

**Summary of Financial Operations** 

Fiscal Year 2015 – Period 2 7/1/2014 to 8/31/2014

Date Issue: September 16, 2014

#### **EL CAMINO HOSPITAL**

(Excludes Controlled Affiliates)

#### **EXECUTIVE FINANCIAL SUMMARY**

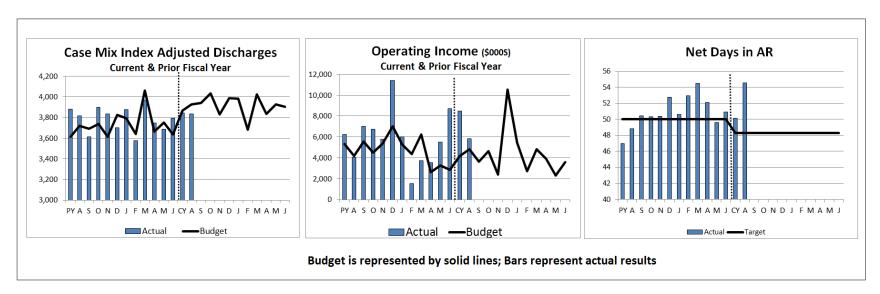
Period Ending August 31, 2014

YTD STATEMENT OF REVEI	YTD STATEMENT OF REVENUE AND EXPENSES (\$000s)			BALANCE SHEET (\$000s)			
	Actual	Budget	Var F(U)		August 31, 2014	Aug 31, 2013	
Gross Revenue	\$426,116	\$422,021	\$4,096	Cash and Investments	667,133	576,743	
Deductions from Revenue	(303,552)	(301,893)	(1,659)	Non Cash Current Assets	167,771	145,128	
Net Patient Revenue	122,564	120,128	2,436	Property, Plant & Equipment (Net)	648,998	628,246	
Other Operating Revenue	3,249	3,516	(268)	Other Assets	36,246	37,107	
Total Operating Revenue	125,813	123,644	2,169	Total Assets	1,520,148	1,387,225	
Salaries & Wages	67,179	67,833	654	Current Liabilities	102,067	91,006	
Supplies	17,865	18,202	337	Long-Term Liabilities	230,486	230,370	
Fees & Purchased Services	11,912	13,030	1,119	Fund Balance/Capital Accounts	1,187,595	1,065,849	
Other Operating Expense	5,772	6,681	909	Total Liabilities & Equity	1,520,148	1,387,225	
Total Non Capital Operating Expense	102,727	105,746	3,019	KEY ECH STATIS			
OPERATING EBITDA	23,086	17,899	5,187	Balance Sheet	Actual	Target (1)	
				Debt Service Coverage Ratio (MADS)	10.6	1.2	
Interest, Depreciation & Amortization	8,779	8,857	78	Debt to Capitalization	12.5%	29.0%	
_				Days of Cash	398	236	
NET OPERATING SURPLUS	14,307	9,041	5,266	Net AR Days	54.6	48.3	
					_		
Non Operating Income	1,572	2,711	(1,139)		Actual	Budget	
-				Acute Discharges	3,210	3,079	
TOTAL NET SURPLUS	15,879	11,753	4,126	Acute Average Daily Census	238	226	
				Deliveries	889	845	
Yield Percent (NPR / Gross Revenue)	28.8%	28.5%	0.3%	Emergency Department Visits	9,550	9,719	
EBITDA Margin	18.3%	14.5%	3.9%	Surgical Cases	1,849	1,878	
Operating Margin	11.4%	7.3%	4.1%	Full Time Equivalent Employees	2,431	2,410	
Total Margin	12.6%	9.5%	3.1%	Worked Hrs/CMI Adjusted Patient Day	30.71	31.44	

<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 Stand-Alone Hospital Medians



# **Management Commentary** (1)



**CMI Adjusted Discharges** Gross revenues were slightly better (0.1%) better than budget for services delivered in the month of August. Inpatient discharges were 4.1% above budget but case mix index was lower than budget. CMI adjusted discharges were slightly below budget (-2.4%) for the month, 1.5% below budget for the year to date.

