



INLAND EMPIRE HEALTH PLAN

STANDARD MONTHLY REPORTS

Supplemental to:

Board Report #285

December 10, 2018

ADMINISTRATION (Bradley P. Gilbert, M.D.)

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 - 2) Capitation Income and Expense
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 - 1) Claims Summary Report
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ADMINISTRATION (Dr. Gilbert)

1. Review of the Financial Monthly Reports

a. Finance Reports

1) Income Statement for the Month Ended October 31, 2018 (in thousands)

	<i>Medi-Cal</i>			<i>Medicare</i>			<i>Organizational Expenditures</i>	<i>Grand Total</i>
	<i>Actual</i>	<i>Budget</i>	<i>Variance \$</i>	<i>Actual</i>	<i>Budget</i>	<i>Variance \$</i>		
Premium Revenue	326,861	317,955	8,906	32,402	33,714	(1,313)	-	359,263
Supplemental	26,204	24,921	1,284	-	-	-	-	26,204
Other Revenue	0	-	0	398	1,036	(638)	-	398
Net Revenue	353,066	342,876	10,190	32,800	34,751	(1,951)	-	385,866
Facility Claims	132,116	122,337	9,779	15,009	12,250	2,759	-	147,124
Capitation Expense	65,628	68,385	(2,756)	12,098	12,148	(50)	-	77,727
Professional	40,608	32,879	7,729	4,973	3,825	1,148	-	45,582
Pharmacy	61,575	58,460	3,115	4,264	3,462	802	-	65,839
Incentives	419	5,435	(5,016)	88	108	(20)	-	507
All Other Medical	19,962	20,661	(699)	2,719	2,095	624	-	22,681
Other Expenses	5,690	7,272	(1,582)	(25)	-	(25)	-	5,665
G & A Expenses - Medical	-	-	-	-	-	-	8,158	8,158
Medical Cost Allocations	6,180	8,204	(2,024)	1,979	2,195	(216)	(8,158)	-
Total Medical Costs	332,178	323,633	8,545	41,104	36,082	5,023	-	373,282
Gross Margin	20,888	19,243	1,645	(8,305)	(1,331)	(6,973)	-	12,583

ADMINISTRATION (Dr. Gilbert)

1. Review of the Financial Monthly Reports

a. Finance Reports

1) Income Statement for the Month Ended October 31, 2018 (in thousands) (continued)

	<i>Medi-Cal</i>			<i>Medicare</i>			<i>Organizational Expenditures</i>	<i>Grand Total</i>
	<i>Actual</i>	<i>Budget</i>	<i>Variance \$</i>	<i>Actual</i>	<i>Budget</i>	<i>Variance \$</i>		
Operating Expenses								
Administration	1,720	1,927	(207)	169	149	20	-	1,889
Finance	769	826	(57)	124	139	(14)	-	894
Information Technology (IT)	4,364	4,597	(233)	105	109	(3)	-	4,469
Marketing	914	1,131	(218)	307	301	6	-	1,221
Health Services	1,908	1,841	67	447	503	(56)	-	2,354
Network Development	75	51	24	182	171	11	-	257
Operations	4,715	4,964	(249)	803	829	(25)	-	5,518
Total Operating Expenses	14,464	15,337	(873)	2,137	2,199	(62)	-	16,602
Operating Surplus (Deficit)	6,423	3,905	2,518	(10,442)	(3,531)	(6,912)	-	(4,019)
Total AB85	2,050	2,048	3	-	-	-	-	2,050
Total ACA	0	-	0	-	-	-	-	0
Total IHSS	2,052	-	2,052	-	-	-	-	2,052
Total Sales Tax	10	-	10	-	-	-	-	10
Other Income (Expense)	-	-	-	-	-	-	273	273
Property Management Income (Expense)	-	-	-	-	-	-	126	126
Total Non Operating Income (Expense)	4,113	2,048	2,065	-	-	-	399	4,512
Net Surplus (Deficit)	10,536	5,953	4,583	(10,442)	(3,531)	(6,912)	399	493

ADMINISTRATION (Dr. Gilbert)

1. Review of the Financial Monthly Reports

a. Finance Reports

1) Year-To-Date Income Statement for the One Month Ended October 31, 2018 (in thousands)

