

**Summary of Financial Operations** 

Fiscal Year 2014 – Period 7 7/1/2013 to 1/31/2014

#### **EL CAMINO HOSPITAL**

(Excludes Controlled Affiliates)

#### **EXECUTIVE FINANCIAL SUMMARY**

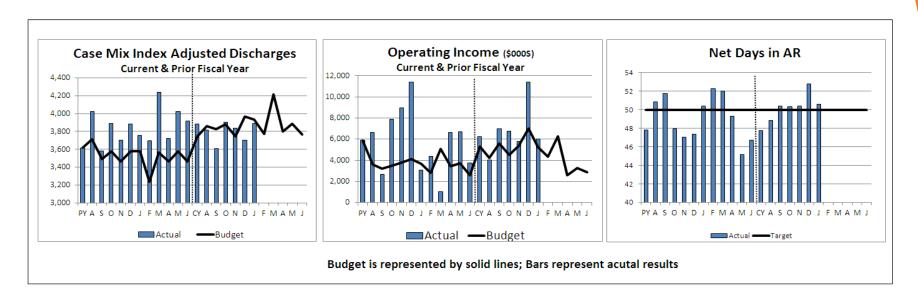
Period Ending January 31, 2014

YTD STATEMENT OF REVE	NUE AND E	KPENSES (\$0	000s)	BALANCE SHEET (\$000s)		
	Actual	Budget	Var F(U)		January 31, 2014	Jan 31, 2013
Gross Revenue	\$1,451,870	\$1,426,716	\$25,153	Cash and Investments	620,085	519,923
Deductions from Revenue	(1,030,090)	(1,020,563)	(9,527)	Non Cash Current Assets	161,245	147,607
Net Patient Revenue	421,780	406,154	15,627	Property, Plant & Equipment (Net)	623,872	643,987
Other Operating Revenue	11,205	9,226	1,979	Other Assets	39,136	35,545
Total Operating Revenue	432,986	415,380	17,606	Total Assets	1,444,338	1,347,062
Salaries & Wages	227,964	219,900	(8,064)	Current Liabilities	86,413	88,040
Supplies	59,830	61,147	1,317	Long-Term Liabilities	232,636	233,551
Fees & Purchased Services	45,607	43,695	(1,911)	Fund Balance/Capital Accounts	1,125,289	1,025,471
Other Operating Expense	19,676	19,409	(267)	. ,	1,444,338	1,347,062
Total Non Capital Operating Expense	353,077	344,151	(8,926)	KEY ECH STATIS	STICS - YTD	
OPERATING EBITDA	79,909	71,228	8,680	Balance Sheet	Actual	Target <sup>(1)</sup>
				Debt Service Coverage Ratio (MADS)	) 8.7	1.2
Interest, Depreciation & Amortization	32,624	33,947	1,323	Debt to Capitalization	13.2%	37.5%
				Days of Cash	373	225
NET OPERATING SURPLUS	47,285	37,282	10,003	Net AR Days	50.6	48.9
Non Operating Income	30,097	11,322	18,775	Other	Actual	Budget
				Acute Discharges	10,761	11,270
TOTAL NET SURPLUS	77,382	48,603	28,778	Acute Average Daily Census	233	230
				Deliveries	2,986	2,960
Yield Percent (NPR / Gross Revenue)	29.1%	28.5%	0.6%	Emergency Department Visits	33,774	32,682
EBITDA Margin	18.5%	17.1%	1.3%	Surgical Cases	6,451	6,232
Operating Margin	10.9%	9.0%	1.9%	Full Time Equivalent Employees	2,418	2,410

<sup>(1)</sup> For Debt Service Coverage Ratio and Debt to Capitalization, Target represents Bond Convenants For Days Cash and Net AR Days, Target represents S&P A Rated Hospital Medians



# **Management Commentary** (1)



**CMI Adjusted Discharges** Case mix in January was 0.5% below budget and discharges were 0.5% higher; these variances were adjusted by outpatient revenues which exceeded budget by 10%, resulting in CMI Adjusted Discharges which were 3% favorable to budget. Daily census in January was 10% higher than budget, due to the flu outbreak. Fiscal year to date CMI Adjusted Discharges are 2% favorable to budget.

