

TO: CONNECT FOR HEALTH COLORADO FINANCE AND

OPERATIONS COMMITTEE

FROM: BRIAN BRAUN, CHIEF FINANCIAL OFFICER

4600 South Ulster Street | Suite 300 Denver, CO 80237

SUBJECT: QUARTERLY FINANCIAL REPORT 3RD QUARTER FISCAL YEAR 2021

DATE: 4/23/2021

Key Performance Indicators	YTD - 9 Months Ending 03.31.21			
	Status	Actual	Target	% of Target
Effectuated Enrollment (average)		156,360	145,400	107.5%
Net Operating Margin	(1)	7.2%	4.2%	
Per Member Per Month (PMPM) - Carrier Fees		\$16.5	\$16.8	98.0%
Per Member Per Month (PMPM) - Operating Exp.		\$21.3	\$22.7	93.8%
Days Cash on Hand	(2)	118.1	120.0	98.4%
Working Capital Ratio	(3)	4.5	3.75	120.4%

- (1) Net income before depreciation as a % of revenue
- (2) Based on FY21 budgeted daily operating expenses
- (3) Current assets divided by current liabilities (target reflects budget overall target is to exceed 2.0)

Financial Results (in 000's)		YTD - 9 Months Ending 03.31.21		
	Status	Actual	Budget	% of Budget
Revenues				
Program Revenue		7,497	7,504	99.9%
Carrier Fees		23,153	21,963	105.4%
Grant/Other Revenue		1,660	1,564	106.2%
Total Revenue		32,310	31,031	104.1%
Expenditures				
Technology		8,330	7,122	117.0%
Customer Service		9,631	9,539	101.0%
Personnel		7,492	7,914	94.7%
Marketing and Outreach		3,156	3,373	93.6%
Facilities		621	687	90.3%
Support Services		589	834	70.6%
Other		159	249	63.9%
Total Expenditures		29,977	29,718	100.9%
Earnings Before Depreciation		2,333	1,313	177.7%
Capital Expenditures		5,255	5,063	103.8%
Cash Flows		(3,403)	(1,132)	300.6%
Cash		11,690	13,960	83.7%
Working Capital		18,408	17,106	107.6%

Enrollment and earnings metrics through the 3rd quarter exceeded targets. Enrollment levels continue to exceed budgeted expectations as the result of the COVID special enrollment period in 2020 and the current uninsured special enrollment period allowing for enrollment outside of the normal Nov-January annual enrollment period.

Due in part to delays in receiving Medicaid reimbursements, the days cash on hand metric was slightly below the 120 day target. Subsequent to March 31 the expected quarterly payments were received. Overall there continues to be pressure on cash flows as the result of higher technology spending due to recent legislative actions at the federal and state levels.

Financial results through the 3rd quarter of fiscal year 2021 came in better than expected. For the 9 months ending March 31, overall earnings (excluding depreciation) were nearly \$2.3 million - exceeding budget expectations by \$1 million.

Detailed financial statements are attached to this memo. The following are high level explanations of budget to actual variances.

Revenue

Revenues exceeded the budget target for the 3rd quarter by \$1.3 million. Revenues from fees with issuers were higher as the result of enrollments being over 7% higher than budget expectations. Revenues for Medicaid reimbursements are estimated to be on target – this estimate will be revised upon finalization of the first 3 quarters cost allocation with HCPF.

Expenditures

Overall, operating expenses came in close to budget (\$259,000 lower) for the 9 month period. Combined technology operating and capital expenses came in \$1.4 million higher than the original budget. This overage was expected as part of the increased technology spending approved by the Board. All other expenses were running at or below the original budgeted expectations.

Cash

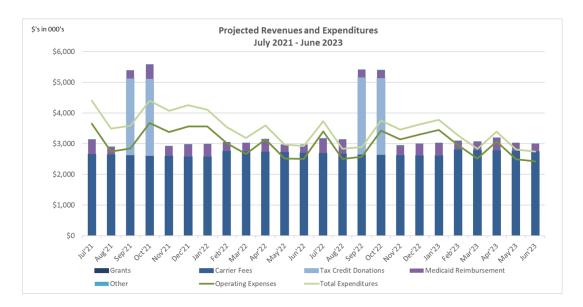
Due to receivable payment delays mentioned above, cash levels are below budgeted levels by \$2.3 million. Taking into account outstanding receivables, working capital is running \$1.3 million higher than forecasted levels. Excess cash is invested in a combination of money market and certificates of deposit. The average interest rate earned on these invested funds was .5% through March, lower than the budgeted earnings rate of 1%. This earnings rate on invested funds is expected to remain lower than budgeted levels for the remainder of the year.