	<i>Medi-Cal</i>			<i>Medicare</i>			<i>Organizational Expenditures</i>	<i>Grand Total</i>
	<i>Actual</i>	<i>Budget</i>	<i>Variance \$</i>	<i>Actual</i>	<i>Budget</i>	<i>Variance \$</i>		
Premium Revenue	1,318,683	1,271,236	47,447	140,021	133,842	6,180	-	1,458,704
Supplemental	98,272	99,713	(1,441)	-	-	-	-	98,272
Other Revenue	0	-	0	2,239	4,114	(1,875)	-	2,239
Net Revenue	1,416,955	1,370,949	46,005	142,260	137,956	4,304	-	1,559,215
Facility Claims	514,609	495,915	18,694	54,029	49,350	4,679	-	568,638
Capitation Expense	268,629	273,590	(4,962)	53,124	48,229	4,896	-	321,753
Professional	145,142	131,071	14,071	18,758	15,245	3,513	-	163,900
Pharmacy	232,881	222,499	10,383	12,142	13,726	(1,584)	-	245,023
Incentives	13,409	21,740	(8,331)	1,344	465	879	-	14,753
All Other Medical	90,284	83,145	7,139	9,125	8,431	694	-	99,409
Other Expenses	23,489	29,257	(5,768)	(285)	-	(285)	-	23,204
G & A Expenses - Medical	-	-	-	-	-	-	34,423	34,423
Medical Cost Allocations	26,965	32,987	(6,023)	7,458	8,537	(1,078)	(34,423)	-
Total Medical Costs	1,315,407	1,290,204	25,203	155,695	143,981	11,714	-	1,471,102
Gross Margin	101,547	80,745	20,802	(13,435)	(6,026)	(7,410)	-	88,112

ADMINISTRATION (Dr. Gilbert)

1. Review of the Financial Monthly Reports

a. Finance Reports

1) Year-To-Date Income Statement for the One Month Ended October 31, 2018 (in thousands) (Continued)

	<i>Medi-Cal</i>			<i>Medicare</i>			<i>Organizational Expenditures</i>	<i>Grand Total</i>
	<i>Actual</i>	<i>Budget</i>	<i>Variance \$</i>	<i>Actual</i>	<i>Budget</i>	<i>Variance \$</i>		
Operating Expenses								
Administration	7,310	8,067	(757)	633	580	53	-	7,943
Finance	2,828	3,155	(327)	456	517	(61)	-	3,284
Information Technology (IT)	22,258	18,432	3,826	516	431	85	-	22,774
Marketing	3,352	4,677	(1,325)	1,148	1,270	(122)	-	4,500
Health Services	5,941	7,348	(1,407)	1,583	2,060	(477)	-	7,524
Network Development	280	203	77	667	681	(14)	-	947
Operations	19,278	19,812	(534)	3,414	3,315	99	-	22,692
Total Operating Expenses	61,247	61,695	(448)	8,417	8,853	(436)	-	69,664
Operating Surplus (Deficit)	40,301	19,050	21,250	(21,852)	(14,879)	(6,973)	-	18,448
Total AB85	8,194	8,191	3	-	-	-	-	8,194
Total ACA	0	-	0	-	-	-	-	0
Total IHSS	(14,448)	-	(14,448)	-	-	-	-	(14,448)
Total Sales Tax	612	-	612	-	-	-	-	612
Other Income (Expense)	-	-	-	-	-	-	1,006	1,006
Property Management Income (Expense)	-	-	-	-	-	-	502	502
Total Non Operating Income (Expense)	(5,641)	8,191	(13,832)	-	-	-	1,509	(4,133)
Net Surplus (Deficit)	34,659	27,241	7,418	(21,852)	(14,879)	(6,973)	1,509	14,315

ADMINISTRATION (Dr. Gilbert)

1. Review of the Standard IEHP Monthly Reports
 - a. Finance Reports
 - 2) Capitation Income and Expense for the Period Ended October 31, 2018

	October			Year-to-Date		
	Riverside	SB	Total	Riverside	SB	Total
Membership:						
Medi-Cal	607,842	610,722	1,218,564	2,427,239	2,453,527	4,880,766
CMC	13,637	13,253	26,890	53,996	52,315	106,311
Total Members:	621,479	623,975	1,245,454	2,481,235	2,505,842	4,987,077
Revenue:						
Medi-Cal	173,382,243	174,032,067	347,414,309	694,572,029	700,065,554	1,394,637,582
CMC	19,298,399	19,152,792	38,451,191	82,144,999	82,432,038	164,577,037
Net Revenue:	192,680,642	193,184,859	385,865,500	776,717,028	782,497,592	1,559,214,619
Medical Costs:						
Medi-Cal	162,701,915	168,443,536	331,145,452	734,955,185	571,327,744	1,306,282,930
CMC	19,267,921	22,868,914	42,136,835	91,144,983	73,674,574	164,819,558
Total Medical Costs:	\$181,969,836	\$191,312,451	\$373,282,287	\$826,100,169	\$645,002,319	\$1,471,102,488
Gross Margin:	\$10,710,806	\$1,872,408	\$12,583,213	\$(49,383,141)	\$137,495,273	\$88,112,132

