



INLAND EMPIRE HEALTH PLAN

STANDARD MONTHLY REPORTS

Supplemental to:

Board Report #283

October 9, 2018

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

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 - 3) Claims Processing Turnaround Time – **Nothing to Report**
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 - 5) Provider Automated Eligibility Contact 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 August 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	327,163	317,760	9,403	36,003	33,376	2,627	-	363,166
Supplemental	25,720	24,931	789	-	-	-	-	25,720
Other Revenue	-	-	-	548	1,026	(478)	-	548
Net Revenue	352,883	342,691	10,192	36,551	34,402	2,149	-	389,434
Facility Claims	128,799	122,136	6,663	13,134	12,204	931	-	141,934
Capitation Expense	67,427	68,402	(975)	13,466	12,027	1,439	-	80,893
Professional	31,760	32,869	(1,109)	4,106	3,810	296	-	35,866
Pharmacy	60,819	57,651	3,168	2,534	3,673	(1,139)	-	63,353
Incentives	4,772	5,435	(663)	(49)	123	(171)	-	4,724
All Other Medical	26,250	20,598	5,652	3,463	2,087	1,376	-	29,713
Other Expenses	6,396	7,212	(816)	(83)	-	(83)	-	6,313
G & A Expenses - Medical	-	-	-	-	-	-	8,225	8,225
Medical Cost Allocations	6,718	7,678	(960)	1,507	2,000	(492)	(8,225)	-
Total Medical Costs	332,941	321,981	10,960	38,079	35,923	2,156	-	371,020
Gross Margin	19,942	20,710	(769)	(1,528)	(1,522)	(6)	-	18,414

ADMINISTRATION (Dr. Gilbert)

1. Review of the Financial Monthly Reports

a. Finance Reports

1) Income Statement for the Month Ended August 31, 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	1,935	1,901	35	68	140	(72)	-	2,003
Finance	260	759	(498)	6	123	(117)	-	266
Information Technology (IT)	6,249	4,502	1,747	137	105	31	-	6,385
Marketing	864	975	(111)	164	277	(112)	-	1,028
Health Services	2,071	1,757	314	212	484	(272)	-	2,284
Network Development	241	51	190	5	170	(165)	-	246
Operations	5,275	4,882	394	115	822	(707)	-	5,391
Total Operating Expenses	16,896	14,825	2,071	708	2,120	(1,413)	-	17,604
Operating Surplus (Deficit)	3,046	5,885	(2,839)	(2,236)	(3,642)	1,406	-	810
Total AB85	2,052	2,048	5	-	-	-	-	2,052
Total Sales Tax	(1,114)	-	(1,114)	-	-	-	-	(1,114)
Other Income (Expense)	-	-	-	-	-	-	(18)	(18)
Property Management Income (Expense)	-	-	-	-	-	-	(323)	(323)
Total Non Operating Income (Expense)	939	2,048	(1,109)	-	-	-	(341)	597
Net Surplus (Deficit)	3,984	7,933	(3,948)	(2,236)	(3,642)	1,406	(341)	1,407

ADMINISTRATION (Dr. Gilbert)

1. Review of the Financial Monthly Reports

a. Finance Reports

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

	<i>Medi-Cal</i>			<i>Medicare</i>			<i>Organizational Expenditures</i>	<i>Grand Total</i>
	Actual	Budget	Variance \$	Actual	Budget	Variance \$		
Premium Revenue	649,692	635,423	14,268	74,646	66,582	8,064	-	724,338
Supplemental	51,145	49,867	1,278	-	-	-	-	51,145
Other Revenue	-	-	-	1,335	2,047	(711)	-	1,335
Net Revenue	700,836	685,290	15,546	75,981	68,629	7,352	-	776,817
Facility Claims	258,428	254,179	4,249	25,844	25,279	564	-	284,271
Capitation Expense	136,103	136,813	(710)	28,728	23,993	4,735	-	164,831
Professional	68,120	66,397	1,723	9,646	7,728	1,918	-	77,766
Pharmacy	117,596	109,443	8,154	5,976	6,992	(1,016)	-	123,572
Incentives	9,436	10,870	(1,434)	83	252	(168)	-	9,520
All Other Medical	46,988	42,614	4,374	5,309	4,314	995	-	52,297
Other Expenses	11,506	14,425	(2,918)	(180)	-	(180)	-	11,326
G & A Expenses - Medical	-	-	-	-	-	-	17,866	17,866
Medical Cost Allocations	14,608	15,748	(1,140)	3,258	4,057	(799)	(17,866)	-
Total Medical Costs	662,786	650,488	12,298	78,664	72,615	6,049	-	741,449
Gross Margin	38,051	34,802	3,248	(2,682)	(3,986)	1,303	-	35,368

