



OFFICE OF STATEWIDE HEALTH PLANNING & DEVELOPMENT

## ANNUAL REPORTS TO THE LEGISLATURE

AS OF JUNE 30, 2012

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### CAL-MORTGAGE LOAN INSURANCE DIVISION

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*“Access to Safe, Quality Healthcare Environments that Meet California’s Diverse and Dynamic Needs”*

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***Health and Human Services Agency***

Diana S. Dooley, Secretary

***Office of Statewide Health Planning and Development***

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***Cal-Mortgage Loan Insurance Division***

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*As of June 30, 2012*

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ANNUAL REPORT #2

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BORROWERS' COMPLIANCE  
WITH THEIR  
COMMUNITY SERVICE OBLIGATIONS

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FOR THE FISCAL YEAR ENDING JUNE 30, 2012

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## REASON FOR THE REPORT

As required by Health and Safety Code Section 129075(c), the Office of Statewide Health Planning and Development (OSHPD):

*"shall annually report to the Legislature the extent of borrowers' compliance with their community service obligations, pursuant to Section 129050 subdivision (j), Section 129055, and Section 129065."*

The aforementioned sections contain additional criteria for community service obligations as identified below:

- ❖ To be eligible for insurance, the health facility will be available to all persons residing or employed in the area served
- ❖ If the borrower is a hospital, skilled nursing facility, or primary care clinic, it shall treat a reasonable proportion of Medi-Cal and Medicare patients
- ❖ To assure availability of services to all persons, every hospital agrees to:
  - Advise patients about Medi-Cal and Medicare eligibility
  - Distribute a list of physicians who have privileges at the hospital
  - Advise their medical staff of the hospital's commitment to treat Medi-Cal and Medicare patients
  - Post notices about their community service obligation

This is the 13<sup>th</sup> report as required by this statute. For more information regarding Health and Safety Code Citations referenced throughout this report, please refer to Exhibit I (page 5).

## COMMUNITY SERVICE OBLIGATION STATUS

The community service obligation status describes the following elements:

- ❖ Compliance Activity Summary
- ❖ Service Availability Assurance Review
- ❖ Medi-Cal and Medicare Patient Assurance Review
- ❖ Hospital Specific Requirements
- ❖ Conclusion

### *COMPLIANCE ACTIVITY SUMMARY*

During the Fiscal Year Ending (FYE) 2012, no borrower was determined to be out of compliance with their community service obligations by the Cal-Mortgage Loan Insurance Division (**Cal-Mortgage Program**). As a result, no corrective action plans were required as specified in Health and Safety Code Section 129075 (b). The tasks identified below further describe the processes required to determine borrower compliance with Health and Safety Code, Section 129050(j), 129055 and 129065, respectively:

- ❖ Review loan applications for eligibility as it pertains to availability of services
- ❖ Monitor borrowers for provision of services to Medi-Cal and Medicare patients
- ❖ Assure that hospitals comply with the community service obligation

### *SERVICE AVAILABILITY ASSURANCE REVIEW*

Cal-Mortgage Program staff review borrowers compliance with Health and Safety Code Section 129050 (j). Loan insurance eligibility requires that all borrowers offer reasonable assurance regarding the specified health facility service availability. Services must be available to persons residing or employed in the service area identified.

#### NEW APPLICANTS

During the reporting period, eight loans were added to the portfolio. Each new borrower provided assurances that its services are available to all persons residing or employed in the area serviced by the project, depending on the medical needs of the patient. Cal-Mortgage Program staff evaluate these assurances during their due diligence review. The results are included in the Project Summary & Feasibility Analysis (**PS&FA**) which are submitted to the Advisory Loan Insurance Committee (**ALIC**) and OSHPD Director. ALIC reviews the PS&FA and borrower materials and makes recommendations to the OSHPD Director. Lastly, the OSHPD Director reviews the Cal-Mortgage Program and ALIC recommendations before deciding upon each loan insurance request. For additional information regarding new applicants, please refer to Exhibit II (page 7).