**Operating Margin** January's gross charges were \$12 million favorable to budget; net revenues were \$4 million favorable to budget. Expenses were \$3.6 million unfavorable to budget, so reported hospital operations were \$0.75 million favorable to budget. Investment performance moderated - \$1 million in January; \$31 million YTD. Operating margin YTD is \$10 million favorable to budget, and total net surplus YTD is \$29 million favorable.

**Net Days in AR** Net outstanding receivables dropped by \$2.7 million between November and December, the result of resolving software problems with the Medicare intermediary and resolving United processing claims delays. Consequently, net days in A/R decreased to 50.6 days (from 52.8 days).



# Key Hospital Indicators (1)

Statistic	FYE 2011	FYE 2012	FYE 2013	FYTD 2014	Target (2)	+/-
Operating Margin	7.9%	10.5%	9.9%	10.9%	9.0%	
EBITDA Margin	16.6%	19.4%	17.8%	18.5%	17.1%	
Days of Cash	250	321	350	373	225	
Debt Service Coverage Ratio (MADS)	7.5	7.2	7.9	8.7	4.5	
Debt to Capitalization	17.1%	15.8%	14.0%	13.2%	30.3%	
Net AR Days	48.6	48.1	48.3	50.6	48.9	

<sup>(1)</sup> Hospital Only - Excludes Affiliates

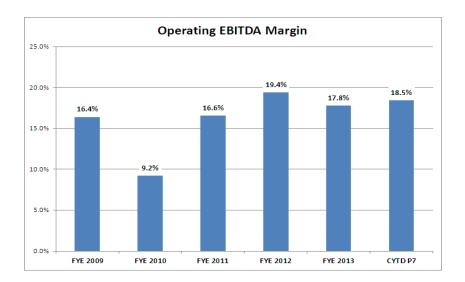
Target source: S&P 2013 A Rated Hospital Medians for all others



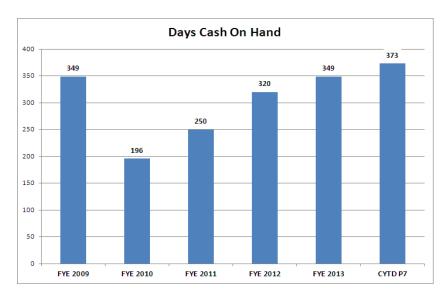
<sup>(2)</sup> Target source: FYTD Budget for Operating Margin and EBITDA Margin