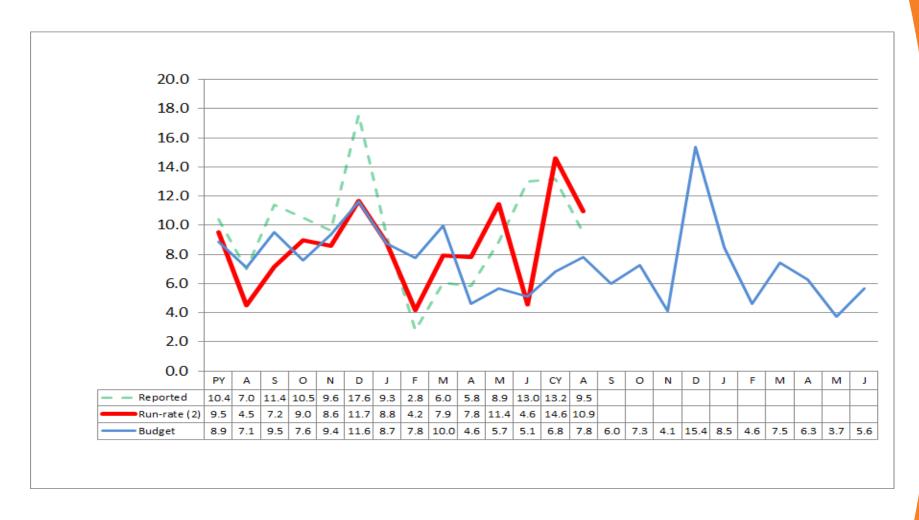
**Operating Margin** Net patient revenues were \$621,000 unfavorable to budget (-1.0%) for the month, \$2.4 million favorable year to date. Labor costs were \$328,000 favorable to budget and non-labor costs were \$1.4M favorable, primarily due to lower fees and purchased services for the month. The operating margin was favorable by \$970,000 for the month, \$5.3 million favorable year to date.

**Net Days in AR** Net outstanding receivables increased by \$2.5M between July and August. Net days in A/R increased from 50.1 days to 54.6 days. This is unfavorable to the targeted A/R of 48.3 days.

**Non Operating Income** Non operating income was favorable to budget by \$2.6 million, primarily due to \$4.2 million favorable variance on unrealized gains on investments, for the month, \$1.1 million unfavorable year to date.



# ${\bf ECH\ Operating\ Margin}^{(1)}$



Run rate is booked operating income adjusted for material non-recurring transactions



# Key Hospital Indicators (1)

Statistic	FYE 2012	FYE 2013	FYE 2014	FYTD 2015	Annual Target (2)	+/-
Operating Margin	10.5%	9.9%	9.5%	11.4%	7.1%	
EBITDA Margin	19.4%	17.8%	16.9%	18.3%	14.3%	
Days of Cash	321	350	382	398	236	
Debt Service Coverage Ratio (MADS)	7.2	7.9	9.5	10.6	4.3	
Debt to Capitalization	15.8%	14.0%	12.6%	12.5%	29.0%	
Net AR Days	48.1	48.3	50.9	54.6	48.3	