24 MONTH PROJECTIONS

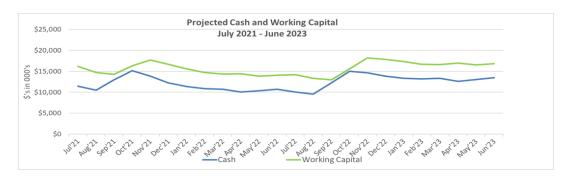
Projections are rolled forward every quarter to reflect our best financial estimates for the next 24 months. For this quarterly report we are leveraging the FY 22 proposed baseline budget information for our 24 month projections. Overall, the proposed baseline budget for FY 22 targets earnings after depreciation to be positive. Cash measures for the 24 months remain tight due to the continued high level of technology investment going into FY 22. The baseline budget assumes enrollment levels stay modest and are not

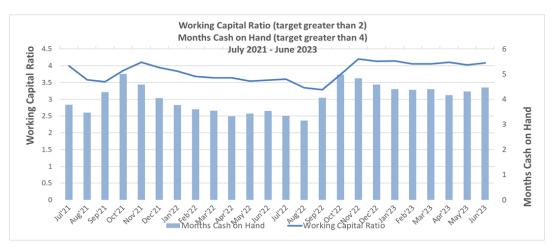


significantly impacted by the American Rescue Plan. The 24 month projections below reflect the financial assumptions in the proposed baseline FY 22 budget and FY 23 forecast.



The baseline budget shows a continued higher level of total expenditures (light green line) for FY 22 due to the increased level of technology development work. Through the improvements gained by the technology modernization effort and reduced software development activity, expenditures are forecasted to drop to a sustainable level in FY 23.







Cash is forecasted to remain between \$10 and \$15 million for the 24 month period. Working capital – cash and accounts receivable less payables – reflects ability/buffer to cover immediate obligations – the baseline budget projects working capital in the range of \$14 to \$18 million. The working capital ratio is the ratio of cash & accounts receivable to payables – target is to exceed a ratio of 2. Baseline budget/forecast range is 3.2 to 4.2. Months cash on hand is the number of months of operating expenses the cash balance will cover. Target is 4 months or more. Baseline budget/forecast range is 3.2 to 5 for the 24 month period from July 2021 to June 2023.