<sup>\*</sup>Prior Year numbers represent full year

## **El Camino Hospital Financial Metrics Trend** (1)



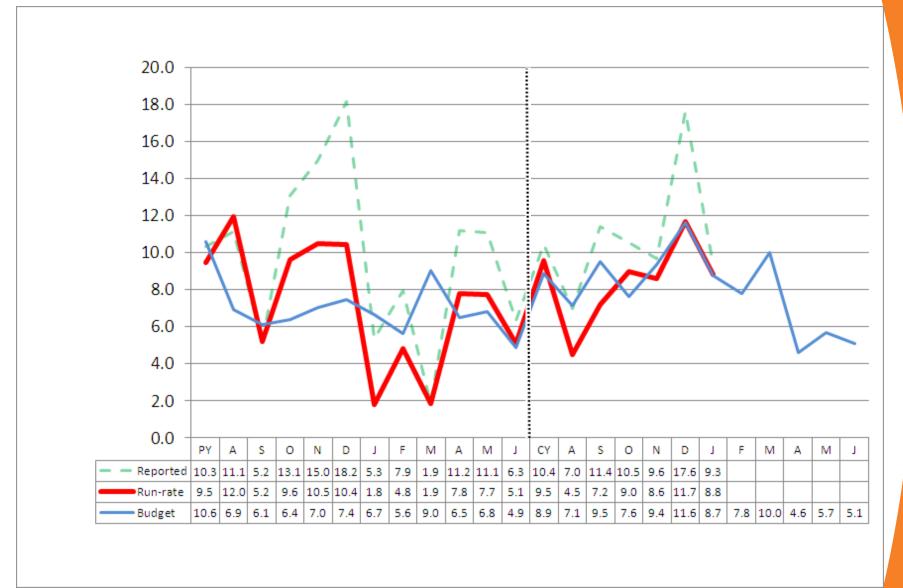
1.3% Favorable to Budget



Represents cash of \$620 million



# **ECH Operating Margin** (1)



#### **ECH Volume Statistics** (1)

Discharges <sup>(2)</sup>
ADC <sup>(2)</sup>
Deliveries
ED Visits
Surgical Cases

Month of Jan, 2014					
Act	Bud	Var%			
1,343	1,358	-1.1%			
215	191	12.5%			
357	367	-2.8%			
4,271	3,792	12.6%			
550	574	-4.1%			

M	MOUNTAIN VIEW								
	Ye	ear to Date	Prior	Year					
	Act Bud		Var%	Act	Var%				
	8,765	9,284	-5.6%	9,336	-6.1%				
	189	189	0.4%	187	1.1%				
	2,540	2,511	1.1%	2,752	-7.7%				
	26,522	25,923	2.3%	25,813	2.7%				
	3,949	3,921	0.7%	3,730	5.9%				

Discharges <sup>(2)</sup>
ADC <sup>(2)</sup>
Deliveries
ED Visits
Surgical Cases

Month of Jan, 2014					
Act	Act Bud				
314	291	8.1%			
43	42	3.7%			
71	66	8.3%			
1,127	989	14.0%			
356	338	5.3%			

LOS GATOS							
Ye	ear to Date		Prior	Year			
Act	Bud	Var	Act	Var%			
1,996	1,986	0.5%	1,978	0.9%			
43	41	4.6%	41	6.6%			
446	448	-0.5%	432	3.2%			
7,252	6,759	7.3%	6,957	4.2%			
2,502	2,310	8.3%	2,426	3.1%			

Discharges <sup>(2)</sup>
ADC <sup>(2)</sup>
Deliveries
ED Visits
Surgical Cases

Month of Jan, 2014						
Act	Act Bud					
1,657	1,649	0.5%				
259	233	10.9%				
428	433	-1.1%				
5,398	4,781	12.9%				
906	912	-0.6%				

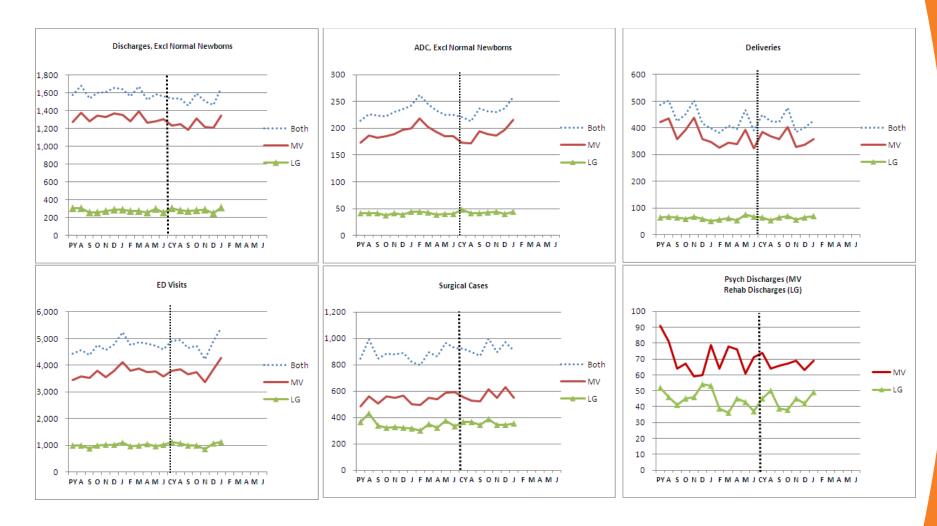
ЕСП				
Ye	ear to Date	Prior	Year	
Act	Bud	Var	Act	Var%
10,761	11,270	-4.5%	11,314	-4.9%
233	230	1.2%	228	2.1%
2,986	2,960	0.9%	3,184	-6.2%
33,774	32,682	3.3%	32,770	3.1%
6,451	6,232	3.5%	6,156	4.8%

