



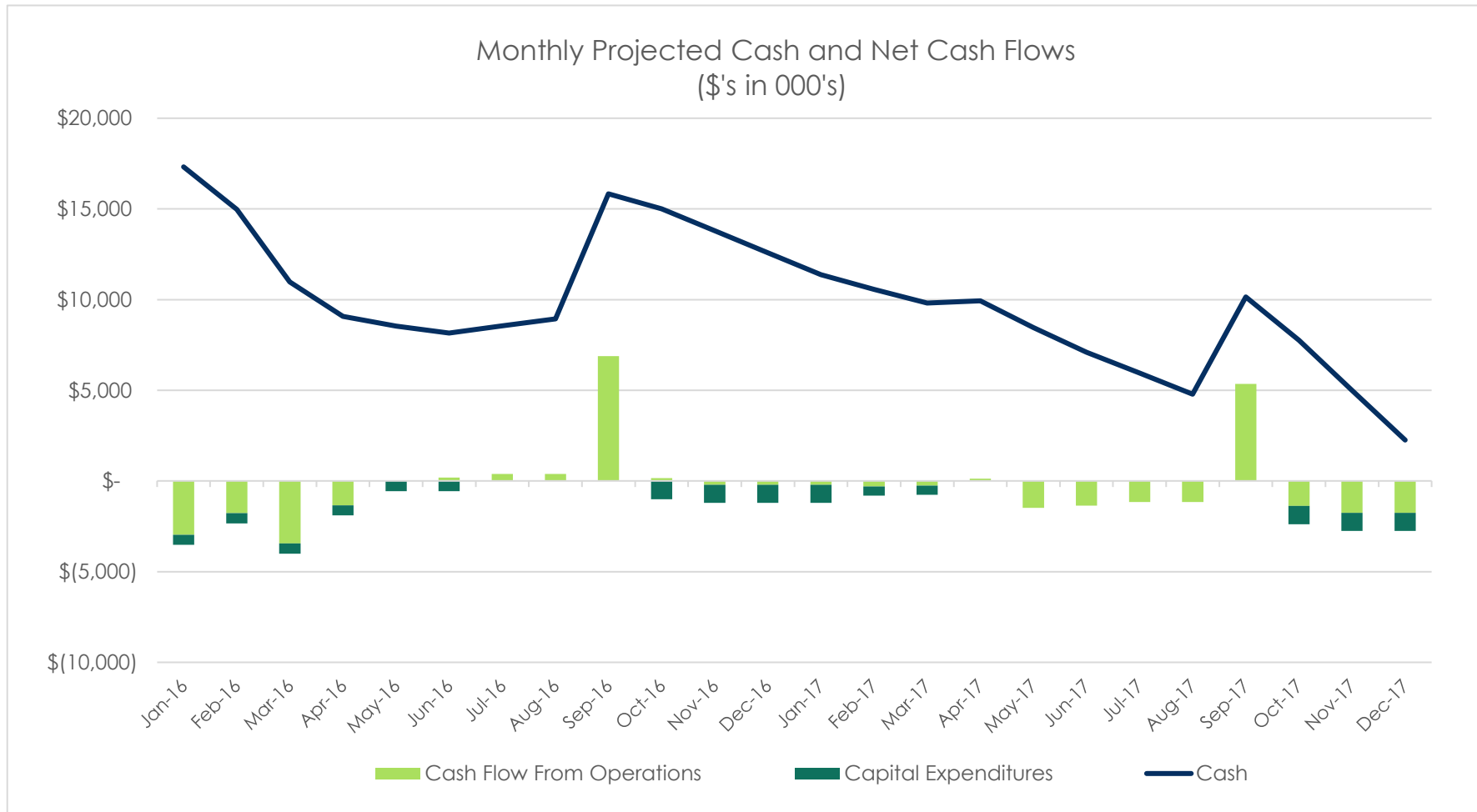
24 MONTH CASH FLOW PROJECTION AS OF 12/18/15