ADMINISTRATION

1. Review of The Standard IEHP Monthly Reports
 - b. Operations Reports
 - 1) Claims Summary Report



Claims Inventory Report Month End October 2018

Claims Category	Beginning Inventory	Claims Received	Claims Paid	Claims Denied	Claims Capitated	Ending Inventory
Professional						
IEHP Responsible	14,541	121,562	83,728	37,908	714	13,753
IEHP Direct	23,680	375,530	292,795	29,838	35,427	41,150
Per Diem Hospital Contract	11,541	156,022	106,904	14,325	1,299	45,035
Vision	6,862	21,888	20,363	2,481	-	5,906
Pay For Performance (P4P)	709	2,142	1,941	62	-	848
Mental Health	6,002	8,971	7,743	562	69	6,599
Member Reimbursement	6	-	-	-	-	6
Redirected	6,606	38,871	214	42,523	192	2,548
Decaps	-	-	-	-	-	-
No Category	-	-	-	-	-	-
Professional Subtotal	69,947	724,986	513,688	127,699	37,701	115,845
Institutional						
IEHP Responsible	20,693	52,053	42,623	12,083	3	18,037
IEHP Direct	20,553	59,674	50,431	5,289	4,306	20,201
Per Diem Hospital Contract	4,764	26,555	22,226	3,358	1,715	4,020
Vision	-	1	-	-	-	1
Pay For Performance (P4P)	-	-	-	-	-	-
Mental Health	413	271	164	68	13	439
Member Reimbursement	-	-	-	-	-	-
Redirected	7,850	6,081	468	6,923	-	6,540
Decaps	-	-	-	-	-	-
No Category	-	-	-	-	-	-
	54,273	144,635	115,912	27,721	6,037	49,238
Total Claims in Diamond	124,220	869,621	629,600	155,420	43,738	165,083

October Production Days	23
Delayed Receipts (included in Claims Received Column)	0
Paid, Denied and Capitated Claims	828,758
Claims awaiting Check Write	129,958
Claims awaiting adjudication	35,125
Auto-Adjudicated Claims	751,771
Auto-Adjudication Rate	91%
Average Claims Worked per Day	36,033
Average # of Days Claims are in Inventory	1

ADMINISTRATION

1. Review of the Standard IEHP Monthly Reports
 - b. Operations Reports
 - 2) Claims Processing Turnaround Time



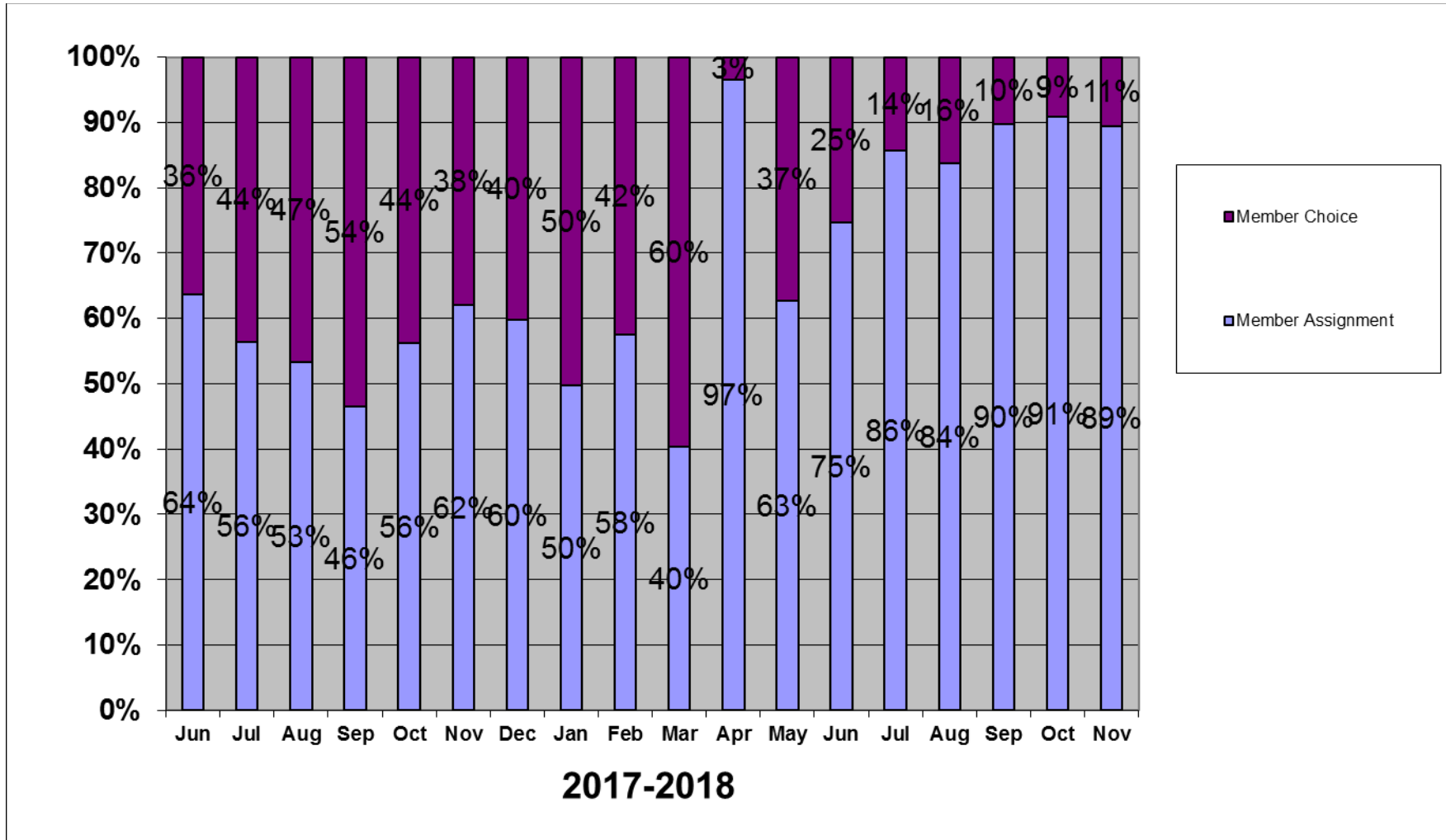
INLAND EMPIRE HEALTH PLAN
October-18
Claim Processing Turnaround Time