**ECH** 

<sup>(1)</sup> Hospital entity only, excludes controlled affiliates

<sup>(2)</sup> Excludes normal newborns (MS-DRG 795)

#### El Camino Hospital Volume Trends Prior and Current Fiscal Years



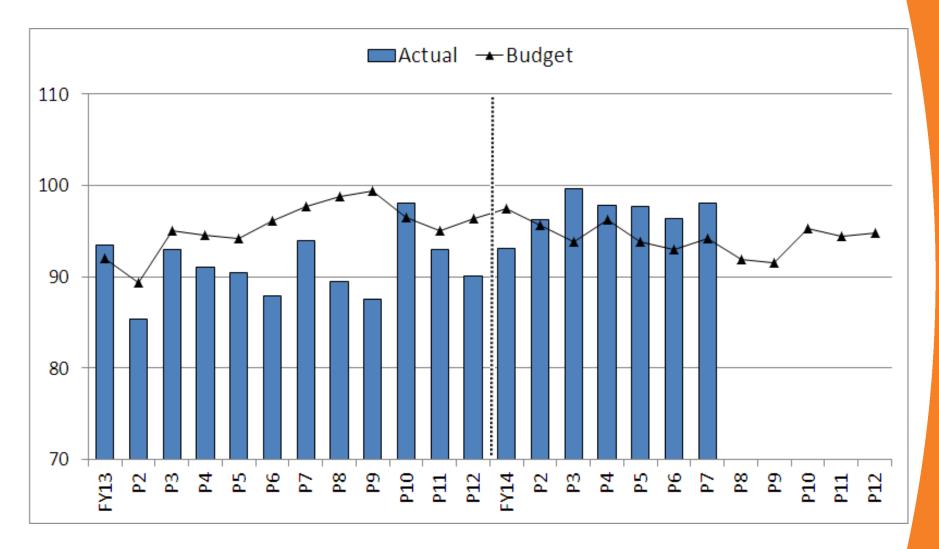
# **APPENDIX**



#### **Summary of Financial Results** \$ in Thousands

	Pe	eriod 7 - Mon	th	Period 7 - FYTD		)
	Actual	Budget	Variance	Actual	Budget	Variance
El Camino Hospital Income (Loss) from Operations						
Mountain View	4,430	3,973	457	36,100	28,693	7,407
Los Gatos	1,591	1,289	302	11,185	8,588	2,596
Sub Total - El Camino Hospital, excl. Afflilates	6,022	5,263	759	47,285	37,282	10,003
Operating Margin %	9.3%	8.7%		10.9%	9.0%	
El Camino Hospital Non Operating Income						
Investments	977	1,970	(992)	30,882	13,717	17,166
Swap Adjustments	(863)	0	(863)	600	0	600
Community Benefit	(61)	0	(61)	(858)	0	(858)
Other	147	(344)	491	(528)	(2,395)	1,867
Sub Total - Non Operating Income	201	1,626	(1,425)	30,097	11,322	18,775
El Camino Hospital Net Income (Loss)	6,223	6,888	(666)	77,382	48,603	28,778
ECH Net Margin %	9.6%	11.4%		17.9%	11.7%	
Net Income Hospital Affiliates	368	119	249	2,891	1,314	1,577
Total Net Income Hospital & Affiliates	6,591	7,007	(416)	80,272	49,917	30,355