ADMINISTRATION (Dr. Gilbert)

1. Review of the Financial Monthly Reports

a. Finance Reports

1) Year-To-Date Income Statement for the One Month Ended August 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	4,128	4,228	(101)	147	285	(138)	-	4,275
Finance	1,689	1,534	154	36	250	(214)	-	1,725
Information Technology (IT)	12,232	9,321	2,911	264	216	48	-	12,496
Marketing	1,839	2,207	(369)	341	620	(279)	-	2,180
Health Services	3,563	3,733	(170)	89	1,068	(978)	-	3,652
Network Development	461	101	360	10	339	(329)	-	471
Operations	10,370	9,984	386	224	1,661	(1,437)	-	10,594
Total Operating Expenses	34,281	31,109	3,172	1,112	4,439	(3,327)	-	35,393
Operating Surplus (Deficit)	3,769	3,693	77	(3,795)	(8,425)	4,630	-	(25)
Total AB85	4,097	4,096	1	-	-	-	-	4,097
Total Sales Tax	(1,145)	-	(1,145)	-	-	-	-	(1,145)
Other Income (Expense)	-	-	-	-	-	-	27	27
Property Management Income (Expense)	-	-	-	-	-	-	(547)	(547)
Total Non Operating Income (Expense)	2,952	4,096	(1,144)	-	-	-	(519)	2,432
Net Surplus (Deficit)	6,721	7,788	(1,067)	(3,795)	(8,425)	4,630	(519)	2,407

ADMINISTRATION (Dr. Gilbert)

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

	August			Year-to-Date		
	Riverside	SB	Total	Riverside	SB	Total
Membership:						
Medi-Cal	606,704	614,442	1,221,146	1,212,373	1,230,070	2,442,443
CMC	13,632	13,073	26,705	26,870	25,893	52,763
Total Members:	620,336	627,515	1,247,851	1,239,243	1,255,963	2,495,206
Revenue:						
Medi-Cal	172,872,138	174,460,807	347,332,945	342,794,183	346,991,208	689,785,391
CMC	20,453,529	21,647,431	42,100,960	42,617,361	44,414,614	87,031,975
Net Revenue:	193,325,667	196,108,239	389,433,906	385,411,544	391,405,822	776,817,366
Medical Costs:						
Medi-Cal	164,795,634	166,527,450	331,323,084	328,622,613	328,330,873	656,953,486
CMC	18,068,283	21,628,719	39,697,001	40,451,868	44,043,880	84,495,749
Total Medical Costs:	\$182,863,916	\$188,156,169	\$371,020,085	\$369,074,481	\$372,374,754	\$741,449,235
Gross Margin:	\$10,461,751	\$7,952,070	\$18,413,821	\$16,337,063	\$19,031,068	\$35,368,131

ADMINISTRATION

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

Nothing to Report

ADMINISTRATION

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

Nothing to Report

ADMINISTRATION

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

Nothing to 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		
September '17	1,249,262	97,685	95,079	2,606	0:12	10:08	0.65%	99.5%	0.3%	0.2%	26,668	124,353
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

