



SUMMARY OF FINANCIAL POSITION AND OPERATIONS

(\$000s omitted)

	Consolidated					Personal Lines Account				
	FY 2018	FY 2017	Budget 2018	YOY Var	Budget Var	FY 2018	FY 2017	Budget 2018	YOY Var	Budget Var
Operations:										
Direct written premium	\$ 868,417	\$ 893,990	\$ 1,005,839	\$ (25,573)	\$ (137,422)	\$ 527,770	\$ 495,434	\$ 635,936	\$ 32,337	\$ (108,166)
Ceded written premium:										
Depopulation	(17,896)	(30,727)	(29,109)	12,831	11,213	(6,164)	(9,004)	(7,728)	2,840	1,564
FHCF	(146,151)	(153,935)	(149,377)	7,784	3,226	(67,128)	(62,111)	(69,143)	(5,017)	2,015
Private reinsurance	(88,409)	(92,710)	(100,000)	4,301	11,591	-	-	-	-	-
Net earned premium	622,976	626,446	647,173	(3,470)	(24,197)	437,674	400,677	467,446	36,998	(29,771)
Net losses incurred	466,995	1,032,852	393,791	(565,857)	73,205	287,075	553,400	331,185	(266,325)	(44,110)
Net LAE incurred	222,717	532,242	101,466	(309,525)	121,251	198,275	335,086	81,135	(136,811)	117,140
Other underwriting expenses	87,700	95,539	103,764	(7,840)	(16,064)	52,862	52,304	63,151	557	(10,289)
Administrative expenses	126,262	130,778	140,331	(4,515)	(14,068)	76,715	74,172	88,057	2,543	(11,342)
Net investment income	134,228	132,154	116,050	2,073	18,178	44,869	55,793	40,543	(10,924)	4,326
Net income (loss)	\$ (151,350)	\$ (1,028,383)	\$ 27,192	\$ 877,033	\$ (178,542)	\$ (135,861)	\$ (555,475)	\$ (54,912)	\$ 419,614	\$ (80,949)
Assets, Liabilities and Surplus:										
Cash and invested assets	\$ 9,250,735	\$ 10,109,043	(1)	\$ (858,308)		\$ 3,133,359	\$ 3,552,212	(1)	\$ (418,853)	
Net loss reserves	378,951	740,371	(1)	(361,421)		262,329	441,817	(1)	(179,488)	
Net LAE reserves	360,843	432,163	(1)	(71,321)		278,499	283,594	(1)	(5,096)	
Net unearned premium	423,572	430,586	(1)	(7,014)		263,550	246,747	(1)	16,804	
Bonds and interest payable	1,712,061	1,991,430	(1)	(279,368)		568,698	690,089	(1)	(121,391)	
Surplus	\$ 6,230,729	\$ 6,359,300	(1)	\$ (128,571)		\$ 1,755,547	\$ 1,886,040	(1)	\$ (130,493)	
Policy Metrics:										
Policies inforce	427,395	440,407	500,173	(13,012)	(72,778)	304,536	300,505	366,204	4,031	(61,668)
Policies serviced	441,066	463,754	513,332	(22,688)	(72,266)	310,983	311,223	372,044	(240)	(61,061)
Cash flows:										
Cashflow from operations	\$ (525,474)	\$ (584,562)		\$ 59,088		\$ (277,857)	\$ (273,941)		\$ (3,916)	
Cashflow from investing	316,169	1,872,597		(1,556,428)		242,453	426,327		(183,874)	
Cashflow from financing	(260,090)	(1,350,792)		1,090,702		(112,198)	(107,846)		(4,352)	
Operating metrics:										
Direct loss ratio	53.9%	187.7%	43.9%	-133.8%	10.0%	82.5%	159.4%	61.7%	-76.9%	20.8%
Direct LAE ratio	30.8%	67.2%	11.3%	-36.5%	19.5%	40.5%	74.4%	15.1%	-33.9%	25.4%
Underwriting expense ratio	10.1%	10.7%	10.3%	-0.6%	-0.2%	10.0%	10.6%	9.9%	-0.5%	0.1%
Administrative expense ratio	14.5%	14.6%	14.0%	-0.1%	0.6%	14.5%	15.0%	13.8%	-0.4%	0.7%
Expense ratio	24.6%	25.3%	24.3%	-0.7%	0.4%	24.6%	25.5%	23.8%	-1.0%	0.8%

(1) - Balance sheet information presented is as of December 31, 2017.