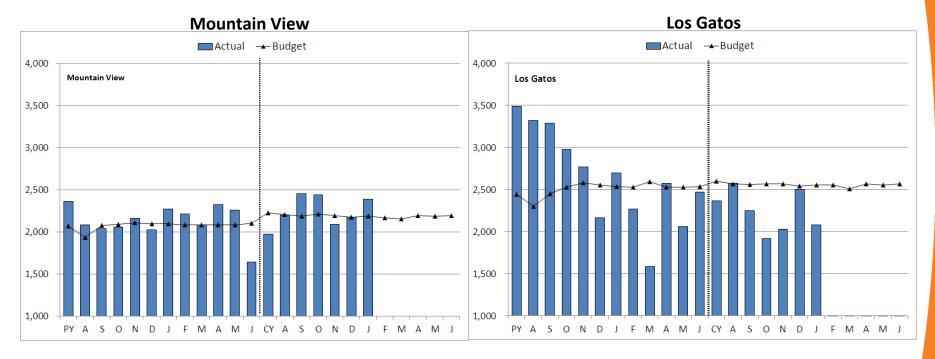
## Worked Hours per CMI Adjusted Discharge<sup>(1)</sup>



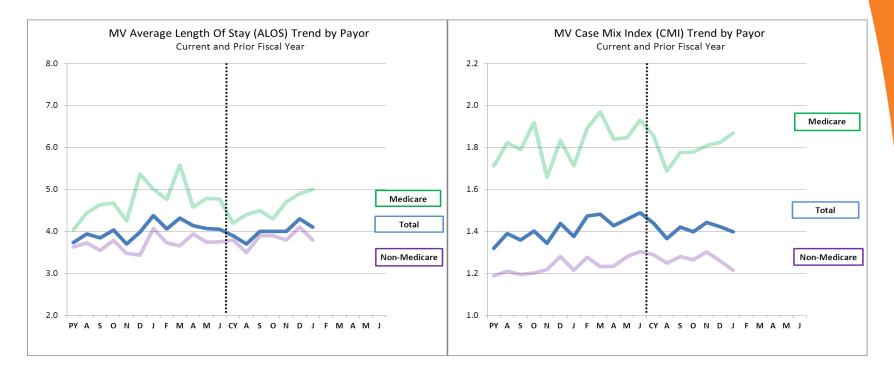
### Supply Cost per CMI Adjusted Discharges (1)

YTD: 2.2% over budget

YTD: -11.5% under budget

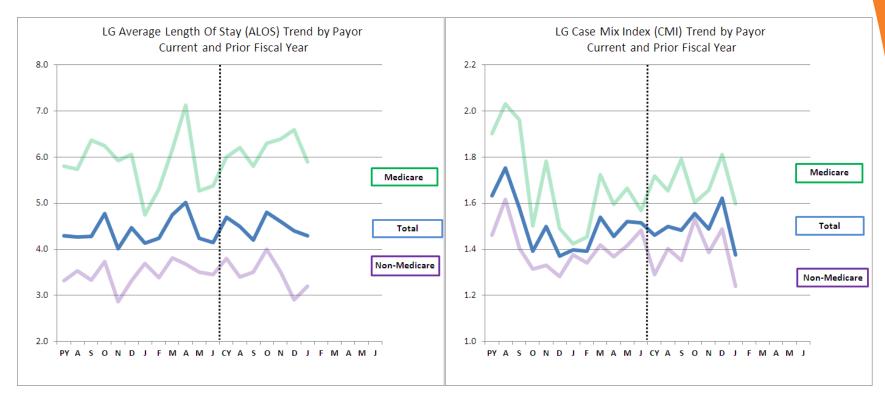


### **Mountain View LOS & CMI Trend** (1)



- Medicare: Due to DRG reimbursement, financial results usually improve with decreased LOS and increased CMI
- Non-Medicare: Reimbursement varies; financial results usually improve when both LOS & CMI increase