(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

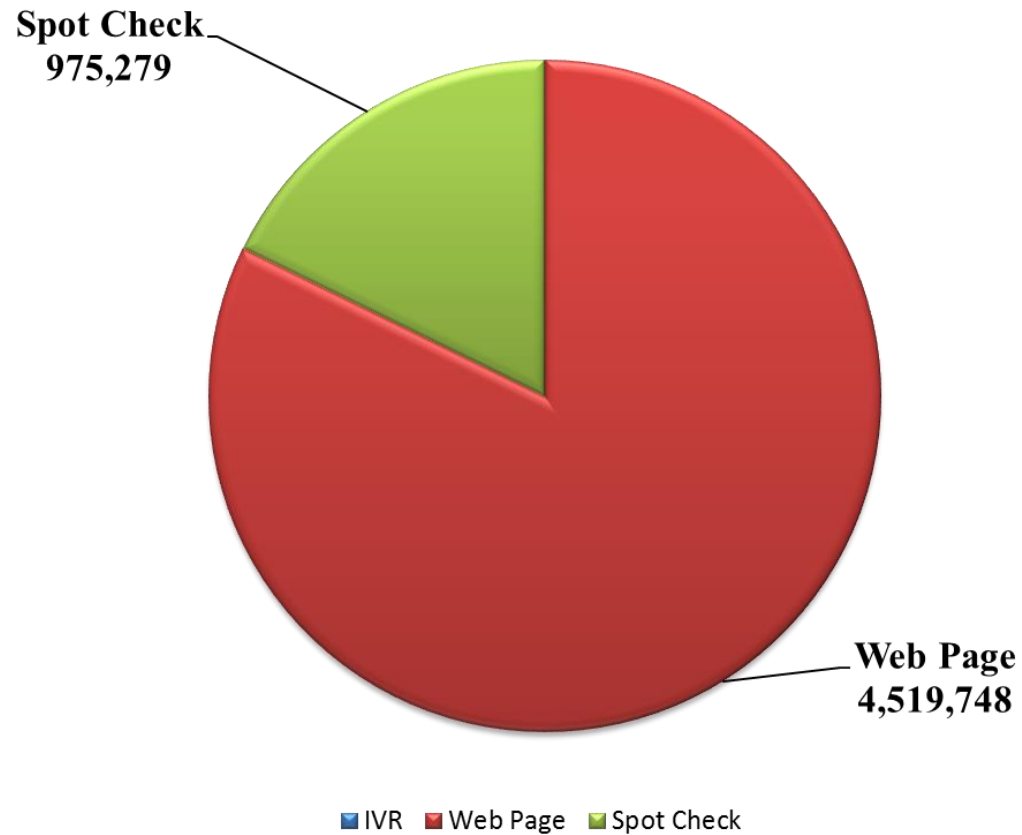
(a) IVR lines are no longer in use, instead all transactions are handled by the Provider Web Portal

(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 (August 2018 – Total: 5,495,027)



(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 (September 2018)

IPA NAME	Service Areas	Number of	
		PCPs 09/01/18*	Enrollment 09/01/18†
Inland Empire Health Plan Direct	All Areas	537	465,825
Inland Faculty Medical Group	R1/R4/S1/S2/S3	90	187,497
Alpha Care Medical Group Inc	R1/R3/R6/S1/S2	146	168,776
LaSalle Medical Associates	R1/R2/R4/S1/S2/S3	53	145,610
Kaiser Foundation Health Plan Inc	R1/S1	N/A	104,822
Physicians Health Network	S1	32	37,510
Regal Medical Group	R1/R2/R3/R4/R5/S1/S2/S3	106	18,501
Horizon Valley Medical Group	E7/S3	16	18,030
Dignity Health Medical Group - Inland Empire	S1	11	13,162
Allied Pacific IPA	S2	9	3,266
Vantage Medical Group	All Areas	231	1,100
Desert Oasis	E2/R6	46	986
Beaver Medical Group	S1	46	783
PrimeCare of San Bernardino	S1/S2	16	634
Pinnacle Medical Group	S1	11	534
CPN-Horizon Valley Medical Group	E7/S3	12	534
Riverside Medical Clinic	R1/R4	27	531
San Bernardino Medical Group	S1	13	531
PrimeCare Medical of Chino Valley	S2	39	524
PrimeCare of Inland Valley	S2	43	481
PrimeCare of Moreno Valley	R1/R2	12	459
Dignity Health Physician Network - IE		8	396
PrimeCare of Hemet Valley	R3	10	327
Heritage Victor Valley	E7/S3	14	283
PrimeCare of Riverside	R1/R4	11	279
Pomona Valley Medical Group	S2	64	277
PrimeCare of Temecula	R5	16	276
PrimeCare of Citrus Valley	R4	11	255
PrimeCare of Corona	R1/R4	13	212
PrimeCare of Sun City	R5	9	187