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

Target source: S&P 2013 A Rated Hospital Medians for all others published 8/2014



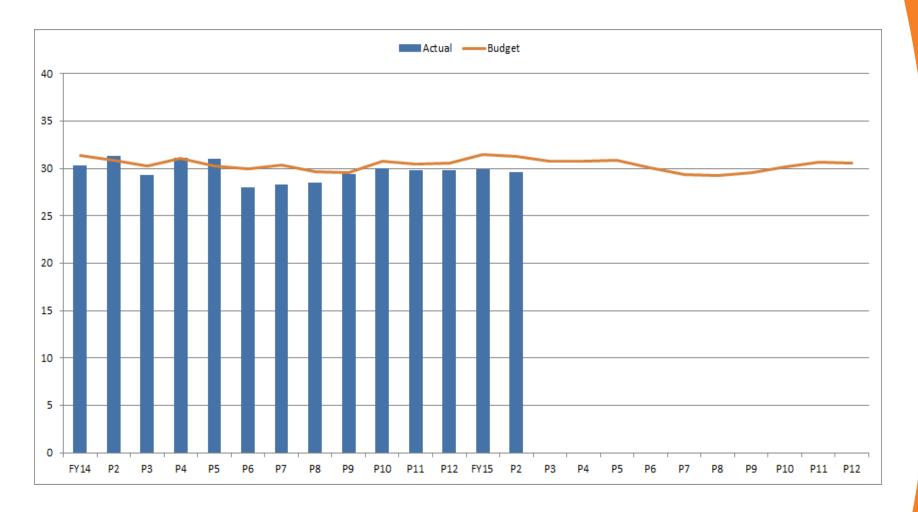
<sup>(2)</sup> Target source: Annual Budget for Operating Margin and EBITDA Margin

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

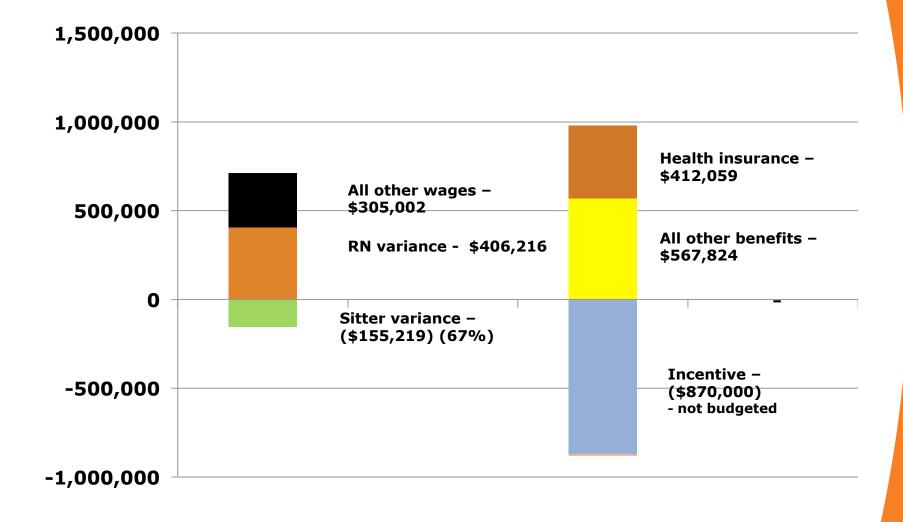
### **Summary of Financial Results** \$ in Thousands

	Period 2 - Month		Period 2 - FYTD			
	Actual	Budget	Variance	Actual	Budget	Variance
El Camino Hospital Income (Loss) from Operations						
Mountain View	6,159	2,941	3,217	11,199	5,353	5,846
Los Gatos	(346)	1,902	(2,248)	3,108	3,688	(580)
Sub Total - El Camino Hospital, excl. Afflilates	5,812	4,843	969	14,307	9,041	5,266
Operating Margin %	9.5%	7.8%		11.4%	7.3%	
El Camino Hospital Non Operating Income						
Investments	6,122	2,008	4,114	3,677	3,667	10
Swap Adjustments	(1,017)	0	(1,017)	(875)	0	(875)
Community Benefit	(738)	(295)	(443)	(783)	(456)	(328)
Other	(313)	(270)	(43)	(447)	(500)	53
Sub Total - Non Operating Income	4,054	1,443	2,611	1,572	2,711	(1,139)
El Camino Hospital Net Income (Loss)	9,867	6,286	3,581	15,879	11,753	4,126
ECH Net Margin %	16.1%	10.1%		12.6%	9.5%	
Concern	264	(118)	381	240	(124)	364
ECSC	(3)	0	(3)	(1)	0	(1)
Foundation	416	321	96	28	336	(308)
Silicon Valley Medical Development	156	(104)	260	116	143	(27)
Net Income Hospital Affiliates	833	99	734	383	355	28
Total Net Income Hospital & Affiliates	10,700	6,385	4,315	16,262	12,108	4,155