SUMMARY OF FINANCIAL POSITION AND OPERATIONS

(\$000s omitted)

	Commercial Lines Account					Coastal Account				
	FY 2018	FY 2017	Budget 2018	YOY Var	Budget Var	FY 2018	FY 2017	Budget 2018	YOY Var	Budget Var
Operations:										
Direct written premium	\$ 14,665	\$ 19,795	\$ 15,872	\$ (5,129)	\$ (1,207)	\$ 325,981	\$ 378,762	\$ 354,031	\$ (52,780)	\$ (28,049)
Ceded written premium:										
Depopulation	(51)	(176)	(1,095)	125	1,044	(11,681)	(21,547)	(20,285)	9,866	8,604
FHCF	(4,494)	(6,098)	(4,983)	1,604	489	(74,528)	(85,726)	(75,251)	11,198	723
Private reinsurers	-	-	-	-	-	(88,409)	(92,710)	(100,000)	4,301	11,591
Net earned premium	13,020	19,546	12,603	(6,526)	417	172,281	206,223	167,123	(33,941)	5,158
Net losses incurred	35,408	13,509	1,510	21,900	33,898	144,512	465,944	61,096	(321,432)	83,416
Net LAE incurred	(1,706)	2,767	626	(4,473)	(2,332)	26,149	194,390	19,705	(168,241)	6,444
Other underwriting expenses	1,963	2,666	2,086	(704)	(124)	32,875	40,569	38,527	(7,693)	(5,652)
Administrative expenses	2,140	3,114	2,273	(974)	(134)	47,407	53,491	50,000	(6,084)	(2,592)
Net investment income	37,762	39,521	32,098	(1,759)	5,664	51,597	36,840	43,409	14,756	8,188
Net income (loss)	\$ 12,941	\$ 37,289	\$ 38,295	\$ (24,348)	\$ (25,354)	\$ (28,430)	\$ (510,197)	\$ 43,809	\$ 481,767	\$ (72,239)
Assets, Liabilities and Surplus:										
Cash and invested assets	\$ 1,903,587	\$ 1,936,461	(1)	\$ (32,873)		\$ 4,213,789	\$ 4,620,371	(1)	\$ (406,582)	
Net loss reserves	57,935	73,190	(1)	(15,255)		58,687	225,364	(1)	(166,677)	
Net LAE reserves	12,050	17,995	(1)	(5,945)		70,295	130,574	(1)	(60,280)	
Net unearned premium	6,782	9,682	(1)	(2,900)		153,240	174,157	(1)	(20,917)	
Bonds and interest payable	89,822	108,995	(1)	(19,173)		1,053,541	1,192,346	(1)	(138,804)	
Surplus	\$ 1,751,599	\$ 1,738,657	(1)	\$ 12,942		\$ 2,723,583	\$ 2,734,603	(1)	\$ (11,020)	
Policy Metrics:										
Policies inforce	923	1,311	930	(388)	(7)	121,936	138,591	133,039	(16,655)	(11,103)
Policies serviced	933	1,400	1,002	(467)	(69)	129,150	151,131	140,286	(21,981)	(11,136)
Cash flows:										
Cashflow from operations	\$ (4,326)	\$ 33,551		\$ (37,877)		\$ (243,291)	\$ (344,172)		\$ 100,881	
Cashflow from investing	(17,829)	158,158		(175,987)		91,545	1,288,112		(1,196,567)	
Cashflow from financing	(17,879)	(23,057)		5,178		(130,013)	(1,219,889)		1,089,876	
Operating metrics:										
Direct loss ratio	168.4%	75.8%	8.6%	92.6%	159.8%	4.8%	229.2%	17.8%	-224.4%	-13.1%
Direct LAE ratio	-11.4%	11.9%	3.6%	-23.4%	-15.0%	18.3%	62.3%	5.8%	-44.1%	12.5%
Underwriting expense ratio	13.4%	13.5%	13.1%	-0.1%	0.2%	10.1%	10.7%	10.9%	-0.6%	-0.8%
Administrative expense ratio	14.6%	15.7%	14.3%	-1.1%	0.3%	14.5%	14.1%	14.1%	0.4%	0.4%
Expense ratio	28.0%	29.2%	27.5%	-1.2%	0.5%	24.6%	24.8%	25.0%	-0.2%	-0.4%

(1) - Balance sheet information presented is as of December 31, 2017.