#### CURRENT BORROWERS

Cal-Mortgage Program staff conduct site visits as part of its ongoing project monitoring. During FYE 2012, staff visited 20 sites and no discriminatory practices were observed during these visits. Furthermore, staff maintain contact via periodic meetings with various State agencies such as Department of Health Care Services, Department of Public Health, and Department of Alcohol and Drug Programs. Through these valuable partnerships, the staff remains aware of licensing deficiencies and borrower discriminatory practice findings.

### *MEDI-CAL AND MEDICARE PATIENTS ASSURANCE REVIEW*

Hospitals, skilled nursing facilities, and primary care clinics are the facilities which are certified for reimbursement for cost of care under Chapter 7 of Part 3 of Division 9 of the Welfare and Institutions Code (Medi-Cal) and Title XVIII of the Federal Social Security Act (Medicare). These types of projects must comply with Health and Safety Code Section 129055 and demonstrate that the facility is used by persons for whom the cost of care is reimbursed by Medi-Cal and Medicare patients in the community served by the borrower.

#### NEW APPLICANTS

Among the new borrowers, listed in Exhibit II (page 7), there are two primary care clinics. Within the loan insurance application submitted to OSHPD, each borrower provided data about its proportions of Medi-Cal and Medicare utilization. As described in the prior section related to Health and Safety Code Section 129050 (j), Cal-Mortgage Program staff used the same due diligence to validate the information and the same process was used by ALIC and the OSHPD Director to approve the request for loan insurance.

### CURRENT BORROWERS

Among the current borrowers, there are 12 hospitals, 2 skilled nursing facilities, and 22 primary care clinics. The proportion of Medi-Cal and Medicare utilization for each borrower was calculated from OSHPD's Healthcare Information Division data reports, which are derived from mandatory reports by healthcare facilities. These utilization percentages were then compared to the percentage of Medi-Cal eligibles and Medicare beneficiaries within each borrower's county. Facility utilization rates demonstrate that borrowers offered a reasonable proportion of services to both Medi-Cal eligibles and Medicare beneficiaries in their respective service areas. For more information regarding Medi-Cal and Medicare utilization rates by facility type, please refer to the following:

- ❖ Exhibits III (page 8), IV (page 9), V (page 10), and VI (page 11) display combined Medi-Cal and Medicare utilization rates for hospitals, skilled nursing facilities, and primary care clinics, respectively.
- ❖ Exhibits VII (page 12), VIII (page 13), IX (page 14), and X (page 15) display Medi-Cal utilization rates for hospitals, skilled nursing facilities, and primary care clinics, respectively.
- ❖ Exhibits XI (page 16), XII (page 17), XIII (page 18), and XIV (page 19) display Medicare utilization rates for hospitals, skilled nursing facilities, and primary care clinics, respectively.

Below are several explanations regarding group variances:

- ❖ For skilled nursing facilities, Medicare benefits include a 60-day lifetime limit, which affects the Medicare utilization rate. As a result, some insured skilled nursing facilities show low levels of Medicare utilization.
- ❖ Some primary care clinics provide services focused on Medi-Cal and uninsured populations. These services include immunizations, pediatrics, prenatal, and well-baby visits which are primary care focused. Elderly Medicare patients generally need specialty medical services and utilize community physicians. As a result, these clinics have a low level of Medicare utilization.

### *HOSPITAL SPECIFIC REQUIREMENTS*

Health and Safety Code Section 129065 states that each of the 12 general acute care hospitals in the portfolio, shown in Exhibit XV (page 20), must perform the following tasks as statutorily mandated:

- ❖ Advise patients about eligibility
- ❖ Distribute a list of physicians who have privileges at the hospital
- ❖ Advise its medical staff of the hospital's commitment to treat Medi-Cal and Medicare patients
- ❖ Post notices about its community service obligation

During site visits, Cal-Mortgage Program staff validate whether or not the facility complied with Health and Safety Code Section 129065.