### Los Gatos LOS & CMI Trend



- Medicare: Due to DRG reimbursement, financial results usually improve with decreased LOS and increased CMI
- Non-Medicare: Reimbursement varies; financial results usually improve when both LOS & CMI increase

# El Camino Hospital (1)

Results from Operations vs. Prior Year 7 months ending 1/31/2013

		Variance		
\$000s	FY 2014	FY 2013	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	1,451,870	1,422,727	29,143	2.0%
Deductions	(1,030,090)	(1,021,866)	(8,224)	0.8%
Net Patient Revenue	421,780	400,861	20,919	5.2%
Other Operating Revenue	11,205	8,816	2,389	27.1%
Total Operating Revenue	432,986	409,677	23,308	5.7%
OPERATING EXPENSE:				
Salaries & Wages	227,964	206,559	(21,405)	-10.4%
Supplies	59,830	60,780	949	1.6%
Fees & Purchased Services	45,607	50,133	4,526	9.0%
Other Operating Expense	52,299	45,648	(6,651)	-14.6%
Total Operating Expense	385,700	363,119	(22,581)	-6.2%
Net Operating Income/(Loss)	47,285	46,558	727	1.6%
Non Operating Income	30,097	17,491	12,605	72.1%
Net Income(Loss)	77,382	64,049	13,332	20.8%
Collection Rate	29.1%	28.2%	0.9%	
Operating Margin	10.9%	11.4%	-0.4%	
Net Margin	17.9%	15.6%	2.2%	

## El Camino Hospital – Mountain View<sup>(1)</sup>

Results from Operations vs. Prior Year 7 months ending 1/31/2013

			Variance	
\$000s	FY 2014	FY 2013	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	1,180,347	1,152,234	28,112	2.4%
Deductions	(838,051)	(826,928)	(11,123)	1.3%
Net Patient Revenue	342,295	325,306	16,989	5.2%
Other Operating Revenue	10,852	8,499	2,354	27.7%
Total Operating Revenue	353,148	333,805	19,343	5.8%
OPERATING EXPENSE:				
Salaries & Wages	190,085	171,784	(18,301)	-10.7%
Supplies	48,474	46,075	(2,399)	-5.2%
Fees & Purchased Services	37,323	41,519	4,196	10.1%
Other Operating Expense	41,165	35,102	(6,064)	-17.3%
Total Operating Expense	317,047	294,480	(22,568)	-7.7%
Net Operating Income/(Loss)	36,100	39,325	(3,225)	-8.2%
Non Operating Income	30,099	17,480	12,619	72.2%
Net Income(Loss)	66,199	56,805	9,394	16.5%
Collection Rate	29.0%	28.2%	0.8%	
Supplies Fees & Purchased Services Other Operating Expense Total Operating Expense Net Operating Income/(Loss) Non Operating Income	48,474 37,323 41,165 <b>317,047</b> <b>36,100</b> 30,099	46,075 41,519 35,102 294,480 39,325 17,480	(2,399) 4,196 (6,064) (22,568) (3,225) 12,619	-5.2% 10.1% -17.3% -7.7% -8.2% 72.2%