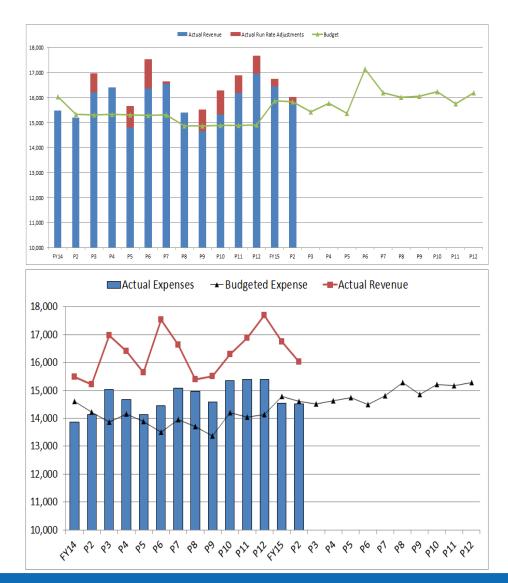
### Worked Hours per Adjusted Patient Day: Favorable to Budget



### Year to date Labor Variance: \$654,000 Favorable to Fixed Budget



# Revenue and expense per CMI adjusted discharge were higher than budget.



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

MOUNTAIN VIEW

LOS GATOS

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

	Month of Aug, 2014					
Act Bud Var						
	1,322	1,262	4.8%			
	194	181	7.1%			
	404	358	12.8%			
	3,773	3,818	-1.2%			
	554	607	-8.7%			

Year to Date			Prior Year			
Act	Bud	Var%	Act	Var%		
2,610	2,506	4.2%	2,488	4.9%		
194	181	7.4%	172	12.7%		
759	719	5.5%	756	0.4%		
7,633	7,622	0.1%	7,639	-0.1%		
1,099	1,147	-4.1%	1,085	1.3%		

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

Month of Aug, 2014				
Act	Bud	Var		
292	289	1.0%		
42	46	-8.5%		
58	62	-7.1%		
912	1,050	-13.2%		
372	387	-3.9%		

LUS GATO	LOS GATOS							
Year to Date			Prior Year					
Act	Bud	Var	Act	Var%				
600	573	4.7%	589	1.9%				
44	45	-3.6%	45	-2.3%				
130	125	3.7%	119	9.2%				
1,917	2,097	-8.6%	2,202	-12.9%				
750	731	2.5%	728	3.0%				

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

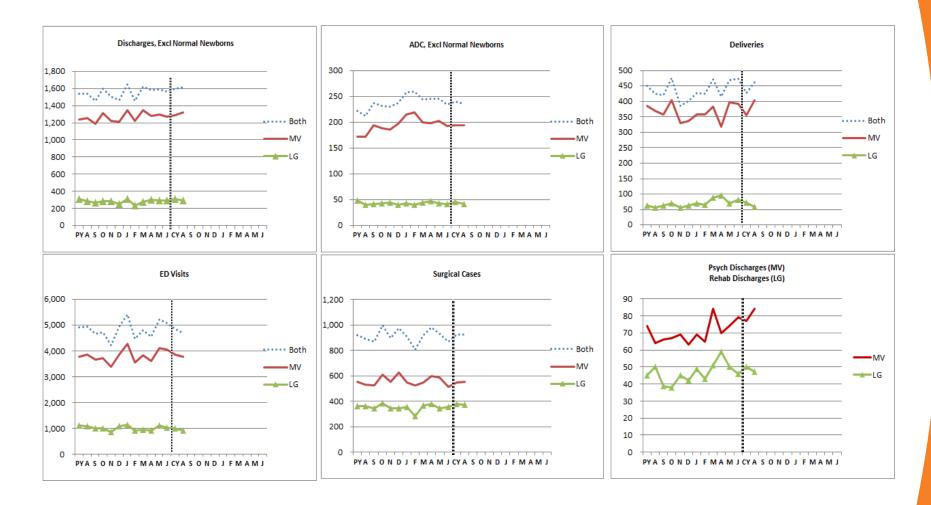
Month of Aug, 2014					
Act	Var				
1,614	1,551	4.1%			
236	227	3.9%			
462	421	9.8%			
4,685	4,868	-3.8%			
926	994	-6.8%			