Connect for Health Finance and Operations Committee

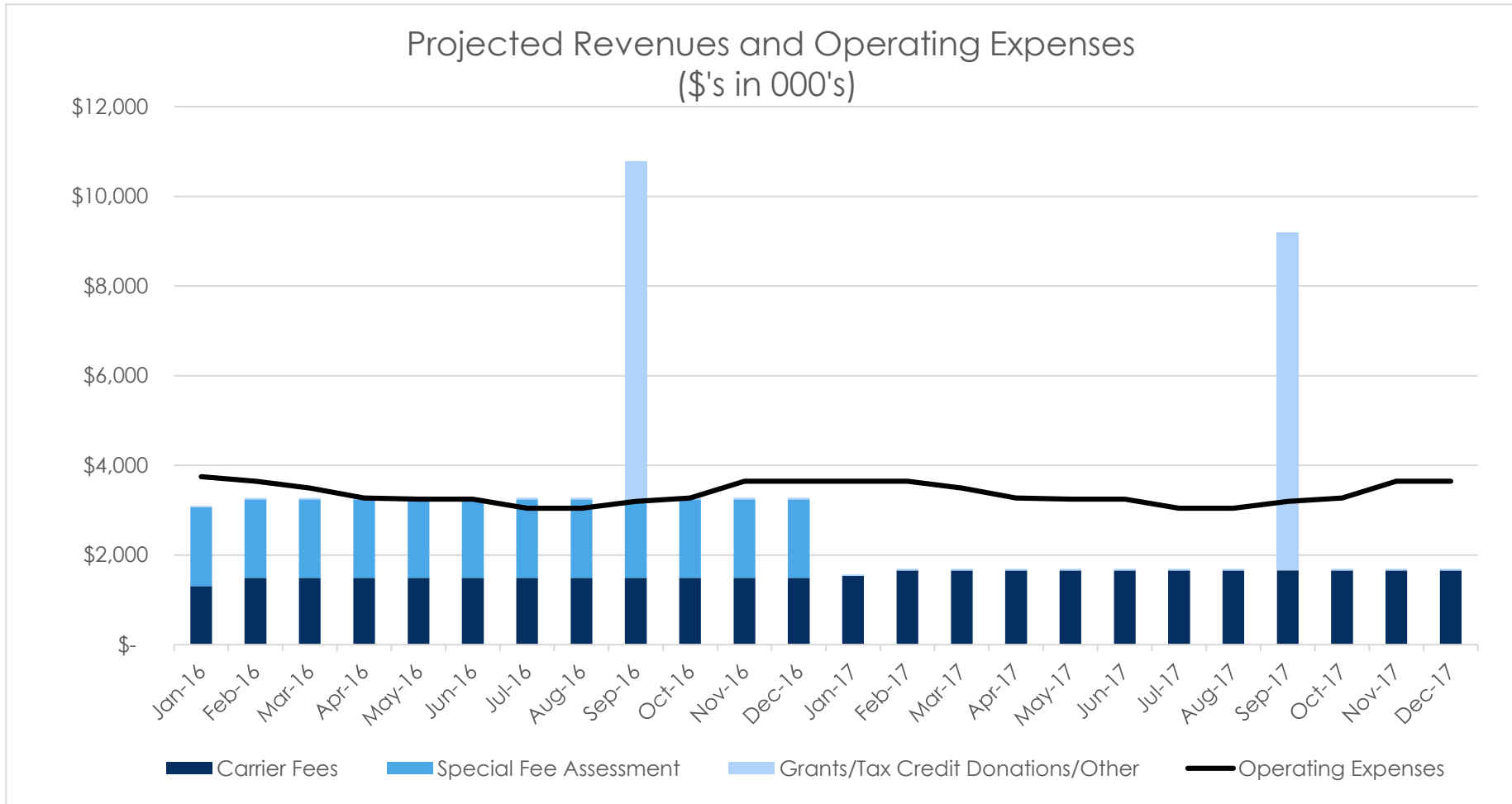
Key Projection Assumptions

- Effectuated Individual Enrollment (125,000 CY 2016, 135,000 CY 2017)
- Carrier Fee 3.5% of premiums, Special Assessment \$1.80 (CY 2016 only)
- Average monthly premium per covered life (\$340 CY 2016, \$350 CY 2017)
- Annual tax credit donation of \$5MM
- No new revenue streams or large increases in SHOP enrollment
- Colorado Health Foundation annual funding of assistance network (\$2.5MM)
- Staffing at 71 FTE
- Capital expenditures beyond OE3 - \$5MM annually
- No Medicaid cost allocation/reimbursement assumed