Statement of Revenues, Expenses, and Changes in Net Position

FY 2021 9 months ending 03/31/21

REVENUE Actual value	<u> </u>	9 months ending 03/31/21		
RVENUE Carrier Fee Individual 23,124,227 21,945,315 1,178,912 Carrier Fee SHOP 1 1 1,000 10,711 Carrier Fee Vision 28,711 118,000 10,711 Carrier Fee Vision 5,000,000 5,000,000 7,057,1 Tax Credit Donations 5,000,000 5,000,000 (7,557) Interest Income 39,855 99,500 (59,615) Other revenue 7,482 7,482 7,482 Total Revene 7,482 8 7,482 Total Revene 4,849,391 (2,374,902) Software Licenses/Subscriptions (Tech) 1,070,349 4,849,391 (2,374,602) Customer Service 1,000 1,112,502		Astron	Destant	
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Customer Service Support 5,375,782 4,127,256 1,248,256 Customer Service Infrastructure/Facility 3,096,281 4,339,384 (1,243,102) Medical Assistance 1,158,630 1,072,614 86,016 Total Customer Service 9,630,693 9,539,254 91,439 Personnel 5,383,865 5,514,366 (130,501) Taxes and Benefits 2,108,216 2,399,692 (291,476) Total Personnel 7,492,080 7,914,058 (421,977) Marketing and Outreach 1,273,880 1,271,051 2,829 Outreach Services-Events, Sponsorships 138,491 198,276 (59,785) Marketing Services 52,396 214,172 (161,777) Assistance Network 1,691,015 1,689,200 1,815 Total Marketing and Outreach 3,155,781 3,372,699 (216,918) Facilities 20 23,967 (12,441) Postage/Shipping 4,789 2,151 2,638 Pushic Affairs Services 69,999 57,600 12,399	DDI (Design, Dev., Implementation)	3,186,110	202,589	2,983,521
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Customer Service Infrastructure/Facility Medical Assistance 3,096,281 4,339,384 (1,243,102) Medical Assistance 1,158,630 1,072,614 86,016 Total Customer Service 9,630,693 9,539,254 91,439 Personnel 5,383,865 5,514,366 (130,501) Taxes and Benefits 2,108,216 2,399,892 (291,476) Total Personnel 7,492,080 7,914,058 (421,977) Marketing and Outreach Wedia Buys - Radio/TV/Web 1,273,880 1,271,051 2,829 Outreach Services-Events, Sponsorships 138,491 198,276 (59,785) Marketing Services 52,396 214,172 (161,777) Assistance Network 1,691,015 1,689,200 1,815 Total Marketing and Outreach 3,155,781 3,372,699 (216,918) Facilities 379,609 434,727 (55,118) Supplies & Materials 11,526 23,967 (12,441) Postage/Shipping 4,789 2,151 2,638 Printing/Copying/Shred 9,763	Customer Service			
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Total Customer Service 9,630,693 9,539,254 91,439 Personnel Salaries & Wages - Other 5,383,865 5,514,366 (130,501) Taxes and Benefits 2,108,216 2,399,692 (291,476) Total Personnel 7,492,080 7,914,058 (421,977) Marketing and Outreach 1,273,880 1,271,051 2,829 Outreach Services - Events, Sponsorships 138,491 198,276 (59,785) Marketing Services 52,396 214,172 (161,777) Assistance Network 1,691,015 1,689,200 1,815 Total Marketing and Outreach 3,155,781 3,372,699 (216,918) Facilities Occupancy 379,609 434,727 (55,118) Supplies & Materials 11,526 23,967 (12,441) Postage/Shipping 4,789 2,151 2,638 Printing/Copying/Shred 9,763 14,940 (5,177) Phone/Internet 88,634 112,500 (23,866) Equipment/Furniture and Fixture 126,441 99,090	Customer Service Infrastructure/Facility	3,096,281	4,339,384	(1,243,102)
Personnel Salaries & Wages - Other 5,383,865 5,514,366 (130,501) Taxes and Benefits 2,108,216 2,399,692 (291,476) Total Personnel 7,492,080 7,914,058 (421,977) Marketing and Outreach (421,977) 2,829 (59,785) Media Buys - Radio/TV/Web 1,273,880 1,271,051 2,829 Outreach Services - Events, Sponsorships 138,491 198,276 (59,785) Marketing Services 52,396 214,172 (161,777) Assistance Network 1,691,015 1,689,200 1,815 Total Marketing and Outreach 3,155,781 3,372,699 (216,918) Facilities 0 434,727 (55,118) Occupancy 379,609 434,727 (55,118) Supplies & Materials 11,526 23,967 (12,441) Postage/Shipping 4,789 2,151 2,638 Printing/Copying/Shred 9,763 14,940 (5,177) Phone/Internet 88,634 112,500 (23,866)	Medical Assistance	1,158,630	1,072,614	86,016
Salaries & Wages - Other 5,383,865 5,514,366 (130,501) Taxes and Benefits 2,108,216 2,399,692 (291,476) Total Personnel 7,492,080 7,914,058 (421,977) Marketing and Outreach 4 1,273,880 1,271,051 2,829 Outreach Services - Events, Sponsorships 138,491 198,276 (59,785) Marketing Services 52,396 214,172 (161,777) Assistance Network 1,691,015 1,689,200 1,815 Total Marketing and Outreach 3,155,781 3,372,699 (216,918) Facilities 0 379,609 434,727 (55,118) Supplies & Materials 11,526 23,967 (12,441) Postage/Shipping 4,789 2,151 2,638 Printing/Copying/Shred 9,763 14,940 (51,77) Phone/Internet 88,634 112,500 (23,866) Equipment/Furniture and Fixture 126,441 99,090 27,351 Total Facilities 69,761 687,375 (66,614) <	Total Customer Service	9,630,693	9,539,254	91,439
Taxes and Benefits 2,108,216 2,399,692 (291,476) Total Personnel 7,492,080 7,914,058 (421,977) Marketing and Outreach 42,238,00 1,271,051 2,829 Outreach Services-Events, Sponsorships 138,491 198,276 (59,785) Marketing Services 52,396 214,172 (161,777) Assistance Network 1,691,015 1,689,200 1,815 Total Marketing and Outreach 3,155,781 3,372,699 (216,918) Facilities Occupancy 379,609 434,727 (55,118) Supplies & Materials 11,526 23,967 (12,441) Postage/Shipping 4,789 2,151 2,638 Printing/Copying/Shred 9,763 14,940 (5,177) Phone/Internet 88,634 112,500 (23,866) Equipment/Furniture and Fixture 126,441 99,090 27,351 Total Facilities 69,999 57,600 12,399 Professional Services 69,999 57,600 12,399 Pr	Personnel			
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Total Personnel 7,492,080 7,914,058 (421,977) Marketing and Outreach Media Buys - Radio/TV/Web 1,273,880 1,271,051 2,829 Outreach Services-Events, Sponsorships 138,491 198,276 (59,785) Marketing Services 52,396 214,172 (161,777) Assistance Network 1,691,015 1,689,200 1,815 Total Marketing and Outreach 3,155,781 3,372,699 (216,918) Facilities 0ccupancy 379,609 434,727 (55,118) Supplies & Materials 11,526 23,967 (12,441) Postage/Shipping 4,789 2,151 2,638 Printing/Copying/Shred 9,763 14,940 (5,177) Phone/Internet 88,634 112,500 (23,866) Equipment/Furniture and Fixture 126,441 99,090 27,351 Total Facilities 620,761 687,375 (66,614) Support services 69,999 57,600 12,399 Professional Services 69,498 186,268 (116,770	Taxes and Benefits	2,108,216	2,399,692	(291,476)
Marketing and Outreach Media Buys - Radio/TV/Web 1,273,880 1,271,051 2,829 Outreach Services-Events, Sponsorships 138,491 198,276 (59,785) Marketing Services 52,396 214,172 (161,777) Assistance Network 1,691,015 1,689,200 1,815 Total Marketing and Outreach 3,755,781 3,372,699 (216,918) Facilities 0ccupancy 379,609 434,727 (55,118) Supplies & Materials 11,526 23,967 (12,441) Postage/Shipping 4,789 2,151 2,638 Printing/Copying/Shred 9,763 14,940 (5,177) Phone/Internet 86,634 112,500 (23,866) Equipment/Furniture and Fixture 126,441 99,090 27,351 Total Facilities 620,761 687,375 (66,614) Support services 9,999 57,600 12,399 Professional Services 69,999 57,600 12,399 Professional Services 69,999 57,600 14,829	Total Personnel			
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				1,019,768
Net income (59,395) (1,079,163) 1,019,768	·			- 4 040 700
	NET INCOME	(59,395)	(1,079,163)	1,019,768