ECH				
Y	Year to Date			Year
Act	Bud	Var	Act	Var%
3,210	3,079	4.3%	3,077	4.3%
238	226	5.2%	217	9.6%
889	845	5.2%	875	1.6%
9,550	9,719	-1.7%	9,841	-3.0%
1,849	1,878	-1.5%	1,813	2.0%

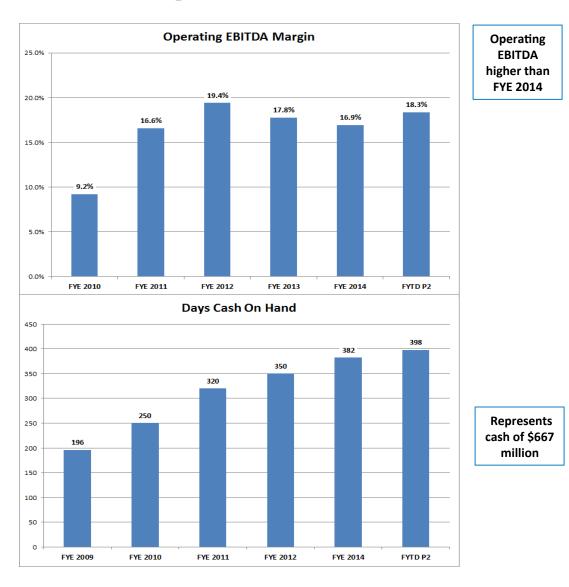
<sup>(1)</sup> Hospital entity only, excludes controlled affiliates

<sup>(2)</sup> Excludes normal newborns, includes discharges from L&D

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



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



# **APPENDIX**

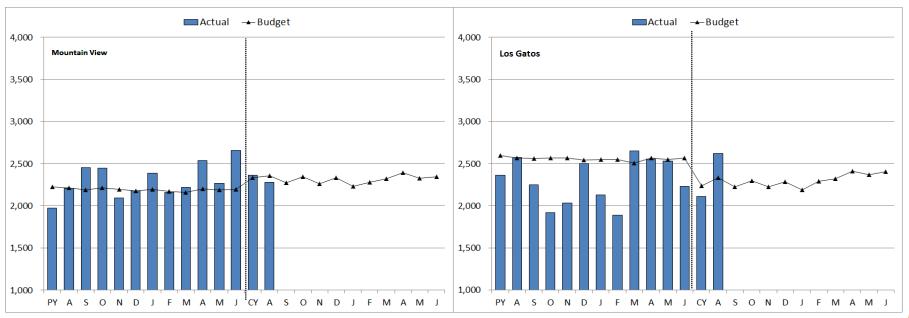
### Supply Cost per CMI Adjusted Discharges (1)

YTD: 1.1% under budget

#### YTD: 3.6% over budget

#### **Mountain View**

#### Los Gatos

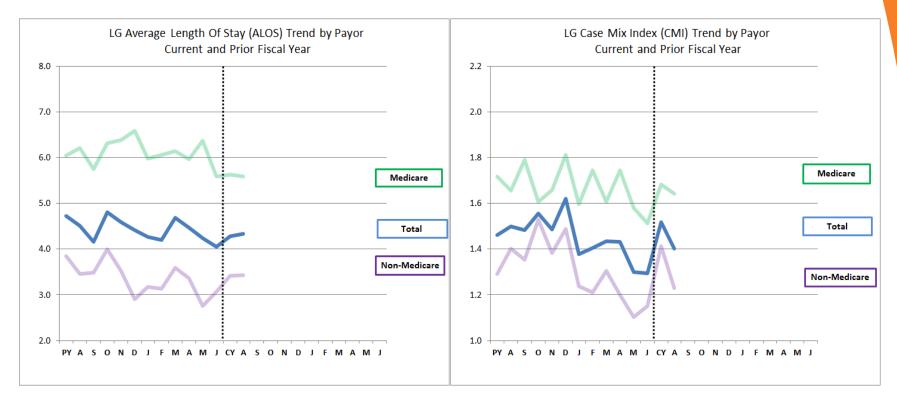


### **Mountain View LOS & CMI Trend** (1)



- 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 2 months ending 8/31/2014