## El Camino Hospital – Los Gatos<sup>(1)</sup>

Results from Operations vs. Prior Year 7 months ending 1/31/2013

			Variance	
\$000s	FY 2014	FY 2013	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	271,523	270,493	1,030	0.4%
Deductions	(192,038)	(194,938)	2,899	-1.5%
Net Patient Revenue	79,485	75,555	3,930	5.2%
Other Operating Revenue	353	317	36	11.2%
Total Operating Revenue	79,838	75,872	3,965	5.2%
OPERATING EXPENSE:				
Salaries & Wages	37,879	34,775	(3,104)	-8.9%
Supplies	11,356	14,705	3,348	22.8%
Fees & Purchased Services	8,283	8,613	330	3.8%
Other Operating Expense	11,134	10,547	(588)	-5.6%
Total Operating Expense	68,653	68,640	(14)	0.0%
Net Operating Income/(Loss)	11,185	7,233	3,952	54.6%
Non Operating Income	(2)	11	(13)	-119.2%
Net Income(Loss)	11,183	7,244	3,938	54.4%
Collection Rate	29.3%	27.9%	1.3%	
Operating Margin	14.0%	9.5%	4.5%	
Net Margin	14.0%	9.5%	4.5%	

# El Camino Hospital

Results from Operations vs. Budget 7 months ending 1/31/2013

		Variance		
\$000s	FY 2014	Budget 2014	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	1,451,870	1,426,716	25,153	1.8%
Deductions	(1,030,090)	(1,020,563)	(9,527)	0.9%
Net Patient Revenue	421,780	406,154	15,627	3.8%
Other Operating Revenue	11,205	9,226	1,979	21.5%
Total Operating Revenue	432,986	415,380	17,606	4.2%
OPERATING EXPENSE:				
Salaries & Wages	227,964	219,900	(8,064)	-3.7%
Supplies	59,830	61,147	1,317	2.2%
Fees & Purchased Services	45,607	43,695	(1,911)	-4.4%
Other Operating Expense	52,299	53,356	1,057	2.0%
Total Operating Expense	385,700	378,098	(7,602)	-2.0%
Net Operating Income/(Loss)	47,285	37,282	10,003	26.8%
Non Operating Income	30,097	11,322	18,775	165.8%
Net Income(Loss)	77,382	48,603	28,778	59.2%
Collection Rate	29.1%	28.5%	0.6%	
Operating Margin	10.9%	9.0%	1.9%	
Net Margin	17.9%	11.7%	6.2%	
iver ividi 8111	17.570	11.770	0.270	

## El Camino Hospital – Mountain View<sup>(1)</sup>

Results from Operations vs. Budget 7 months ending 1/31/2013

		Variance		
\$000s	FY 2014	Budget 2014	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	1,180,347	1,159,029	21,317	1.8%
Deductions	(838,051)	(828,879)	(9,173)	1.1%
Net Patient Revenue	342,295	330,150	12,145	3.7%
Other Operating Revenue	10,852	8,921	1,932	21.7%
Total Operating Revenue	353,148	339,071	14,076	4.2%
OPERATING EXPENSE:				
Salaries & Wages	190,085	184,444	(5,641)	-3.1%
Supplies	48,474	48,246	(228)	-0.5%
Fees & Purchased Services	37,323	35,117	(2,207)	-6.3%
Other Operating Expense	41,165	42,571	1,406	3.3%
Total Operating Expense	317,047	310,378	(6,669)	-2.1%
Net Operating Income/(Loss)	36,100	28,693	7,407	25.8%
Non Operating Income	30,099	11,322	18,777	165.8%
Net Income(Loss)	66,199	40,015	26,184	65.4%
Collection Rate	29.0%	28.5%	0.5%	
Operating Margin	10.2%	8.5%	1.8%	
Net Margin	18.7%	11.8%	6.9%	

