



INLAND EMPIRE HEALTH PLAN

STANDARD MONTHLY REPORTS

Supplemental to:

Board Report #284

November 15, 2018

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

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 - 2) Capitation Income and Expense
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 - 3) Claims Processing Turnaround Time
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ADMINISTRATION (Dr. Gilbert)

1. Review of the Financial Monthly Reports

a. Finance Reports

1) Income Statement for the Month Ended September 30, 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	342,130	317,858	24,272	32,974	33,545	(571)	-	375,104
Supplemental	20,923	24,926	(4,003)	-	-	-	-	20,923
Other Revenue	-	-	-	505	1,031	(526)	-	505
Net Revenue	363,053	342,783	20,270	33,479	34,576	(1,097)	-	396,532
Facility Claims	124,066	119,399	4,666	13,177	11,821	1,356	-	137,242
Capitation Expense	66,898	68,393	(1,495)	12,297	12,087	210	-	79,195
Professional	36,414	31,794	4,619	4,138	3,692	447	-	40,552
Pharmacy	53,710	54,596	(886)	1,902	3,272	(1,370)	-	55,612
Incentives	3,554	5,435	(1,881)	1,173	105	1,068	-	4,727
All Other Medical	23,334	19,870	3,464	1,097	2,022	(925)	-	24,431
Other Expenses	6,293	7,561	(1,268)	(79)	-	(79)	-	6,213
G & A Expenses - Medical	-	-	-	-	-	-	8,399	8,399
Medical Cost Allocations	7,229	9,049	(1,820)	1,170	2,289	(1,119)	(8,399)	-
Total Medical Costs	321,496	316,097	5,400	34,875	35,289	\$(414)	-	356,371
Gross Margin	41,557	26,687	14,870	(1,396)	(712)	(684)	-	40,161

ADMINISTRATION (Dr. Gilbert)

1. Review of the Financial Monthly Reports

a. Finance Reports

1) Income Statement for the Month Ended September 30, 2018 (in thousands) (continued)

	<i>Medi-Cal</i>			<i>Medicare</i>			<i>Organizational Expenditures</i>	<i>Grand Total</i>
	Actual	Budget	Variance \$	Actual	Budget	Variance \$		
Operating Expenses								
Administration	1,731	1,912	(181)	49	147	(98)	-	1,780
Finance	651	794	(143)	14	128	(113)	-	665
Information Technology (IT)	5,684	4,514	1,171	124	106	18	-	5,809
Marketing	933	1,339	(406)	166	349	(183)	-	1,099
Health Services	1,485	1,774	(289)	32	489	(457)	-	1,517
Network Development	214	51	164	5	170	(166)	-	219
Operations	6,439	4,865	1,574	141	825	(685)	-	6,580
Total Operating Expenses	17,137	15,248	1,889	531	2,215	(1,684)	-	17,669
Operating Surplus (Deficit)	24,419	11,438	12,981	(1,927)	(2,927)	1,000	-	22,492
Total AB85	2,047	2,048	(1)	-	-	-	-	2,047
Total IHSS	(16,500)	-	(16,500)	-	-	-	-	(16,500)
Total Sales Tax	1,747	-	1,747	-	-	-	-	1,747
Other Income (Expense)	-	-	-	-	-	-	706	706
Property Management Income (Expense)	-	-	-	-	-	-	923	923
Total Non Operating Income (Expense)	(12,706)	2,048	(14,754)	-	-	-	1,629	(11,077)
Net Surplus (Deficit)	11,714	13,486	(1,773)	(1,927)	(2,927)	1,000	1,629	11,415

ADMINISTRATION (Dr. Gilbert)