			Variance	
\$000s	FY 2015	FY 2014	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	426,116	398,798	27,318	6.9%
Deductions	(303,552)	(283,134)	(20,418)	7.2%
Net Patient Revenue	122,564	115,664	6,901	6.0%
Other Operating Revenue	3,249	2,461	788	32.0%
Total Operating Revenue	125,813	118,125	7,688	6.5%
OPERATING EXPENSE:				
Salaries & Wages	67,179	63,147	(4,032)	-6.4%
Supplies	17,865	16,619	(1,246)	-7.5%
Fees & Purchased Services	11,912	13,247	1,335	10.1%
Other Operating Expense	14,551	14,805	254	1.7%
Total Operating Expense	111,506	107,817	(3,689)	-3.4%
Net Operating Income/(Loss)	14,307	10,308	3,999	38.8%
Non Operating Income	1,572	6,403	(4,831)	-75.4%
Net Income(Loss)	15,879	16,711	(832)	-5.0%
Collection Rate	28.8%	29.0%	-0.2%	
Operating Margin	11.4%	8.7%	2.6%	
Net Margin	12.6%	14.1%	-1.5%	

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

Results from Operations vs. Prior Year 2 months ending 8/31/2014

		Variance		
\$000s	FY 2015	FY 2014	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	347,207	320,096	27,111	8.5%
Deductions	(248,187)	(226,341)	(21,845)	9.7%
Net Patient Revenue	99,020	93,755	5,266	5.6%
Other Operating Revenue	2,903	2,390	513	21.5%
Total Operating Revenue	101,923	96,145	5,779	6.0%
OPERATING EXPENSE:				
Salaries & Wages	55,711	52,569	(3,143)	-6.0%
Supplies	14,422	13,070	(1,353)	-10.3%
Fees & Purchased Services	9,255	10,834	1,579	14.6%
Other Operating Expense	11,335	11,715	380	3.2%
Total Operating Expense	90,724	88,187	(2,536)	-2.9%
Net Operating Income/(Loss)	11,199	7,957	3,242	40.7%
Non Operating Income	1,572	6,405	(4,833)	-75.5%
Net Income(Loss)	12,771	14,362	(1,591)	-11.1%
Collection Rate	28.5%	29.3%	-0.8%	
Operating Margin	11.0%	8.3%	2.7%	
Net Margin	12.5%	14.9%	-2.4%	

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

Results from Operations vs. Prior Year 2 months ending 8/31/2014

			Variance	
\$000s	FY 2015	FY 2014	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	78,909	78,702	208	0.3%
Deductions	(55,366)	(56,793)	1,427	-2.5%
Net Patient Revenue	23,544	21,909	1,635	7.5%
Other Operating Revenue	346	71	275	384.6%
Total Operating Revenue	23,890	21,980	1,910	8.7%
OPERATING EXPENSE:				
Salaries & Wages	11,467	10,578	(889)	-8.4%
Supplies	3,442	3,549	107	3.0%
Fees & Purchased Services	2,657	2,412	(244)	-10.1%
Other Operating Expense	3,216	3,090	(126)	-4.1%
Total Operating Expense	20,782	19,629	(1,153)	-5.9%
Net Operating Income/(Loss)	3,108	2,351	757	32.2%
Non Operating Income	0	(2)	2	-100.0%
Net Income(Loss)	3,108	2,349	759	32.3%
Collection Rate	29.8%	27.8%	2.0%	
Operating Margin	13.0%	10.7%	2.3%	
Net Margin	13.0%	10.7%	2.3%	