## El Camino Hospital – Los Gatos<sup>(1)</sup>

Results from Operations vs. Budget 7 months ending 1/31/2013

		Variance		
\$000s	FY 2014	Budget 2014	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	271,523	267,687	3,836	1.4%
Deductions	(192,038)	(191,684)	(354)	0.2%
Net Patient Revenue	79,485	76,003	3,482	4.6%
Other Operating Revenue	353	306	48	15.6%
Total Operating Revenue	79,838	76,309	3,529	4.6%
OPERATING EXPENSE:				
Salaries & Wages	37,879	35,456	(2,424)	-6.8%
Supplies	11,356	12,901	1,544	12.0%
Fees & Purchased Services	8,283	8,579	295	3.4%
Other Operating Expense	11,134	10,785	(349)	-3.2%
Total Operating Expense	68,653	67,720	(933)	-1.4%
Net Operating Income/(Loss)	11,185	8,588	2,596	30.2%
Non Operating Income	(2)	0	(2)	0.0%
Net Income(Loss)	11,183	8,588	2,594	30.2%
Collection Rate	29.3%	28.4%	0.9%	
Operating Margin	14.0%	11.3%	2.8%	
Net Margin	14.0%	11.3%	2.8%	

# El Camino Hospital (1)

**Balance Sheet (\$ Thousands)** 

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_	Period Ending Jan 31		
CURRENT ASSETS	FY 2014	FY 2013	
Cash	56,605	38,798	
Short Term Investments	157,191	160,754	
Patient Accounts Receivable, net	100,832	92,345	
Other Accounts and Notes Receivable	3,015	3,446	
Intercompany Receivables	1,094	1,797	
Inventories and Prepaids	56,304	50,019	
Total Current Assets	375,041	347,160	
BOARD DESIGNATED ASSETS			
Plant & Equipment Fund	92,695	70,538	
Operational Reserve Fund	100,196	100,196	
Community Benefit Fund	1,509	6,880	
Workers Compensation Reserve Fund	27,710	21,514	
Postretirement Health/Life Reserve Fund	16,369	15,497	
PTO Liability Fund	18,797	16,514	
Malpractice Reserve Fund	2,002	2,318	
Catastrophic Reserves Fund	12,666	12,953	
Total Board Designated Assets	271,944	246,410	
FUNDS HELD BY TRUSTEE	9,384	9,385	
LONG TERM INVESTMENTS	134,344	73,961	
INVESTMENTS IN AFFILIATES	25,082	21,421	
PROPERTY AND EQUIPMENT			
Fixed Assets at Cost	1,023,084	1,005,227	
Less: Accumulated Depreciation	(412,789)	(368,508)	
Construction in Progress	13,577	7,268	
Property, Plant & Equipment - Net	623,872	643,987	
DEFERRED COSTS/BOND ISSUE COSTS	4,662	4,738	
RESTRICTED ASSETS - CASH	6	1	
TOTAL ASSETS	1,444,338	1,347,062	

#### LIABILITIES AND FUND BALANCE

	Period Ending Jan 31	
CURRENT LIABILITIES	FY 2014	FY 2013
Accounts Payable	22,458	21,493
Salaries and Related Liabilities	12,504	12,267
Accrued PTO	18,797	16,514
Worker's Comp Reserve	2,300	2,300
Third Party Settlements	17,762	18,552
Intercompany Payables	58	242
Malpractice Reserves	2,002	2,318
Bonds Payable - Current	3,000	2,850
Bond Interest Payable	4,331	4,428
Other Liabilities	3,201	7,076
Total Current Liabilities	86,413	88,040
LONG TERM LIABILITIES		
Post Retirement Benefits	16,369	15,497
Worker's Comp Reserve	25,410	19,214
Other L/T Obligation (Asbestos)	3,329	3,216
Other L/T Liabilities (IT/Medl Leases)	-	2,258
Bond Payable	187,528	193,365
Total Long Term Liabilities	232,636	233,551
FUND BALANCE/CAPITAL ACCOUNTS		
Unrestricted	853,311	779,060
Board Designated	271,944	246,410
Restricted	34	240,410
Total Fund Bal & Capital Accts	1,125,289	1,025,471
Total Fullu Bai & Capital Accts	1,123,209	1,023,471
TOTAL LIABILITIES AND FUND BALANCE	1,444,338	1,347,062
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