

## Connect for Health Colorado Statement of Activities - Consolidated

|   | Month Ending 03/31/2014 | Year To Date 03/31/2014       |
|---|-------------------------|-------------------------------|
|   |                         | Actual                        |
| Revenue   |                         |                               |
| Grant Revenue   |                         |                               |
| Federal Grants  | 5,354,225.06            | 63,667,170.80                 |
| Health Foundation Grant                               | 0.00                    | 2,010,000.00                  |
| Total Grant Revenue                                   | 5,354,225.06            | 65,677,170.80                 |
| Program Revenue                                       |                         |                               |
| SHOP Fees   | 7,865.56                | 7,865.56                      |
| High Risk Pool Resrv Property F Tax Credit Donations  | 0.00<br>0.00            | 15,000,000.00<br>5,000,000.00 |
| Tax Credit Donations                                  |                         | 5,000,000.00                  |
| Total Program Revenue                                 | 7,865.56                | 20,007,865.56                 |
| Investment Income                                     | 2,524.76                | 23,967.21                     |
| Contributions   | 0.00                    | 900.00                        |
| Total Revenue   | 5,364,615.38            | 85,709,903.57                 |
| Expenditures  |                         |                               |
| Direct  |                         |                               |
| Customer Service                                      |                         |                               |
| Customer Service Center                               |                         |                               |
| CSC Implementation                                    | 280,362.28              | 4,513,964.45                  |
| CSC Labor - Fixed                                     | 342,002.58              | 4,286,331.59                  |
| CSC Labor - Variable                                  | 972,569.75              | 5,078,154.20                  |
| CSC Back Office Labor - Variable                      | 458,797.58              | 2,499,303.56                  |
| CSC Technology - Fixed                                | 15,697.00               | 99,251.49                     |
| CSC Technology - Variable                             | 21,688.40               | 117,240.80                    |
| CSC Operations - Fixed CSC Operations - Variable      | 103,570.44              | 640,145.94                    |
| Coc Operations - variable                             | 73,210.59               | 471,131.33                    |
| Total Customer Service Center                         | 2,267,898.62            | 17,705,523.36                 |
| Assistance Network                                    |                         |                               |
| AN Consulting   | 30,513.72               | 116,347.22                    |
| AN Grantee - Personnel                                | 620,571.77              | 2,220,959.75                  |
| AN Grantee - Fringe                                   | 164,553.54              | 526,245.25                    |
| AN Grantee - Travel                                   | 16,975.04               | 48,891.42                     |
| AN Grantee - Supplies & Equpiment                     | 14,542.57               | 201,295.07                    |
| AN Grantee - Other                                    | 94,751.65               | 170,512.27                    |
| AN Grantee - Contractual                              | 112,688.52              | 449,357.47                    |
| AN Grantee - Admin Allowance<br>AN Outreach Materials | 88,036.70<br>2,789.15   | 305,765.85<br>18,798.54       |
| Total Assistance Network                              | <del></del>             |                               |
| Total Assistance Network                              | 1,145,422.66            | 4,058,172.84                  |
| Total Customer Service                                | 3,413,321.28            | 21,763,696.20                 |
| Marketing   |                         |                               |
| Public Affairs Consulting                             | 13,000.00               | 128,244.16                    |
| Outreach Coordinator West                             | 2,695.00                | 54,885.62                     |
| Outreach Coordinator Denver                           | 0.00                    | 99,627.30                     |
| Communications Consulting                             | 0.00                    | 11,773.61                     |
| Media & Customer Interactions                         | 147,288.06              | 7,220,165.59                  |
| Outreach Materials                                    | 6,439.26                | 279,257.50                    |
| Total Marketing & Outreach                            | 169,422.32              | 7,793,953.78                  |
|   |                         | _                             |

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|   | Month Ending 03/31/2014  | Year To Date 03/31/2014    |
|---|--------------------------|----------------------------|
| Todaylan  |                          | Actual                     |
| Technology  |                          |                            |
| Technology Consulting   | 50.075.00                | 504 005 05                 |
| IT Business Analysis/PM<br>PMO                                | 56,875.00<br>138,827.44  | 531,365.65<br>1,294,461.78 |
| Donated Professional Serv                                     | 0.00                     | 900.00                     |
| Total Technology Consulting                                   | 195,702.44               | 1,826,727.43               |
| Tech Implementation - CGI                                     | 142,211.84               | 6,016,733.30               |
| Tech Implementation - Other                                   | 157,000.00               | 588,640.73                 |
| CGI Hosting   | 157,458.56               | 1,417,127.04               |
| CGI Maint & Support   | 422,300.00               | 1,320,996.00               |
| Eligibility Rules Engine (ERE)                                | 0.00                     | 974,127.20                 |
| Oracle CX Licensing   | 51,685.62                | 494,282.41                 |
| Oracle Platform Maint & Support                               | 86,932.33                | 782,390.97                 |
| hCentive Developer License                                    | 64,361.67                | 543,793.90                 |
| Healthation Support (CGI)                                     | 5,315.50                 | 95,678.50                  |
| Non-CGI Hosting & Support                                     | 2,000.00                 | 18,386.87                  |
| Total Technology  | 1,284,967.96             | 14,078,884.35              |
| Operations, Financial Management & Miscellaneous Direct       |                          |                            |
| Procurement and Financial Analysis                            | 18,848.75                | 243,136.25                 |
| Operations Consulting   | 453,893.94               | 1,674,013.39               |
| Training  | 59,907.80                | 1,061,895.38               |
| Total Operations, Financial Management & Miscellaneous Direct | 532,650.49               | 2,979,045.02               |
| Total Direct  | 5,400,362.05             | 46,615,579.35              |
| Salary and Wages  | 295,016.11               | 2,055,876.48               |
| PR Benefits   | 133,539.10               | 727,451.72                 |
| General and Administrative Expenses                           |                          |                            |
| Conferences, Conventions, and Meetings                        | 1,335.31                 | 41,562.54                  |
| Copying and Printing  | 2,153.02                 | 22,131.98                  |
| Due and Subscriptions   | 0.00                     | 794.28                     |
| Insurance   | 6,356.42                 | 38,678.92                  |
| Miscellaneous Expense   | (15,050.74)              | 2,004.36                   |
| Occupancy   | 30,075.89                | 249,188.64                 |
| Office Supplies   | 3,843.61                 | 144,418.02                 |
| Professional Fees   | 54,853.66                | 364,691.90                 |
| Telecommunication   | 14,471.84                | 97,051.65                  |
| Travel Expenses   | 8,226.01                 | 80,346.44                  |
| Total General and Administrative Expenses                     | 106,265.02               | 1,040,868.73               |
| Depreciation  | 307,597.02               | 3,248,697.26               |
| Total Expenditures  | 6,242,779.30             | 53,688,473.54              |
| Change In Net Assets  | (878,163.92)             | 32,021,430.03              |
| + Net Assets - Beginning                                      | 50,554,233.59            | 17,654,639.64              |
| Net Assets - Ending   | 49,676,069.67            | 49,676,069.67              |
| Not Assocs - Linding  | <del>-3,010,003.01</del> | +3,070,003.07              |

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