STATEMENTS OF OPERATIONS (Consolidated)

	Twelve months ended		Three months ended	
	December 31, 2018	December 31, 2017	December 31, 2018	December 31, 2017
Revenue:				
Direct premiums written	\$ 868,417,110	\$ 893,989,776	\$ 188,829,914	\$ 192,397,787
Change in direct unearned premium	16,338,824	29,861,934	31,473,370	34,726,570
Direct earned premium	884,755,934	923,851,710	220,303,284	227,124,357
Ceded premiums written - Depopulation	(17,895,686)	(30,726,512)	(12,549,299)	(21,774,029)
Ceded premiums written - FHCF	(146,150,838)	(153,934,815)	6,143,225	4,327,940
Ceded premiums written - Private reinsurance	(88,408,617)	(92,709,527)	14,404	-
Change in ceded unearned premium	(9,324,785)	(20,034,967)	(71,716,766)	(70,724,281)
Ceded earned premium	(261,779,926)	(297,405,821)	(78,108,437)	(88,170,370)
Net earned premium	\$ 622,976,009	\$ 626,445,889	\$ 142,194,847	\$ 138,953,987
Losses and Loss Adjustment Expenses:				
Losses				
Direct losses paid	\$ (915,699,135)	\$ (791,647,697)	\$ (300,198,392)	\$ (547,565,383)
Change in direct case loss reserves	(135,008,373)	(47,275,035)	1,296,677	240,690,153
Change in direct IBNR loss reserves	588,655,317	(800,109,184)	49,847,954	(10,553,344)
Ceded losses incurred	(4,943,011)	606,179,944	36,724,171	430,657,571
Losses incurred	(466,995,202)	(1,032,851,971)	(212,329,589)	113,228,997
Loss adjustment expenses				
Direct D&CC paid	(96,018,577)	(72,185,347)	(29,730,452)	(16,973,392)
Direct A&O paid	(202,456,987)	(249,731,209)	(54,241,034)	(172,310,516)
Change in direct case LAE reserves	(49,018,970)	(14,236,872)	547,191	23,071,013
Change in direct IBNR LAE reserves	83,619,250	(250,956,573)	(32,278,251)	(199,158,940)
Ceded LAE incurred	41,157,865	54,867,644	(543,583)	46,088,107
LAE incurred	(222,717,419)	(532,242,357)	(116,246,130)	(319,283,728)
Net losses and LAE incurred	\$ (689,712,621)	\$ (1,565,094,329)	\$ (328,575,719)	\$ (206,054,732)
Underwriting and Administrative Expenses:				
Producer commissions	(65,113,417)	(68,412,668)	(14,020,205)	(14,513,408)
Taxes and fees	(11,181,078)	(11,434,528)	(2,307,403)	(2,325,965)
Other underwriting expenses	(11,405,047)	(15,692,137)	(3,686,948)	(6,264,477)
All other administrative expenses	(126,262,380)	(130,777,512)	(30,581,460)	(30,517,735)
Underwriting and administrative expenses	(213,961,921)	(226,316,845)	(50,596,016)	(53,621,585)
Underwriting income (loss)	\$ (280,698,533)	\$ (1,164,965,284)	\$ (236,976,887)	\$ (120,722,329)
Net Investment Income:				
Net interest income (expense)				
Investment income earned	221,727,170	207,967,720	56,908,276	51,326,892
Interest expenses	(63,570,509)	(94,243,113)	(14,893,405)	(18,401,952)
Net interest income (expense)	158,156,662	113,724,606	42,014,870	32,924,940
Realized capital gains (losses)	(23,928,938)	18,429,809	(1,951,820)	2,798,696
Net investment income	\$ 134,227,723	\$ 132,154,416	\$ 40,063,050	\$ 35,723,636
Other income (expense)	(4,879,022)	4,427,730	(2,133,849)	781,440
Net income (loss)	\$ (151,349,832)	\$ (1,028,383,138)	\$ (199,047,686)	\$ (84,217,254)