	1-30 Days	31-45 Days	46-90 Days	Over 90 Days	Total
Professional					
IEHP Responsible	121,932	359	13	46	122,350
IEHP Direct	357,639	334	38	49	358,060
Per Diem Hospital Contract	122,462	43	6	17	122,528
Vision	22,792	38	2	12	22,844
Pay For Performance (P4P)	2,003	-	-	-	2,003
Mental Health	8,359	12	2	1	8,374
Member Reimbursement	-	-	-	-	-
Redirected	42,796	93	22	18	42,929
Decaps	-	-	-	-	-
No Category	-	-	-	-	-
Professional Subtotal	677,983	879	83	143	679,088
% of Total	99.84%	0.13%	0.01%	0.02%	
Institutional					
IEHP Responsible	54,306	368	14	21	54,709
IEHP Direct	59,768	225	12	21	60,026
Per Diem Hospital Contract	27,119	168	4	8	27,299
Vision	-	-	-	-	-
Pay For Performance (P4P)	-	-	-	-	-
Mental Health	239	4	2	-	245
Member Reimbursement	-	-	-	-	-
Redirected	7,324	58	3	6	7,391
Decaps	-	-	-	-	-
No Category	-	-	-	-	-
Institutional Subtotal	148,756	823	35	56	149,670
% of Total	99.39%	0.55%	0.02%	0.04%	
Grand Total	826,739	1,702	118	199	828,758
% of Total	99.76%	0.21%	0.01%	0.02%	

Month Reporting: 10/18
 Submitted: 11/18

ADMINISTRATION

1. Review of The Standard IEHP Monthly Reports
 - b. Operations Reports
 - 3) PCP Member Allocation Report



ADMINISTRATION

1. Review of The Standard IEHP Monthly Reports
 - b. Operations Reports
 - 4) Member Services Telephone Activity Report

Month	Actual Membership	Inbound Calls			Response Time in Seconds	Call Length in Minutes	Abandonment Rate	% of Inbound Calls			Outbound Calls	Total Calls
		Actual	Forecast	Variance				Member	Provider Eligibility	Provider General		
November'17	1,245,790	95,938	95,887	51	0:08	9:17	0.46%	99.5%	0.2%	0.3%	19,121	115,059
December'17	1,241,571	86,419	87,618	-1,199	0:07	9:07	0.47%	99.4%	0.3%	0.3%	17,269	103,688
January '18	1,234,441	115,979	116,139	-160	0:21	9:06	1.09%	99.5%	0.2%	0.3%	19,948	135,927
February '18	1,240,043	100,157	102,176	-2,019	0:27	8:58	1.36%	99.5%	0.2%	0.3%	16,954	117,111
March '18	1,239,499	109,194	109,581	-387	0:30	8:57	1.72%	99.3%	0.4%	0.3%	21,295	130,489
April '18	1,239,450	132,463	119,041	13,422	4:51	11:24	18.85%	97.7% ^(a)	1.4%	0.9%	13,131	145,594
May '18	1,243,357	113,132	116,922	-3,790	1:29	10:12	5.25%	98.4%	0.6%	1.0%	15,456	128,588
June '18	1,241,106	108,889	104,952	3,937	1:29	9:26	5.51%	98.6%	0.6%	0.8%	17,761	126,650
July '18	1,237,765	111,587	106,936	4,651	2:05	9:42	7.54%	98.8%	0.5%	0.7%	15,953	127,540
August '18	1,238,060	130,590	134,536	-3,946	2:46	10:00	11.22%	98.9%	0.5%	0.6%	19,906	150,496
September '18	1,239,687	104,159	111,946	-7,787	1:12	9:55	4.04%	99.0%	0.4%	0.6%	16,656	120,815
October '18	1,238,556	121,273	122,682	-1,409	0:21	9:38	1.32%	98.9%	0.5%	0.6%	26,515	147,788

(a) CORE System Implementation

ADMINISTRATION

1. Review of The Standard IEHP Monthly Reports
 - b. Operations Reports
 - 5) Provider Automated Eligibility Contact Report