Connect for Health Colorado Statement of Financial Position

FY 2021 3/31/2021

	Actual	Budget
Assets:		
Current assets:		
Cash and cash equivalents	11,689,526	13,960,100
Accounts receivable (net)	11,952,355	9,364,131
Prepaid expenses	1,512,139	1,589,978
Security deposits	43,787	55,448
Total Current assets:	25,197,807	24,969,657
Noncurrent asseets:		
Long-term Prepaids	688,605	1,118,393
Investment in Subsidiary	25,000	
Capital assets:		
Web portal development	57,455,144	57,262,673
Software	19,154,275	19,154,275
Leasehold improvements	2,013,305	2,013,305
Office equipment	1,071,027	1,071,027
Furniture and fixtures	1,235,663	1,235,663
Less accumulated depreciation	(66,443,154)	(65,889,921)
Total Capital assets	14,486,261	14,847,022
Total Noncurrent assets:	15,199,866	15,965,415
Total Assets:	40,397,673	40,935,071
Liabilities and net position: Liabilities:		
Current liabilities:		
Accounts payable	1,656,283	3,311,164
Accounts payable Accrued liabilities	2,142,412	1,842,509
Payroll liabilities	1,434,866	1,064,160
Total Current liabilities:	5,233,561	6,217,833
Long-term liabilities:	3,233,301	0,217,033
Deferred rent long term	145,566	134,048
Total Long-term liabilities:	145,566	134,048
Total Liabilities:	5,379,126	6,351,881
Net position:	0,010,120	0,001,001
Unrestricted	35,018,546	34,583,190
Total Net position:	35,018,546	34,583,190
Total liabilities and net position:	40,397,673	40,935,071