STATEMENTS OF OPERATIONS (Personal Lines Account)

	Twelve months ended		Three months ended	
	December 31, 2018	December 31, 2017	December 31, 2018	December 31, 2017
Revenue:				
Direct premiums written	\$ 527,770,361	\$ 495,433,563	\$ 119,384,804	\$ 112,942,848
Change in direct unearned premium	(14,332,090)	(15,023,387)	13,238,516	10,976,122
Direct earned premium	<u>513,438,271</u>	<u>480,410,176</u>	<u>132,623,320</u>	<u>123,918,970</u>
Ceded premiums written - Depopulation	(6,163,935)	(9,004,089)	(3,580,692)	(6,367,138)
Ceded premiums written - FHCF	(67,128,194)	(62,111,026)	5,043,434	1,086,925
Ceded premiums written - Private reinsurance	-	-	-	-
Change in ceded unearned premium	(2,471,652)	(8,618,287)	(22,280,288)	(17,729,909)
Ceded earned premium	<u>(75,763,781)</u>	<u>(79,733,401)</u>	<u>(20,817,546)</u>	<u>(23,010,122)</u>
Net earned premium	<u>\$ 437,674,490</u>	<u>\$ 400,676,775</u>	<u>\$ 111,805,774</u>	<u>\$ 100,908,847</u>
Losses and Loss Adjustment Expenses:				
Losses				
Direct losses paid	\$ (553,838,035)	\$ (433,011,889)	\$ (186,178,206)	\$ (254,730,128)
Change in direct case loss reserves	(74,421,127)	(12,655,616)	3,996,131	77,590,540
Change in direct IBNR loss reserves	211,766,752	(292,200,216)	(80,269,132)	(116,064,267)
Ceded losses incurred	129,417,412	184,468,040	123,709,635	184,541,336
Losses incurred	<u>(287,074,996)</u>	<u>(553,399,681)</u>	<u>(138,741,573)</u>	<u>(108,662,519)</u>
Loss adjustment expenses				
Direct D&CC paid	(74,040,509)	(57,350,577)	(22,323,357)	(13,538,444)
Direct A&O paid	(133,759,399)	(148,689,084)	(35,923,738)	(99,145,753)
Change in direct case LAE reserves	(32,650,642)	(9,559,439)	924,715	12,845,153
Change in direct IBNR LAE reserves	35,759,730	(128,726,214)	(30,403,990)	(136,276,949)
Ceded LAE incurred	6,416,162	9,239,453	6,185,482	9,220,717
LAE incurred	<u>(198,274,658)</u>	<u>(335,085,861)</u>	<u>(81,540,888)</u>	<u>(226,895,276)</u>
Net losses and LAE incurred	<u>\$ (485,349,654)</u>	<u>\$ (888,485,542)</u>	<u>\$ (220,282,460)</u>	<u>\$ (335,557,795)</u>
Underwriting and Administrative Expenses:				
Producer commissions	(37,236,939)	(35,077,648)	(8,451,979)	(7,987,418)
Taxes and fees	(7,061,179)	(6,780,555)	(1,331,198)	(1,321,986)
Other underwriting expenses	(8,563,706)	(10,446,209)	(2,779,368)	(4,170,243)
All other administrative expenses	(76,715,154)	(74,172,254)	(19,218,041)	(19,779,535)
Underwriting and administrative expenses	<u>(129,576,978)</u>	<u>(126,476,666)</u>	<u>(31,780,586)</u>	<u>(33,259,182)</u>
Underwriting income (loss)	<u>\$ (177,252,143)</u>	<u>\$ (614,285,433)</u>	<u>\$ (140,257,272)</u>	<u>\$ (267,908,129)</u>
Net Investment Income:				
Net interest income (expense)				
Investment income earned	78,318,619	72,491,856	19,908,584	18,095,387
Interest expenses	(21,256,584)	(24,582,903)	(4,955,375)	(5,828,210)
Net interest income (expense)	<u>57,062,036</u>	<u>47,908,953</u>	<u>14,953,209</u>	<u>12,267,176</u>
Realized capital gains (losses)	(12,193,376)	7,884,115	(892,156)	1,121,068
Net investment income	<u>\$ 44,868,660</u>	<u>\$ 55,793,068</u>	<u>\$ 14,061,053</u>	<u>\$ 13,388,244</u>
Other income (expense)	<u>(3,477,863)</u>	<u>3,017,165</u>	<u>(496,597)</u>	<u>760,054</u>
Net income (loss)	<u><u>\$ (135,861,345)</u></u>	<u><u>\$ (555,475,200)</u></u>	<u><u>\$ (126,692,816)</u></u>	<u><u>\$ (253,759,831)</u></u>