Month	Actual Membership	IVR Contacts	WEB Page Contacts	Spot Check Contacts	Total Automated Contacts
November '17	1,245,790	23,110	1,449,783	492,219	1,965,112
December '17	1,241,571	13,808	1,453,441	492,219	1,959,468
January '18	1,234,441	17,454	1,641,378	774,904	2,433,736
February '18	1,240,043	17,834	1,266,184	694,767	1,978,785
March '18	1,239,499	20,502	1,520,728	737,468	2,278,698
April '18	1,239,450	(a)	4,566,011 (b)	985,538	5,551,549
May '18	1,243,357	(a)	4,416,731 (c)	1,019,873	5,436,604
June '18	1,241,106	(a)	2,707,381	863,053	3,570,434
July '18	1,237,765	(a)	3,847,573	934,200	4,781,773
August '18	1,238,060	(a)	4,519,748	975,279	5,495,027
September '18	1,239,687	(a)	4,173,070	1,258,233	5,431,303
October '18	1,238,556	(a)	4,738,683	1,007,691	5,746,374

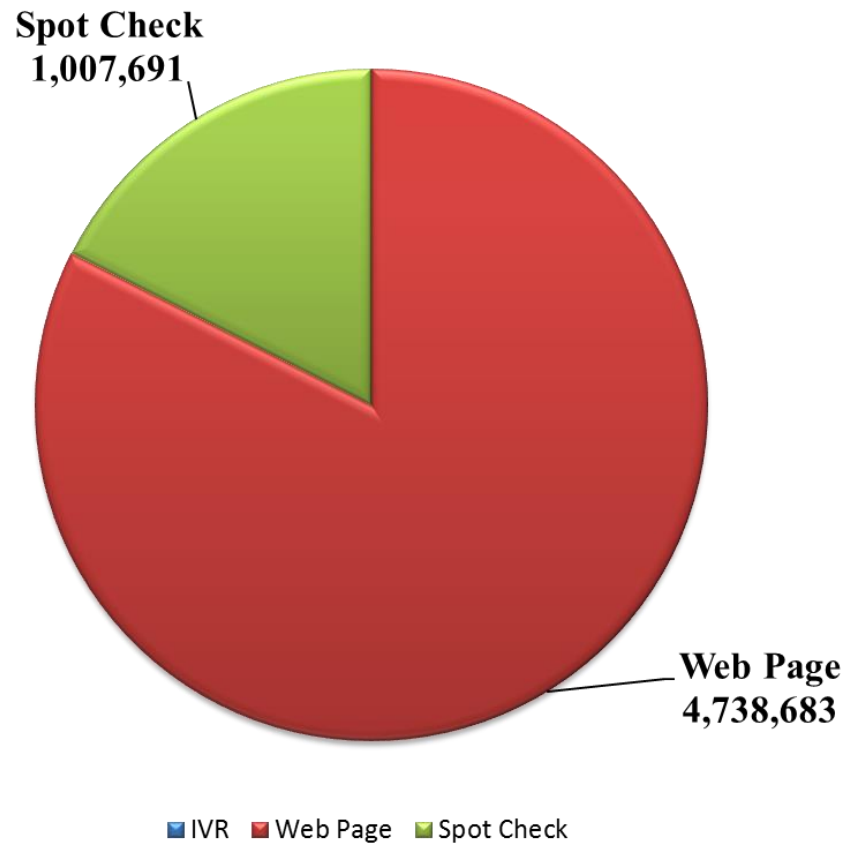
(a) IVR lines are no longer in use, instead all transactions are handled by the Provider Web Portal

(b) Internal Eligibility went up exponentially, because it is now being captured and used within HSP, MedHOK and Internal Tool

(c) Revised total

ADMINISTRATION

1. Review of The Standard IEHP Monthly Reports
 - b. Operations Reports
 - 6) Member Eligibility Verification Report (October 2018 – Total: 5,746,374)



(a) IVR lines are no longer in use, instead all transactions are handled by the Provider Web

ADMINISTRATION

1. Review of the Standard IEHP Monthly Reports
 - c. Provider Reports
 - 1) IPA Consolidated Membership Report (November 2018)

IPA NAME	Service Areas	Number of	
		PCPs 11/01/18*	Enrollment 11/01/18†
Inland Empire Health Plan Direct	All Areas	537	464,400
Inland Faculty Medical Group	R1/R4/S1/S2/S3	90	184,575
Alpha Care Medical Group Inc	R1/R3/R6/S1/S2	146	166,133
LaSalle Medical Associates	R1/R2/R4/S1/S2/S3	53	143,975
Kaiser Foundation Health Plan Inc	R1/S1	N/A	103,735
Physicians Health Network	S1	32	36,879
Regal Medical Group	R1/R2/R3/R4/R5/S1/S2/S3	106	18,127
Horizon Valley Medical Group	E7/S3	16	17,551
Dignity Health Medical Group - Inland Empire	S1	11	12,962
Allied Pacific IPA	S2	9	3,187
Desert Oasis	E2/R6	46	988
Beaver Medical Group	S1	46	825
PrimeCare of San Bernardino	S1/S2	16	628
Riverside Medical Clinic	R1/R4	27	532
Pinnacle Medical Group	S1	11	523
San Bernardino Medical Group	S1	13	515
PrimeCare Medical of Chino Valley	S2	39	509
CPN-Horizon Valley Medical Group	E7/S3	12	500
PrimeCare of Inland Valley	S2	43	483
PrimeCare of Moreno Valley	R1/R2	12	459
Dignity Health Physician Network - IE		8	386
PrimeCare of Hemet Valley	R3	10	316
PrimeCare of Riverside	R1/R4	11	286
PrimeCare of Temecula	R5	16	277
Heritage Victor Valley	E7/S3	14	271
Pomona Valley Medical Group	S2	64	270
PrimeCare of Citrus Valley	R4	11	240
PrimeCare of Corona	R1/R4	13	213