1. Review of the Financial Monthly Reports

a. Finance Reports

1) Year-To-Date Income Statement for the One Month Ended September 30, 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	991,821	953,281	38,540	107,620	100,127	7,492	-	1,099,441
Supplemental	72,068	74,793	(2,725)	-	-	-	-	72,068
Other Revenue	-	-	-	1,840	3,078	(1,237)	-	1,840
Net Revenue	1,063,889	1,028,074	35,815	109,460	103,205	6,255	-	1,173,349
Facility Claims	382,493	373,578	8,915	39,020	37,100	1,920	-	421,514
Capitation Expense	203,000	205,206	(2,206)	41,026	36,081	4,945	-	244,026
Professional	104,534	98,192	6,342	13,784	11,420	2,365	-	118,318
Pharmacy	171,306	164,038	7,268	7,878	10,264	(2,386)	-	179,184
Incentives	12,990	16,305	(3,315)	1,256	357	899	-	14,246
All Other Medical	70,322	62,484	7,838	6,406	6,336	70	-	76,728
Other Expenses	17,799	21,985	(4,186)	(260)	-	(260)	-	17,539
G & A Expenses - Medical	-	-	-	-	-	-	26,265	26,265
Medical Cost Allocations	21,837	24,797	(2,960)	4,428	6,346	(1,918)	(26,265)	-
Total Medical Costs	984,282	966,585	17,697	113,538	107,903	5,635	-	1,097,820
Gross Margin	79,607	61,489	18,118	(4,078)	(4,698)	620	-	75,529

ADMINISTRATION (Dr. Gilbert)

1. Review of the Financial Monthly Reports

a. Finance Reports

1) Year-To-Date Income Statement for the One Month Ended September 30, 2018 (in thousands) (Continued)

	<i>Medi-Cal</i>			<i>Medicare</i>			<i>Organizational Expenditures</i>	<i>Grand Total</i>
	Actual	Budget	Variance \$	Actual	Budget	Variance \$		
Operating Expenses								
Administration	5,858	6,140	(282)	196	431	(235)	-	6,055
Finance	2,339	2,328	11	50	378	(327)	-	2,390
Information Technology (IT)	17,916	13,835	4,081	389	322	66	-	18,305
Marketing	2,772	3,546	(774)	508	969	(462)	-	3,279
Health Services	5,048	5,507	(459)	122	1,557	(1,436)	-	5,169
Network Development	676	152	524	15	510	(495)	-	691
Operations	16,809	14,849	1,960	365	2,486	(2,121)	-	17,174
Total Operating Expenses	51,418	46,358	5,061	1,644	6,654	(5,010)	-	53,062
Operating Surplus (Deficit)	28,189	15,131	13,058	(5,722)	(11,352)	5,630	-	22,467
Total AB85	6,144	6,143	0	-	-	-	-	6,144
Total IHSS	(16,500)	-	(16,500)	-	-	-	-	(16,500)
Total Sales Tax	602	-	602	-	-	-	-	602
Other Income (Expense)	-	-	-	-	-	-	733	733
Property Management Income (Expense)	-	-	-	-	-	-	376	376
Total Non Operating Income (Expense)	(9,754)	6,143	(15,897)	-	-	-	1,109	(8,645)
Net Surplus (Deficit)	18,435	21,275	(2,840)	(5,722)	(11,352)	5,630	1,109	13,822

ADMINISTRATION (Dr. Gilbert)

1. Review of the Standard IEHP Monthly Reports

a. Finance Reports

2) Capitation Income and Expense for the Period Ended September 30, 2018

	September			Year-to-Date		
	Riverside	SB	Total	Riverside	SB	Total
Membership:						
Medi-Cal	607,024	612,735	1,219,759	1,819,397	1,842,805	3,662,202
CMC	13,489	13,169	26,658	40,359	39,062	79,421
Total Members:	620,513	625,904	1,246,417	1,859,756	1,881,867	3,741,623
Revenue:						
Medi-Cal	178,395,603	179,042,279	357,437,882	521,189,786	526,033,487	1,047,223,273
CMC	20,229,239	18,864,633	39,093,871	62,846,600	63,279,247	126,125,847
Net Revenue:	198,624,842	197,906,912	396,531,753	584,036,386	589,312,733	1,173,349,119
Medical Costs:						
Medi-Cal	244,059,722	74,987,575	319,047,297	572,682,334	403,318,449	976,000,783
CMC	31,000,665	6,323,004	37,323,669	71,452,533	50,366,885	121,819,418
Total Medical Costs:	\$275,060,386	\$81,310,580	\$356,370,966	\$644,134,867	\$453,685,333	\$1,097,820,201
Gross Margin:	\$(76,435,544)	\$116,596,332	\$40,160,788	\$(60,098,482)	\$135,627,400	\$75,528,918