STATEMENTS OF OPERATIONS (Commercial Lines Account)

	Twelve months ended		Three months ended	
	December 31, 2018	December 31, 2017	December 31, 2018	December 31, 2017
Revenue:				
Direct premiums written	\$ 14,665,266	\$ 19,794,620	\$ 2,972,726	\$ 4,412,649
Change in direct unearned premium	3,076,264	7,135,967	991,243	1,035,083
Direct earned premium	<u>17,741,530</u>	<u>26,930,587</u>	<u>3,963,969</u>	<u>5,447,732</u>
Ceded premiums written - Depopulation	(51,213)	(175,762)	(53,955)	(278,887)
Ceded premiums written - FHCF	(4,494,332)	(6,097,953)	221,880	1,297,189
Ceded premiums written - Private reinsurance	-	-	-	-
Change in ceded unearned premium	(175,787)	(1,110,553)	(1,535,692)	(2,296,247)
Ceded earned premium	<u>(4,721,332)</u>	<u>(7,384,267)</u>	<u>(1,367,767)</u>	<u>(1,277,945)</u>
Net earned premium	\$ 13,020,198	\$ 19,546,319	\$ 2,596,203	\$ 4,169,787
Losses and Loss Adjustment Expenses:				
Losses				
Direct losses paid	\$ (50,663,468)	\$ (20,326,736)	\$ (13,092,966)	\$ (7,206,783)
Change in direct case loss reserves	(17,094,094)	1,120,925	5,735,410	26,260,131
Change in direct IBNR loss reserves	38,268,750	(222,138)	1,332,883	(11,164,668)
Ceded losses incurred	(5,919,359)	5,919,359	-	5,919,359
Losses incurred	<u>(35,408,171)</u>	<u>(13,508,591)</u>	<u>(6,024,673)</u>	<u>13,808,040</u>
Loss adjustment expenses				
Direct D&CC paid	(1,092,573)	(856,955)	(264,442)	(175,147)
Direct A&O paid	(3,146,886)	(3,094,176)	(700,894)	(1,398,649)
Change in direct case LAE reserves	(2,082,054)	(863,121)	(683,197)	(210,689)
Change in direct IBNR LAE reserves	8,323,255	1,751,422	2,554,619	587,834
Ceded LAE incurred	(295,968)	295,968	-	295,968
LAE incurred	<u>1,705,775</u>	<u>(2,766,862)</u>	<u>906,086</u>	<u>(900,684)</u>
Net losses and LAE incurred	\$ (33,702,397)	\$ (16,275,453)	\$ (5,118,587)	\$ 12,907,356
Underwriting and Administrative Expenses:				
Producer commissions	(1,586,137)	(2,124,709)	(322,704)	(479,119)
Taxes and fees	(204,262)	(186,988)	(58,827)	(34,244)
Other underwriting expenses	(172,142)	(354,705)	(55,150)	(141,602)
All other administrative expenses	(2,139,804)	(3,113,799)	(488,879)	(902,822)
Underwriting and administrative expenses	<u>(4,102,345)</u>	<u>(5,780,202)</u>	<u>(925,561)</u>	<u>(1,557,787)</u>
Underwriting income (loss)	\$ (24,784,544)	\$ (2,509,336)	\$ (3,447,945)	\$ 15,519,356
Net Investment Income:				
Net interest income (expense)				
Investment income earned	47,072,373	40,830,554	12,316,056	10,446,052
Interest expenses	(3,357,338)	(3,882,709)	(782,668)	(920,527)
Net interest income (expense)	<u>43,715,035</u>	<u>36,947,845</u>	<u>11,533,388</u>	<u>9,525,525</u>
Realized capital gains (losses)	(5,952,790)	2,573,049	(822,522)	(284,942)
Net investment income	\$ 37,762,245	\$ 39,520,894	\$ 10,710,866	\$ 9,240,583
Other income (expense)	(36,350)	277,315	(82,597)	194,124
Net income (loss)	<u>\$ 12,941,352</u>	<u>\$ 37,288,874</u>	<u>\$ 7,180,325</u>	<u>\$ 24,954,063</u>