PrimeCare of Sun City	R5	9	179
Valley Physicians Network	R5	7	168
Redlands Yucaipa Medical group	S1	11	150
Alliance Desert Physicians	S3	5	97
PrimeCare of Redlands	S1	6	72
Tri Valley Medical Group	R5	6	67
Fenix Medical Group	S2	5	40
Chaffey Medical Group	S2	6	8
Totals:		1,467	1,160,526

Due to timing issues, these figures may not exactly reflect figures used for capitation

* = Total number of non-terminated unique PCPs per IPA

† = Excludes Medi-Medi and Open Access Enrollment.

IPA GEOGRAPHIC SERVICE AREAS

R1 Riverside Proper

Mira Loma, Riverside, Nuevo, Perris, Moreno Valley

R2 The Pass

Banning, Beaumont, Cabazon, Calimesa

R3 Hemet Region

Idyllwild, Hemet, Homeland, Mountain Center, San Jacinto, Winchester

R4 Corona Region

Corona, Norco

R5 Temecula Region

Aguaga, Anza, Canyon Lake, Lake Elsinore, Menifee, Murrieta,
Sun City, Temecula, Wildomar

R6 Low Desert

Cathedral City, Coachella, Desert Hot Springs, Indian Wells, Indio, La
Quinta, Mecca, North Palm Springs, Palm Desert, Palm Springs, Rancho
Mirage, Thermal, Thousand Palms, Whitewater

S1 San Bernardino Proper

Bloomington, Colton, Fontana, Grand Terrace, Highland, Patton, Rialto,
San Bernardino, Bryn Mawr, Crafton, Loma Linda, Mentone, Redlands,
Yucaipa

S2 West End San Bernardino

Alta Loma, Chino, Chino Hills, Etiwanda, Guasti, Montclair, Ontario,
Pomona, Rancho Cucamonga, Upland

S3 High Desert

Adelanto, Apple Valley, Hesperia, Lucerne Valley, Oro Grande, Phelan,
Pinon Hills, Victorville

IPA GEOGRAPHIC SERVICE AREAS (Excluded Areas)

E1 Blythe

Blythe, Ripley, Desert Center, Mesa Verde, Ehrenberg, Eagle Mountain

E2* Yucca\Morongo Valley

Amboy, Cadiz, Landers, Joshua Tree, Moronga Valley, Marine Corp Base, Pioneer Town, Twenty-nine Palms, Yucca Valley, Wonder Valley, Rimrock

E3* Mountains

Angelus Oak, Big Bear City, Big Bear Lake, Blue Jay, Cedar Glen, Cedarpines Park, Crestline, Crest Park, Phelan, Fawnskin, Forest Falls, Green Valley Lake, Lake Arrowhead, Rimforest, Running Springs, Sky Forest, Sugar Loaf, Twin Peaks

E4 Needles\Laughlin

Cima, Essex, Kelso, Needles, Nipton, Mountain Pass

E5 Ridgecrest

Johannesberg, Randsburg, Ridgecrest, Red Mountain, Trona

E6 Colorado River

Big River, Parker Dam

E7* Barstow

Baker, Barstow, Daggett, Fort Irwin, Hinkley, Ludlow, Yermo, Newberry Springs, Desert Center, Lenwood, Helendale

* Active Membership in these areas

ADMINISTRATION

1. Review of the Standard IEHP Monthly Reports
 - c. Provider Reports
 - 2) Hospital Consolidated Membership Report (November 2018)

HOSPITAL NAME	Number of PCPs 11/01/18	Enrollment 11/01/18 †
Dignity Health		
Community Hospital of San Bernardino	121	94,378
St. Bernardine Medical Center	115	66,458
Subtotal:	236	160,836
Physicians For Healthy Hospitals		
Hemet Valley Medical Center	59	48,274
Subtotal:	59	48,274
Prime Healthcare Services		
Montclair Hospital Medical Center	63	31,681
Chino Valley Medical Center	7	37
Subtotal:	70	31,718
Tenet HealthCare Corporation		
John F. Kennedy Memorial Hospital	59	58,187
Desert Regional Medical Center	68	43,837
Subtotal:	127	102,024
Universal Health Systems, Inc		
Rancho Springs Medical Center	54	60,396
Corona Regional Medical Center	67	41,809
Inland Valley Regional Medical Center	27	9,755
Subtotal:	148	111,960
Valley Health System		
Menifee Valley Medical Center	1	2
Subtotal:	1	2
Victor Valley Global Medical Center	119	107,425

ADMINISTRATION

2. Review of The Standard IEHP Monthly Reports

c. Provider Reports

2) Hospital Consolidated Membership Report (November 2018 continued.....)