ADMINISTRATION

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



Claims Inventory Report Month End September 2018

Claims Category	Beginning Inventory	Claims Received	Claims Paid	Claims Denied	Claims Capitated	Ending Inventory
Professional						
IEHP Responsible	12,240	115,794	81,525	31,221	747	14,541
IEHP Direct	33,869	294,816	254,476	21,684	28,845	23,680
Per Diem Hospital Contract	12,511	124,652	112,654	11,811	1,157	11,541
Vision	5,333	21,644	18,635	1,480	-	6,862
Pay For Performance (P4P)	856	1,874	1,935	52	34	709
Mental Health	6,442	7,567	7,392	615	-	6,002
Member Reimbursement	6	-	-	-	-	6
Redirected	8,754	33,839	325	35,609	53	6,606
Decaps	-	30	30	-	-	-
No Category	-	-	-	-	-	-
Professional Subtotal	80,011	600,216	476,972	102,472	30,836	69,947
Institutional						
IEHP Responsible	21,931	51,312	43,082	9,451	17	20,693
IEHP Direct	19,680	56,204	45,893	4,730	4,708	20,553
Per Diem Hospital Contract	3,906	25,210	20,229	2,394	1,729	4,764
Vision	-	-	-	-	-	-
Pay For Performance (P4P)	-	-	-	-	-	-
Mental Health	442	236	165	82	18	413
Member Reimbursement	-	-	-	-	-	-
Redirected	8,267	5,379	464	5,332	-	7,850
Decaps	-	-	-	-	-	-
No Category	-	-	-	-	-	-
	54,226	138,341	109,833	21,989	6,472	54,273
Total Claims in Diamond	134,237	738,557	586,805	124,461	37,308	124,220

September Production Days	19
Delayed Receipts (included in Claims Received Column)	0
Paid, Denied and Capitated Claims	748,574
Claims awaiting Check Write	1,688
Claims awaiting adjudication	122,532
Auto-Adjudicated Claims	590,273
Auto-Adjudication Rate	79%
Average Claims Worked per Day	39,399
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