STATEMENTS OF OPERATIONS (Coastal Account)

	Twelve months ended		Three months ended	
	December 31, 2018	December 31, 2017	December 31, 2018	December 31, 2017
Revenue:				
Direct premiums written	\$ 325,981,483	\$ 378,761,593	\$ 66,472,384	\$ 75,042,290
Change in direct unearned premium	27,594,650	37,749,354	17,243,610	22,715,366
Direct earned premium	<u>353,576,133</u>	<u>416,510,947</u>	<u>83,715,994</u>	<u>97,757,656</u>
Ceded premiums written - Depopulation	(11,680,538)	(21,546,662)	(8,914,652)	(15,128,004)
Ceded premiums written - FHCF	(74,528,312)	(85,725,836)	877,911	1,943,826
Ceded premiums written - Private reinsurance	(88,408,617)	(92,709,527)	14,404	-
Change in ceded unearned premium	(6,677,346)	(10,306,128)	(47,900,786)	(50,698,124)
Ceded earned premium	<u>(181,294,813)</u>	<u>(210,288,152)</u>	<u>(55,923,124)</u>	<u>(63,882,303)</u>
Net earned premium	\$ 172,281,320	\$ 206,222,795	\$ 27,792,870	\$ 33,875,353
Losses and Loss Adjustment Expenses:				
Losses				
Direct losses paid	\$ (311,197,632)	\$ (338,309,071)	\$ (100,927,219)	\$ (285,628,472)
Change in direct case loss reserves	(43,493,152)	(35,740,344)	(8,434,863)	136,839,481
Change in direct IBNR loss reserves	338,619,814	(507,686,830)	128,784,203	116,675,591
Ceded losses incurred	(128,441,064)	415,792,545	(86,985,464)	240,196,876
Losses incurred	<u>(144,512,034)</u>	<u>(465,943,699)</u>	<u>(67,563,344)</u>	<u>208,083,476</u>
Loss adjustment expenses				
Direct D&CC paid	(20,885,495)	(13,977,815)	(7,142,653)	(3,259,800)
Direct A&O paid	(65,550,702)	(97,947,949)	(17,616,403)	(71,766,115)
Change in direct case LAE reserves	(14,286,274)	(3,814,311)	305,672	10,436,549
Change in direct IBNR LAE reserves	39,536,265	(123,981,782)	(4,428,880)	(63,469,825)
Ceded LAE incurred	35,037,671	45,332,223	(6,729,065)	36,571,421
LAE incurred	<u>(26,148,535)</u>	<u>(194,389,634)</u>	<u>(35,611,328)</u>	<u>(91,487,769)</u>
Net losses and LAE incurred	\$ (170,660,569)	\$ (660,333,334)	\$ (103,174,672)	\$ 116,595,707
Underwriting and Administrative Expenses:				
Producer commissions	(26,290,341)	(31,210,310)	(5,245,522)	(6,046,871)
Taxes and fees	(3,915,636)	(4,466,984)	(917,378)	(969,735)
Other underwriting expenses	(2,669,199)	(4,891,223)	(852,430)	(1,952,631)
All other administrative expenses	(47,407,422)	(53,491,459)	(10,874,539)	(9,835,378)
Underwriting and administrative expenses	<u>(80,282,598)</u>	<u>(94,059,976)</u>	<u>(17,889,869)</u>	<u>(18,804,616)</u>
Underwriting income (loss)	\$ (78,661,847)	\$ (548,170,515)	\$ (93,271,670)	\$ 131,666,444
Net Investment Income:				
Net interest income (expense)				
Investment income earned	96,336,178	94,645,310	24,683,635	22,785,454
Interest expenses	(38,956,587)	(65,777,502)	(9,155,362)	(11,653,215)
Net interest income (expense)	<u>57,379,590</u>	<u>28,867,808</u>	<u>15,528,273</u>	<u>11,132,238</u>
Realized capital gains (losses)	(5,782,773)	7,972,645	(237,142)	1,962,570
Net investment income	\$ 51,596,818	\$ 36,840,453	\$ 15,291,131	\$ 13,094,808
Other income (expense)	(1,364,810)	1,133,249	(1,554,655)	(172,738)
Net income (loss)	<u>\$ (28,429,839)</u>	<u>\$ (510,196,813)</u>	<u>\$ (79,535,195)</u>	<u>\$ 144,588,515</u>