# El Camino Hospital

Results from Operations vs. Budget 2 months ending 8/31/2014

		Variance		
\$000s	FY 2015	Budget 2015	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	426,116	422,021	4,096	1.0%
Deductions	(303,552)	(301,893)	(1,659)	0.5%
Net Patient Revenue	122,564	120,128	2,436	2.0%
Other Operating Revenue	3,249	3,516	(268)	-7.6%
Total Operating Revenue	125,813	123,644	2,169	1.8%
OPERATING EXPENSE:				
Salaries & Wages	67,179	67,833	654	1.0%
Supplies	17,865	18,202	337	1.9%
Fees & Purchased Services	11,912	13,030	1,119	8.6%
Other Operating Expense	14,551	15,538	987	6.4%
Total Operating Expense	111,506	114,603	3,097	2.7%
Net Operating Income/(Loss)	14,307	9,041	5,266	58.2%
Non Operating Income	1,572	2,711	(1,139)	-42.0%
Net Income(Loss)	15,879	11,753	4,126	35.1%
Collection Rate	28.8%	28.5%	0.3%	
Operating Margin	11.4%	7.3%	4.1%	
Net Margin	12.6%	9.5%	3.1%	

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

Results from Operations vs. Budget 2 months ending 8/31/2014

		Variance		
\$000s	FY 2015	Budget 2015	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	347,207	342,410	4,797	1.4%
Deductions	(248,187)	(246,799)	(1,387)	0.6%
Net Patient Revenue	99,020	95,610	3,410	3.6%
Other Operating Revenue	2,903	3,150	(248)	-7.9%
Total Operating Revenue	101,923	98,761	3,162	3.2%
OPERATING EXPENSE:				
Salaries & Wages	55,711	56,030	319	0.6%
Supplies	14,422	14,764	342	2.3%
Fees & Purchased Services	9,255	10,416	1,161	11.1%
Other Operating Expense	11,335	12,197	861	7.1%
Total Operating Expense	90,724	93,407	2,683	2.9%
Net Operating Income/(Loss)	11,199	5,353	5,846	109.2%
Non Operating Income	1,572	2,711	(1,139)	-42.0%
Net Income(Loss)	12,771	8,065	4,707	58.4%
Collection Rate	28.5%	27.9%	0.6%	
Operating Margin	11.0%	5.4%	5.6%	
Net Margin	12.5%	8.2%	4.4%	

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

Results from Operations vs. Budget 2 months ending 8/31/2014

		Variance		
\$000s	FY 2015	Budget 2015	Fav (Unfav)	Var%
OPERATING REVENUE:				
Gross Revenue	78,909	79,611	(702)	-0.9%
Deductions	(55,366)	(55,093)	(272)	0.5%
Net Patient Revenue	23,544	24,518	(974)	-4.0%
Other Operating Revenue	346	366	(20)	-5.5%
Total Operating Revenue	23,890	24,884	(994)	-4.0%
OPERATING EXPENSE:				
Salaries & Wages	11,467	11,802	335	2.8%
Supplies	3,442	3,438	(4)	-0.1%
Fees & Purchased Services	2,657	2,614	(42)	-1.6%
Other Operating Expense	3,216	3,341	126	3.8%
Total Operating Expense	20,782	21,196	414	2.0%
Net Operating Income/(Loss)	3,108	3,688	(580)	-15.7%
Non Operating Income	0	0	0	0.0%
Net Income(Loss)	3,108	3,688	(580)	-15.7%
Collection Rate	29.8%	30.8%	-1.0%	
Operating Margin	13.0%	14.8%	-1.8%	
Net Margin	13.0%	14.8%	-1.8%	