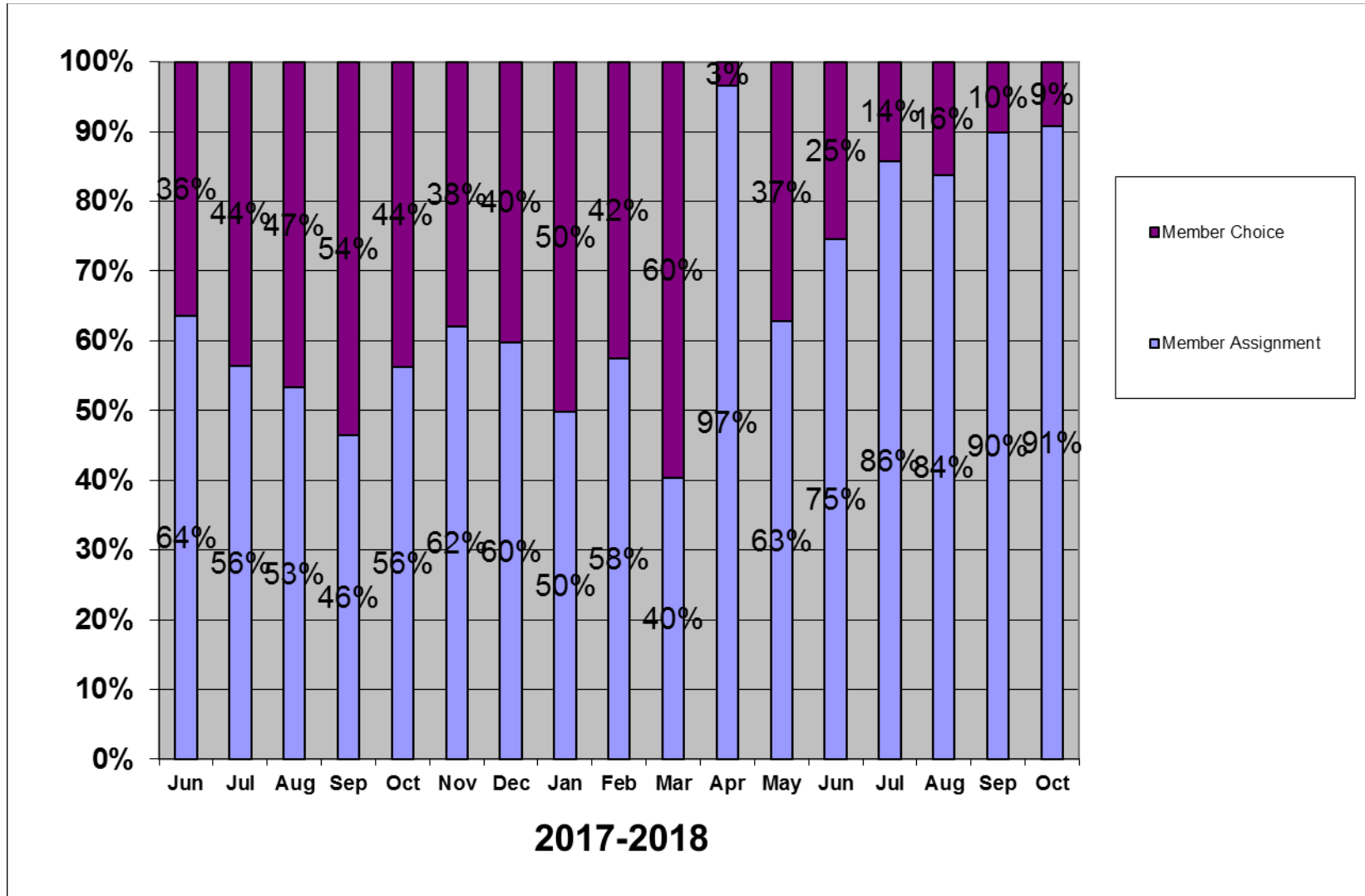
INLAND EMPIRE HEALTH PLAN
September-18
Claim Processing Turnaround Time

	1-30 Days	31-45 Days	46-90 Days	Over 90 Days	Total
Professional					
IEHP Responsible	110,986	1,062	286	1,159	113,493
IEHP Direct	302,771	1,213	230	791	305,005
Per Diem Hospital Contract	125,548	69	3	2	125,622
Vision	19,400	656	8	51	20,115
Pay For Performance (P4P)	1,985	36	-	-	2,021
Mental Health	7,971	25	9	2	8,007
Member Reimbursement	-	-	-	-	-
Redirected	35,815	167	4	1	35,987
Decaps	30	-	-	-	30
No Category	-	-	-	-	-
Professional Subtotal	604,506	3,228	540	2,006	610,280
% of Total	99.05%	0.53%	0.09%	0.33%	
Institutional					
IEHP Responsible	52,226	292	19	13	52,550
IEHP Direct	55,066	248	15	2	55,331
Per Diem Hospital Contract	24,080	262	7	3	24,352
Vision	-	-	-	-	-
Pay For Performance (P4P)	-	-	-	-	-
Mental Health	254	8	3	-	265
Member Reimbursement	-	-	-	-	-
Redirected	5,663	126	6	1	5,796
Decaps	-	-	-	-	-
No Category	-	-	-	-	-
Institutional Subtotal	137,289	936	50	19	138,294
% of Total	99.27%	0.68%	0.04%	0.01%	
Grand Total	741,795	4,164	590	2,025	748,574
% of Total	99.09%	0.56%	0.08%	0.27%	