Projected Cash and Net Cash Flows



Projected Revenues and Expenditures



Cash Flow Projection – CY 2016

\$'s in 000's

	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Total CY 2016
Revenues													
Grants	-	-	-	-	-	-	-	-	2,500	-	-	-	2,500
Carrier Fees	1,309	1,488	1,488	1,488	1,488	1,488	1,488	1,488	1,488	1,488	1,488	1,488	17,672
SHOP	30	30	31	31	31	32	32	32	33	33	33	34	381
Special Fee Assessment	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	21,060
Tax Credit Donations	-	-	-	-	-	-	-	-	5,000	-	-	-	5,000
Other	2	2	2	2	2	2	2	2	2	2	2	2	18
Total Revenues	3,096	3,274	3,275	3,275	3,275	3,276	3,276	3,276	10,777	3,277	3,277	3,278	46,631
Operating Expenses													
Customer Service Center	1,600	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,100
Assistance Network	350	350	350	200	200	200	-	-	50	100	350	350	2,500
Marketing and Outreach	250	250	100	25	-	-	-	-	100	125	250	250	1,350
Technology	755	755	755	755	755	755	755	755	755	755	755	755	9,066
Operations	25	25	25	25	25	25	25	25	25	25	25	25	300
General and Administrative	764	764	764	764	764	764	764	764	764	764	764	764	9,164
Total Operating Expenses	3,744	3,644	3,494	3,269	3,244	3,244	3,044	3,044	3,194	3,269	3,644	3,644	40,479
Income (loss) from Operations	(649)	(370)	(219)	6	31	31	232	232	7,582	8	(367)	(367)	6,151
Cash Flow Adjustments (timing)	(2,310)	(1,403)	(3,222)	(1,344)	(17)	157	157	157	(691)	157	157	157	(8,043)
Cash Flows From Operations	(2,958)	(1,773)	(3,441)	(1,338)	14	189	389	389	6,892	165	(210)	(209)	(1,892)
Capital Expenditures	(560)	(560)	(560)	(560)	(560)	(560)	-	-	-	(1,000)	(1,000)	(1,000)	(6,361)
Net Cash Flows	(3,518)	(2,333)	(4,001)	(1,898)	(546)	(371)	389	389	6,892	(835)	(1,210)	(1,209)	(8,252)
Beginning Cash	20,830	17,312	14,979	10,978	9,079	8,534	8,162	8,551	8,941	15,832	14,997	13,787	20,830
Net Cash Flow	(3,518)	(2,333)	(4,001)	(1,898)	(546)	(371)	389	389	6,892	(835)	(1,210)	(1,209)	(8,252)
Ending Cash	17,312	14,979	10,978	9,079	8,534	8,162	8,551	8,941	15,832	14,997	13,787	12,578	12,578

Cash Flow Projection – CY 2017

\$'s in 000's

	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Total CY 2017
Revenues													
Grants	-	-	-	-	-	-	-	-	2,500	-	-	-	2,500
Carrier Fees	1,531	1,654	1,654	1,654	1,654	1,654	1,654	1,654	1,654	1,654	1,654	1,654	19,723
SHOP	35	35	36	36	36	37	37	37	38	38	39	39	442
Special Fee Assessment	-	-	-	-	-	-	-	-	-	-	-	-	-
Tax Credit Donations	-	-	-	-	-	-	-	-	5,000	-	-	-	5,000
Other	2	2	2	2	2	2	2	2	2	2	2	2	18
Total Revenues	1,568	1,690	1,691	1,691	1,692	1,692	1,692	1,693	9,193	1,693	1,694	1,694	27,683
Operating Expenses													
Customer Service Center	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
Assistance Network	350	350	350	200	200	200	-	-	50	100	350	350	2,500
Marketing and Outreach	250	250	100	25	-	-	-	-	100	125	250	250	1,350
Technology	755	755	755	755	755	755	755	755	755	755	755	755	9,066
Operations	25	25	25	25	25	25	25	25	25	25	25	25	300
General and Administrative	764	764	764	764	764	764	764	764	764	764	764	764	9,164
Total Operating Expenses	3,644	3,644	3,494	3,269	3,244	3,244	3,044	3,044	3,194	3,269	3,644	3,644	40,380
Income (loss) from Operations	(2,077)	(1,954)	(1,803)	(1,578)	(1,553)	(1,552)	(1,352)	(1,352)	5,999	(1,576)	(1,950)	(1,950)	(12,697)
Cash Flow Adjustments (timing)	1,867	1,647	1,550	1,705	77	197	197	197	(651)	197	197	197	7,374
Cash Flows From Operations	(209)	(307)	(254)	127	(1,475)	(1,356)	(1,155)	(1,155)	5,347	(1,379)	(1,754)	(1,753)	(5,323)
Capital Expenditures	(1,000)	(500)	(500)	-	-	-	-	-	-	(1,000)	(1,000)	(1,000)	(5,000)
Net Cash Flows	(1,209)	(807)	(754)	127	(1,475)	(1,356)	(1,155)	(1,155)	5,347	(2,379)	(2,754)	(2,753)	(10,323)
Beginning Cash	12,578	11,369	10,562	9,809	9,935	8,460	7,104	5,949	4,794	10,142	7,762	5,009	12,578
Net Cash Flow	(1,209)	(807)	(754)	127	(1,475)	(1,356)	(1,155)	(1,155)	5,347	(2,379)	(2,754)	(2,753)	(10,323)
Ending Cash	11,369	10,562	9,809	9,935	8,460	7,104	5,949	4,794	10,142	7,762	5,009	2,255	2,255