Valley Physicians Network	R5	7	179
Redlands Yucaipa Medical group	S1	11	156
Alliance Desert Physicians	S3	5	103
PrimeCare of Redlands	S1	6	77
Tri Valley Medical Group	R5	6	68
Fenix Medical Group	S2	5	41
Chaffey Medical Group	S2	6	9
Totals:		1,698	1,173,221

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 (September 2018)

HOSPITAL NAME	Number of PCPs 09/01/18	Enrollment 09/01/18 €
Dignity Health		
Community Hospital of San Bernardino	121	96,373
St. Bernardine Medical Center	115	66,573
Subtotal:	236	162,946
Physicians For Healthy Hospitals		
Hemet Valley Medical Center	59	48,504
Subtotal:	59	48,504
Prime Healthcare Services		
Montclair Hospital Medical Center	63	31,704
Chino Valley Medical Center	7	10
Subtotal:	70	31,714
Tenet HealthCare Corporation		
John F. Kennedy Memorial Hospital	59	58,240
Desert Regional Medical Center	68	44,284
Subtotal:	127	102,524
Universal Health Systems, Inc		
Rancho Springs Medical Center	54	60,780
Corona Regional Medical Center	67	42,463
Inland Valley Regional Medical Center	27	9,771
Subtotal:	148	113,014
Victor Valley Global Medical Center	119	109,113
Kaiser Fontana/Riverside	N/A	104,822
Pomona Valley Hospital Medical Center	302	89,465
Riverside Community Hospital	103	75,968
Arrowhead Regional Medical Center	69	75,876

ADMINISTRATION

2. Review of The Standard IEHP Monthly Reports

c. Provider Reports

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

<u>HOSPITAL NAME</u>	<u>Number of PCPs 09/01/18</u>	<u>Enrollment 09/01/18 †</u>
Riverside County Regional Medical Center	81	72,724
Parkview Community Hospital Medical Center	101	56,564
Eisenhower Medical Center	42	28,006
Loma Linda Children Hospital	21	16,155
San Geronio Memorial Hospital	20	14,710
Redlands Community Hospital	20	14,658
St. Mary Medical Center	7	14,430
Barstow Community Hospital	5	7,278
Mountains Community Hospital	6	1,846
Subtotal:	896	681,615
Total:	1,536	1,140,317

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 (September 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	11	3	0	0	0	0	8	1
Dignity Health Physician Network - IE	8	1	0	0	0	0	7	1
Pinnacle Medical Group	12	1	0	0	0	0	11	1
PrimeCare of Hemet Valley	6	2	0	0	0	0	4	1
PrimeCare of Riverside	7	2	0	0	0	0	5	1
PrimeCare of San Bernardino	14	4	0	0	0	0	10	1
PrimeCare of Temecula	8	1	0	0	0	0	7	1
Redlands Yucaipa Medical Group	8	2	0	0	0	0	6	1
San Bernardino Medical Group	17	5	0	0	0	0	12	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	0	0	0	0	0	0	0	0
Chaffey Medical Group	2	1	0	0	0	0	1	0
Desert Oasis Healthcare	16	5	0	0	0	0	11	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

<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>
Heritage Victor Valley	4	2	0	0	0	0	2	0
Horizon Valley Medical Group	0	0	0	0	0	0	0	0
Inland Empire Health Plan Direct	323	51	0	0	0	0	272	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	6	2	0	0	0	0	4	0
PrimeCare of Citrus Valley	3	1	0	0	0	0	2	0
PrimeCare of Corona	0	0	0	0	0	0	0	0
PrimeCare of Inland Valley	6	2	0	0	0	0	4	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 Sun City	0	0	0	0	0	0	0	0
Regal Medical Group	29	4	0	0	0	0	25	0
Riverside Medical Clinic	4	1	0	0	0	0	3	0
Tri Valley Medical Group	2	1	0	0	0	0	1	0
Valley Physicians Network	0	0	0	0	0	0	0	0
Vantage Medical Group	0	0	0	0	0	0	0	0
Total:	486	91	0	0	0	0	395	0

ADMINISTRATION

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

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 (September 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

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 (September 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

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 (September 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						
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 (September 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

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 (September 2018)

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

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