Month Reporting: 08/18
 Submitted: 09/18

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		
October '17	1,244,923	105,107	102,231	2,876	0:11	9:34	0.63%	99.5%	0.3%	0.2%	26,986	132,093
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

(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
September '17	1,249,262	13,741	1,484,957	732,843	2,231,541
October '17	1,244,923	14,352	1,525,571	695,498	2,235,421
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

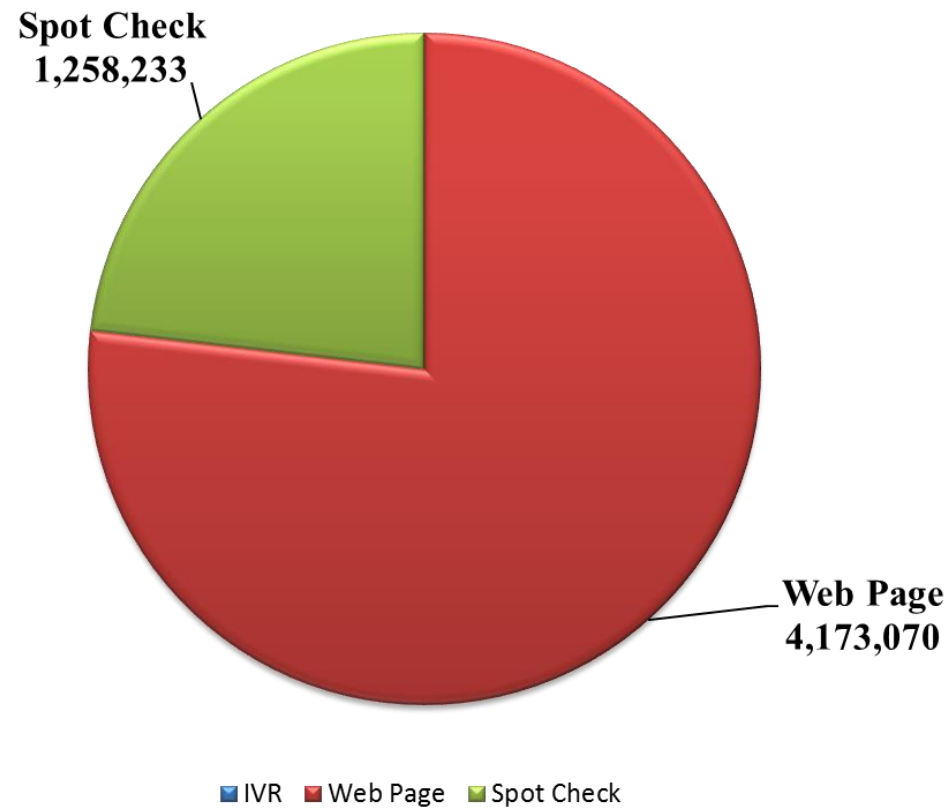
(a) IVR lines are no longer in use, instead all transactions are handled by the Provider Web Portal

(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 (September 2018 – Total: 5,431,303)



(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 (October 2018)

Number of

IPA NAME	Service Areas	PCPs 10/01/18*	Enrollment 10/01/18†
Inland Empire Health Plan Direct	All Areas	537	463,338
Inland Faculty Medical Group	R1/R4/S1/S2/S3	90	184,956
Alpha Care Medical Group Inc	R1/R3/R6/S1/S2	146	166,274
LaSalle Medical Associates	R1/R2/R4/S1/S2/S3	53	144,390
Kaiser Foundation Health Plan Inc	R1/S1	N/A	103,692
Physicians Health Network	S1	32	37,147
Regal Medical Group	R1/R2/R3/R4/R5/S1/S2/S3	106	18,238
Horizon Valley Medical Group	E7/S3	16	17,609
Dignity Health Medical Group - Inland Empire	S1	11	13,003
Allied Pacific IPA	S2	9	3,237
Desert Oasis	E2/R6	46	988
Beaver Medical Group	S1	46	824
PrimeCare of San Bernardino	S1/S2	16	639
Riverside Medical Clinic	R1/R4	27	528
Pinnacle Medical Group	S1	11	528
San Bernardino Medical Group	S1	13	519
PrimeCare Medical of Chino Valley	S2	39	518
CPN-Horizon Valley Medical Group	E7/S3	12	517
PrimeCare of Inland Valley	S2	43	486
PrimeCare of Moreno Valley	R1/R2	12	462
Dignity Health Physician Network - IE		8	391
PrimeCare of Hemet Valley	R3	10	315
PrimeCare of Riverside	R1/R4	11	285
PrimeCare of Temecula	R5	16	279
Heritage Victor Valley	E7/S3	14	277
Pomona Valley Medical Group	S2	64	275
PrimeCare of Citrus Valley	R4	11	242
PrimeCare of Corona	R1/R4	13	212