<u>HOSPITAL NAME</u>	<u>Number of PCPs 11/01/18</u>	<u>Enrollment 11/01/18 †</u>
Kaiser Fontana/Riverside	N/A	103,735
Pomona Valley Hospital Medical Center	302	88,212
Riverside Community Hospital	103	76,021
Arrowhead Regional Medical Center	69	75,294
Riverside County Regional Medical Center	81	72,094
Parkview Community Hospital Medical Center	101	56,252
Eisenhower Medical Center	42	27,936
Loma Linda Children Hospital	21	16,247
Redlands Community Hospital	20	14,619
San Geronio Memorial Hospital	20	14,533
St. Mary Medical Center	7	14,381
Barstow Community Hospital	5	7,211
Mountains Community Hospital	6	1,784
Loma Linda University Medical Center	3	48
Subtotal:	899	675,792
Total:	1,540	1,130,606

Due to timing issues, these figures may not exactly reflect figures used for capitation

PCP totals deviate from IPA report totals due to multiple hospital affiliations

† = Excludes Medi-Medi, Medicare and Open Access Members

ADMINISTRATION

1. Review of The Standard IEHP Monthly Reports
 - c. Provider Reports
 - 3) New Enrollment Trend Report by Consolidated IPA (November 2018)

IPA Name	New Members	Member Choice	Family Link	Defaulted Member Analysis Auto Assign	Family Assign	Healthy Kids New Members	New Medicare Members	Average New Members Per PCP
Desert Oasis Healthcare	20	5	0	0	0	0	15	1
Dignity Health Physician Network - IE	9	3	0	0	0	0	6	1
Heritage Victor Valley	7	2	0	0	0	0	5	1
Inland Empire Health Plan Direct	348	80	0	0	0	0	268	1
Pinnacle Medical Group	14	6	0	0	0	0	8	1
PrimeCare of Citrus Valley	6	2	0	0	0	0	4	1
PrimeCare of Hemet Valley	6	2	0	0	0	0	4	1
PrimeCare of Redlands	6	3	0	0	0	0	3	1
PrimeCare of Riverside	7	1	0	0	0	0	6	1
PrimeCare of San Bernardino	10	3	0	0	0	0	7	1
PrimeCare of Sun City	5	1	0	0	0	0	4	1
Regal Medical Group	109	9	0	0	0	0	100	1
Riverside Medical Clinic	16	7	0	0	0	0	9	1
Alliance Desert Physicians	0	0	0	0	0	0	0	0
Allied Pacific IPA	0	0	0	0	0	0	0	0
Alpha Care Medical Group	0	0	0	0	0	0	0	0
Beaver Medical Group	13	2	0	0	0	0	11	0
Chaffey Medical Group	0	0	0	0	0	0	0	0

<u>IPA Name</u>	<u>New Members</u>	<u>Member Choice</u>	<u>Family Link</u>	<u>Defaulted Member Analysis Auto Assign</u>	<u>Family Assign</u>	<u>Healthy Kids New Members</u>	<u>New Medicare Members</u>	<u>Average New Members Per PCP</u>
CPN-Horizon Valley Medical Group	0	0	0	0	0	0	0	0
Dignity Health Medical Group - Inland Empire	0	0	0	0	0	0	0	0
Fenix Medical Group	0	0	0	0	0	0	0	0
Horizon Valley Medical Group	0	0	0	0	0	0	0	0
Inland Faculty Medical Group	0	0	0	0	0	0	0	0
Inland Valleys IPA	0	0	0	0	0	0	0	0
LaSalle Medical Associates	0	0	0	0	0	0	0	0
Physicians Health Network	0	0	0	0	0	0	0	0
Pomona Valley Medical Group	6	3	0	0	0	0	3	0
PrimeCare Medical of Chino Valley	5	2	0	0	0	0	3	0
PrimeCare of Corona	4	2	0	0	0	0	2	0
PrimeCare of Inland Valley	0	0	0	0	0	0	0	0
PrimeCare of Moreno Valley	6	2	0	0	0	0	4	0
PrimeCare of Temecula	7	2	0	0	0	0	5	0
Redlands Yucaipa Medical Group	0	0	0	0	0	0	0	0
San Bernardino Medical Group	5	1	0	0	0	0	4	0
Tri Valley Medical Group	0	0	0	0	0	0	0	0
Valley Physicians Network	0	0	0	0	0	0	0	0
Vantage Medical Group	0	0	0	0	0	0	0	0
Total:	609	138	0	0	0	0	471	0