# El Camino Hospital (1)

### **Balance Sheet (\$ Thousands)**

SS	

	Period Ending Aug 31		
CURRENT ASSETS	FY 2015	FY 2014	
Cash	52,929	60,811	
Short Term Investments	142,945	131,551	
Patient Accounts Receivable, net	105,416	88,552	
Other Accounts and Notes Receivable	3,204	3,171	
Intercompany Receivables	921	1,208	
Inventories and Prepaids	58,231	52,198	
Total Current Assets	363,645	337,491	
BOARD DESIGNATED ASSETS			
Plant & Equipment Fund	112,033	82,601	
Operational Reserve Fund	100,196	100,196	
Community Benefit Fund	3,171	-	
Workers Compensation Reserve Fund	26,824	26,399	
Postretirement Health/Life Reserve Fund	16,529	15,717	
PTO Liability Fund	21,319	18,848	
Malpractice Reserve Fund	2,321	2,002	
Catastrophic Reserves Fund	13,478	14,713	
Total Board Designated Assets	295,870	260,477	
FUNDS HELD BY TRUSTEE	9,384	9,384	
LONG TERM INVESTMENTS	175,390	123,904	
INVESTMENTS IN AFFILIATES	26,856	23,081	
PROPERTY AND EQUIPMENT			
Fixed Assets at Cost	1,053,760	1,012,695	
Less: Accumulated Depreciation	(438,556)	(395,531)	
Construction in Progress	33,793	11,082	

648,998

1,520,148

6

628,246

4,632

1,387,225

#### LIABILITIES AND FUND BALANCE

	Period Ending Aug 31	
CURRENT LIABILITIES	FY 2015	FY 2014
Accounts Payable	19,670	16,762
Salaries and Related Liabilities	26,882	18,961
Accrued PTO	21,319	18,848
Worker's Comp Reserve	2,300	2,300
Third Party Settlements	21,943	21,867
Intercompany Payables	137	130
Malpractice Reserves	2,321	2,002
Bonds Payable - Current	3,075	3,000
Bond Interest Payable	1,343	1,317
Other Liabilities	3,078	5,817
Total Current Liabilities	102,067	91,006
LONG TERM LIABILITIES		
Post Retirement Benefits	16,529	15,717
Worker's Comp Reserve	24,524	24,099
Other L/T Obligation (Asbestos)	3,446	3,329
Other L/T Liabilities (IT/Medl Leases)	-	-
Bond Payable	185,987	187,224
Total Long Term Liabilities	230,486	230,370
FUND BALANCE/CAPITAL ACCOUNTS		
Unrestricted	891,719	805,335
Board Designated	295,870	260,477
Restricted	6	37
Total Fund Bal & Capital Accts	1,187,595	1,065,849
TOTAL LIABILITIES AND FUND BALANCE	1,520,148	1,387,225
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Property, Plant & Equipment - Net

**DEFERRED COSTS/BOND ISSUE COSTS** 

**RESTRICTED ASSETS - CASH** 

**TOTAL ASSETS** 

## El Camino Hospital

Capital Spending (in millions)

			Total	As of June 30,	As	s of August 31,
	Category	Detail	Authorized	2014	Spent	2014
CIP	EPIC Installation		73.8	7.5	2.9	10.4
	Facility Improvement	Slot Build-out (06/13)	19.0	2.9	4.5	7.5
		LG Upgrades (06/14)	13.0	3.6	0.1	3.7
		Behavioral Health Bldg (06/14)	9.0	1.2	1.0	2.2
		NPCR3 Seismic Upgrades (04/13)	6.7	3.2	0.0	3.2
		Oak Pavilion Cancer Ctr TI (06/14)	5.9	0.0	0.2	0.2
		Women's Hospital L&D Exp (05/12)	4.5	0.1	0.1	0.2
		LG Imaging Masterplan (06/13)	3.1	1.3	0.0	1.4
		New Main Hospital Upgrades (01/12)	1.6	0.0	0.0	0.0
		Multi Use/Specialty Building (4/08)	1.5	0.8	0.0	0.8
		All Other	7.1	4.0	0.4	4.3
		-	71.3	17.1	6.4	23.4
IT Hardware, Software, Equipment*		10.5	0.0	0.4	0.4	
Med	ical & Non Medical Equ	ipment	13.7	0.0	2.5	2.5
		GRAND TOTAL	169.4	24.6	12.2	36.6

<sup>\*</sup>Excluding EPIC

