	396,404	303,596	DHCS
Total of Approved Initiatives	\$122,585,5241	\$94,011,721	\$28,573,803	

#### Notes:

<sup>1</sup>Total funding \$160.3 million: \$40.1 million Board-approved reallocation from HHI, \$47.2 million from CalOptima Health existing reserves and \$73.0 million from DHCS HHIP incentive payments



# CalOptima Health

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