PrimeCare of Sun City	R5	9	184
Valley Physicians Network	R5	7	176
Redlands Yucaipa Medical group	S1	11	159
Alliance Desert Physicians	S3	5	101
PrimeCare of Redlands	S1	6	75
Tri Valley Medical Group	R5	6	70
Fenix Medical Group	S2	5	41
Chaffey Medical Group	S2	6	8
Totals:		1,467	1,160,983

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 (October 2018)

HOSPITAL NAME	Number of PCPs 10/01/18	Enrollment 10/01/18 †
Dignity Health		
Community Hospital of San Bernardino	121	95,323
St. Bernardine Medical Center	115	66,058
Subtotal:	236	161,381
Physicians For Healthy Hospitals		
Hemet Valley Medical Center	59	48,120
Subtotal:	59	48,120
Prime Healthcare Services		
Montclair Hospital Medical Center	63	31,301
Chino Valley Medical Center	7	15
Subtotal:	70	31,316
Tenet HealthCare Corporation		
John F. Kennedy Memorial Hospital	59	58,068
Desert Regional Medical Center	68	43,877
Subtotal:	127	101,945
Universal Health Systems, Inc		
Rancho Springs Medical Center	54	60,150
Corona Regional Medical Center	67	41,841
Inland Valley Regional Medical Center	27	9,674
Subtotal:	148	111,665
Valley Health System		
Menifee Valley Medical Center	1	1
Subtotal:	1	1
Victor Valley Global Medical Center	119	107,594

ADMINISTRATION

2. Review of The Standard IEHP Monthly Reports

c. Provider Reports

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

<u>HOSPITAL NAME</u>	<u>Number of PCPs 10/01/18</u>	<u>Enrollment 10/01/18 †</u>
Kaiser Fontana/Riverside	N/A	103,692
Pomona Valley Hospital Medical Center	302	88,856
Riverside Community Hospital	103	75,837
Arrowhead Regional Medical Center	69	74,864
Riverside County Regional Medical Center	81	71,944
Parkview Community Hospital Medical Center	101	56,482
Eisenhower Medical Center	42	27,906
Loma Linda Children Hospital	21	16,124
Redlands Community Hospital	20	14,642
San Geronio Memorial Hospital	20	14,590
St. Mary Medical Center	7	14,371
Barstow Community Hospital	5	7,156
Mountains Community Hospital	6	1,814
Loma Linda University Medical Center	3	39
Subtotal:	899	675,911
Total:	1,540	1,130,339