ADMINISTRATIVE EXPENSES

	Twelve months ended			Three months ended		
	December 31, 2018	December 31, 2017	2018 Budget	December 31, 2018	December 31, 2017	2018 Budget
Salaries	\$ 90,909,159	\$ 96,023,551	\$ 94,956,194	\$ 24,205,846	\$ 23,282,483	\$ 24,626,553
Employee Benefits	19,764,926	18,707,593	21,832,186	1,238,845	5,503,783	1,850,476
Payroll Taxes	6,583,944	6,884,045	6,621,758	1,711,913	1,811,435	1,518,786
Contingent Staffing	92,862,183	77,169,468	161,628,536	28,376,269	53,146,889	32,642,503
Subscriptions and Dues	791,558	1,946,415	1,549,393	267,633	1,394,606	331,209
Bank Charges	206,193	215,792	215,762	54,792	69,344	53,941
FMAP Funding	(156,602)	(123,024)	(207,221)	(20,177)	(28,191)	(49,714)
Insurance	890,583	889,852	894,192	199,478	204,297	226,402
Legal	1,221,667	1,411,954	1,215,000	537,468	444,801	303,750
Misc Expense	(384)	33,738	-	(82,497)	(138,721)	-
Operations and Maintenance	2,472,313	2,340,151	2,646,526	579,985	617,878	593,242
Operating Supplies	248,263	291,901	377,435	80,218	94,385	83,747
Computer Hardware	2,943,739	3,230,947	2,805,684	1,090,581	937,035	655,674
Postage	333,232	444,942	596,757	34,198	132,586	198,426
Printing	39,376	84,871	344,400	4,417	8,028	139,313
Producer Fees Collected	(631,275)	(690,958)	(779,500)	(244,605)	(270,080)	(194,875)
Professional Services	9,462,438	11,420,864	13,489,191	2,792,816	3,748,000	2,610,994
Recruiting	389,807	342,017	658,250	76,859	139,041	139,059
Rent	7,835,570	7,419,245	7,975,425	2,086,509	1,832,397	2,003,643
Software Maintenance and Licensing	18,053,736	14,741,629	18,582,787	4,643,176	3,953,280	4,383,804
Telecommunications	3,173,354	4,361,822	3,534,220	760,976	877,476	841,260
Training	787,189	587,900	1,129,022	317,031	251,781	280,230
Travel	2,882,078	4,437,261	1,809,776	669,279	2,176,849	443,711
Depreciation	3,908,194	4,003,332	5,139,006	908,642	1,030,080	1,292,184
ULAE Expense	(138,708,861)	(125,397,796)	(206,684,225)	(39,708,192)	(70,701,728)	(43,214,121)
Total Administrative Expense	\$ 126,262,380	\$ 130,777,512	\$ 140,330,554	\$ 30,581,460	\$ 30,517,735	\$ 31,760,196