ADMINISTRATION

- 1. Review of The Standard IEHP Monthly Reports
 - d. Marketing Reports
 - 1) All Medi-Cal Aid Codes Enrollment Report (November 2018)

Month	IEHP*	Percent of IEHP	Molina*	Percent of Molina	Total Enrolled
July 2018	1,213,619	71.1%	154,821	9.1%	1,707,000
August 2018	1,211,951	71.0%	153,513	9.0%	1,707,000
September 2018	1,213,288	71.1%	152,818	9.0%	1,707,000
October 2018	1,211,104	70.9%	151,908	8.9%	1,707,000

Sources: * <http://www.dhcs.ca.gov> - HCO Monthly Plan Enrollment Status Reports (COPS-25)

** <http://www.dhcs.ca.gov> - Medi-Cal Beneficiary Counts Pivot Table, County, Mar 2018

ADMINISTRATION

1. Review of The Standard IEHP Monthly Reports
 - d. Marketing Reports
 - 2) Medi-Cal Mandatory - Families Aid Codes Enrollment Report (November 2018)

Month	IEHP*	% of IEHP	Molina**	% of Molina	Mandatory in FFS & Excluded Zips	% Mandatory in FFS & Excluded Zips	Total Families Mandatory Recipients***
July 2018	747,664	74.8%	89,720	9.0%	162,616	16.3%	1,000,000
August 2018	747,524	74.8%	89,703	9.0%	162,773	16.3%	1,000,000
September 2018	745,203	74.5%	89,424	8.9%	165,373	16.5%	1,000,000
October 2018	743,286	74.3%	89,194	8.9%	167,520	16.8%	1,000,000
November 2018	746,255	74.6%	89,551	9.0%	164,194	16.4%	1,000,000

Sources: * IEHP's Marketing Management Report #1 - Data as of 15th of the month

** Projected Molina based on market share

ADMINISTRATION

1. Review of The Standard IEHP Monthly Reports

d. Marketing Reports

3) Medi-Cal Mandatory – Seniors & Persons with Disabilities (SPD)Aid Codes Enrollment Report (November 2018)

Month	IEHP*	% IEHP	Molina**	% Molina	Mandatory in FFS & Excluded Zips	% Mandatory in FFS & Excluded Zips	Total SPD Mandatory Recipients***
July 2018	64,577	68.0%	7,749	8.2%	22,674	23.9%	95,000
August 2018	64,598	68.0%	7,752	8.2%	22,650	23.8%	95,000
September 2018	64,709	68.1%	7,765	8.2%	22,526	23.7%	95,000
October 2018	64,905	68.3%	7,789	8.2%	22,306	23.5%	95,000
November 2018	65,021	68.4%	7,803	8.2%	22,176	23.3%	95,000

Sources: * IEHP's Marketing Management Report #1 - Data as of 15th of the month

** Projected Molina based on overall market share

ADMINISTRATION

1. Review of The Standard IEHP Monthly Reports
 - d. Marketing Reports
 - 4) IEHP’s Medi-Cal Non-Mandatory Aid Codes Enrollment Report (November 2018)

Month	Medi Medi's*	Foster Children*	Others*	Total IEHP Non-Mandatory	Percent IEHP	Total Non-Mandatory***
July 2018	65,401	13,439	4,470	83,310	55.5%	150,000
August 2018	65,912	12,743	5,197	83,852	55.9%	150,000
September 2018	65,919	12,764	5,385	84,068	56.0%	150,000
October 2018	66,053	12,823	5,480	84,356	56.2%	150,000
November 2018	66,671	12,984	5,566	85,221	56.8%	150,000

Sources: * IEHP's Marketing Management Report #1 - Data as of 15th of the month

** <http://www.dhcs.ca.gov> - Projections based on Medi-Cal Beneficiary Counts Pivot Table, county-level and state-level data, Mar 2018 and Dual Eligible report, January 2013.

ADMINISTRATION

1. Review of The Standard IEHP Monthly Reports
 - e. Marketing Reports
 - 5) IEHP’s Medi-Cal Expansion Aid Codes Enrollment Reports (November 2018)

Month	LIHP Transition (L1)	Medi-Cal Expansion Adults (M1 & 7U)	Total IEHP Medi-Cal Expansion
July 2018	389	342,887	343,276
August 2018	406	340,157	340,563
September 2018	309	343,434	343,743
October 2018	249	343,555	343,804
November 2018	222	344,934	345,156

Sources: * IEHP's Marketing Management Report #1 - Data as of 15th of the month

Note: Members with L1 aid code will be transitioned to M1 at their annual eligibility redetermination.

ADMINISTRATION

1. Review of The Standard IEHP Monthly Reports
 - d. Marketing Reports
 - 6) IEHP Medicare Enrollment Report (November 2018)

Month	Total IEHP Cal MediConnect
July 2018	26,198
August 2018	26,408
September 2018	26,597
October 2018	26,812
November 2018	26,920

Sources: * IEHP's Marketing Management Report #1 - Data as of 15th of the month