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 (October 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
CPN-Horizon Valley Medical Group	12	5	0	0	0	0	7	1
Desert Oasis Healthcare	26	3	0	0	0	0	23	1
Dignity Health Physician Network - IE	6	3	0	0	0	0	3	1
Heritage Victor Valley	9	1	0	0	0	0	8	1
Inland Empire Health Plan Direct	448	95	0	0	0	0	353	1
Pinnacle Medical Group	11	3	0	0	0	0	8	1
PrimeCare of Citrus Valley	9	3	0	0	0	0	6	1
PrimeCare of Corona	8	3	0	0	0	0	5	1
PrimeCare of Hemet Valley	10	3	0	0	0	0	7	1
PrimeCare of San Bernardino	13	3	0	0	0	0	10	1
Tri Valley Medical Group	5	1	0	0	0	0	4	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	9	3	0	0	0	0	6	0
Chaffey Medical Group	0	0	0	0	0	0	0	0
Dignity Health Medical Group - Inland Empire	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>
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	0	0	0	0	0	0	0	0
PrimeCare Medical of Chino Valley	9	1	0	0	0	0	8	0
PrimeCare of Inland Valley	9	2	0	0	0	0	7	0
PrimeCare of Moreno Valley	0	0	0	0	0	0	0	0
PrimeCare of Redlands	0	0	0	0	0	0	0	0
PrimeCare of Riverside	0	0	0	0	0	0	0	0
PrimeCare of Sun City	0	0	0	0	0	0	0	0
PrimeCare of Temecula	7	2	0	0	0	0	5	0
Redlands Yucaipa Medical Group	0	0	0	0	0	0	0	0
Regal Medical Group	47	11	0	0	0	0	36	0
Riverside Medical Clinic	10	3	0	0	0	0	7	0
San Bernardino 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:	648	145	0	0	0	0	503	0

ADMINISTRATION

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

Month	IEHP*	Percent of IEHP	Molina*	Percent of Molina	Total Enrolled Recipients**
Jul 2018	1,213,619	71.1%	154,821	9.1%	1,707,000
Aug 2018	1,211,951	71.0%	153,513	9.0%	1,707,000
Sep 2018	1,213,288	71.1%	152,818	9.0%	1,707,000
Oct 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 (October 2018)

Month	IEHP*	% of IEHP	Molina**	% of Molina	Mandatory in FFS & Excluded Zips	% of Mandatory in FFS & Excluded Zips	Total Families Mandatory Recipients***
Jul 2018	747,664	74.8%	89,720	9.0%	162,616	16.3%	1,000,000
Aug 2018	747,524	74.8%	89,703	9.0%	162,773	16.3%	1,000,000
Sep 2018	745,203	74.5%	89,424	8.9%	165,373	16.5%	1,000,000
Oct 2018	743,286	74.3%	89,194	8.9%	167,520	16.8%	1,000,000

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

** Projected Molina based on market share

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

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 (October 2018)

Month	IEHP*	%IEHP	Molina**	%Molina	Mandatory in FFS & Excluded Zips	% of Mandatory in FFS & Excluded Zips	Total SPD Mandatory Recipients***
Jul 2018	64,577	68.0%	7,749	8.2%	22,674	23.9%	95,000
Aug 2018	64,598	68.0%	7,752	8.2%	22,650	23.8%	95,000
Sep 2018	64,709	68.1%	7,765	8.2%	22,526	23.7%	95,000
Oct 2018	64,905	68.3%	7,789	8.2%	22,306	23.5%	95,000

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

** Projected Molina based on overall market share

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

ADMINISTRATION

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

Month	Medi-Medi's*	Foster Children*	Others*	Total IEHP Non-Mandatory	Percent IEHP	Total Non-Mandatory**
Jul 2018	65,401	13,439	4,470	83,310	55.5%	150,000
Aug 2018	65,912	12,743	5,197	83,852	55.9%	150,000
Sep 2019	65,919	12,764	5,385	84,068	56.0%	150,000
Oct 2018	66,053	12,823	5,480	84,356	56.2%	150,000
Nov 2018						
Dec 2018						
Jan 2019						
Feb 2019						
Mar 2019						
Apr 2019						
May 2019						
Jun 2019						

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.

*** Excluded Medi-Medis who are enrolled in IEHP Medicare DualChoice.

ADMINISTRATION

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

Month	LIHP Transition (L1)	Medi-Cal Expansion Adults (M1 & 7U)	Total IEHP Medi-Cal Expansion
Jul 2018	389	342,887	343,276
Aug 2018	406	340,157	340,563
Sep 2018	309	343,434	343,743
Oct 2018	249	343,555	343,804

Source: 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 (October 2018)

Month	Cal MediConnect Medicare Members
Jul 2018	26,198
Aug 2018	26,408
Sep 2018	26,597
Oct 2018	26,812

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