## *CONCLUSION*

With reference to Health and Safety Code, Section 129050 (j), all applicants for new loans in FYE 2012 made reasonable assurances that their services are available to all persons in its service area based on the medical needs of the patient. It was determined that all currently insured borrowers met their obligation to be available to all persons in its service area.

With reference to Health and Safety Code, Section 129055, hospitals, skilled nursing facilities, and primary care clinics are the borrowers in the portfolio that provide services to Medi-Cal eligibles and Medicare beneficiaries. A review of utilization of services at each hospital, skilled nursing facility, and primary care clinic demonstrated that the borrower was providing a reasonable proportion of services to Medi-Cal eligibles and Medicare beneficiaries in the service area.

With reference to Health and Safety Code, Section 129065, all hospitals in the portfolio provided proper notifications to their patients and medical staff relating to their community service obligation requirements.

Based upon this review, no borrower was determined to be out of compliance with their community service obligations.

# Exhibit I

## HEALTH AND SAFETY CODE CITATIONS

### SECTION 129045

The office shall annually report to the Legislature the financial status of the program and its insured portfolio, including the status of all borrowers in each stage of default and the office's efforts to collect from borrowers that have defaulted on their debt service payments.

### SECTION 129050

A loan shall be eligible for insurance under this chapter if all of the following conditions are met:

\*\*\*\*

- (j) The borrower shall offer reasonable assurance that the services of the health facility will be made available to all persons residing or employed in the area served by the facility.

\*\*\*\*

### SECTION 129055

In order to comply with subdivision (j) of Section 129050, any borrower that is certified for reimbursement for cost of care under Chapter 7 (commencing with Section 14000) of Part 3 of Division 9 of the Welfare and Institutions Code shall demonstrate that its facility is used by persons for whom the cost of care is reimbursed under that chapter, in a proportion that is reasonable based upon the proportion of Medi-Cal patients in the community served by the borrower and by persons for whom the costs of care is reimbursed under Title XVIII of the federal Social Security Act in a proportion that is reasonable based upon the proportion of Medicare patients in the community served by the borrower.

For the purposes of this chapter, the community means the service areas or patient populations for which the health facility provides health care services, unless the office determines that, or the borrower demonstrates to the satisfaction of the office that, a different definition is more appropriate for the borrower's facility.

### SECTION 129065

As part of its assurance under subdivision (j) of Section 129050, any borrower that is a general acute care hospital or acute psychiatric hospital shall agree to the following actions:

- (a) To advise each person seeking services at the borrower's facility as to the person's potential eligibility for Medi-Cal and Medicare benefits or benefits from other governmental third party payers.
- (b) To make available to the office and to any interested person a list of physicians with staff privileges at the borrower's facility, that includes:
  - (1) Name
  - (2) Specialty
  - (3) Language spoken
  - (4) Whether takes Medi-Cal and Medicare patients
  - (5) Business address and phone number

Health and Safety Code Citations, *continued*

- (c) To inform in writing on a periodic basis all practitioners of the healing arts having staff privileges in the borrower's facility as to the existence of the facility's community service obligation. The required notice to practitioners shall contain a statement, as follows:

*"This hospital has agreed to provide a community service and to accept Medi-Cal and Medicare patients. The administration and enforcement of this agreement is the responsibility of the Office of Statewide Health Planning and Development and this facility."*

- (d) To post notices in the following form, that shall be multilingual where the borrower serves a multilingual community, in appropriate areas within the facility, including but not limited to, admissions offices, emergency rooms, and business offices:

*NOTICE OF COMMUNITY SERVICE OBLIGATION*

*"This facility has agreed to make its services available to all persons residing or employed in this area. This facility is prohibited by law from discriminating against Medi-Cal and Medicare patients. Should you believe you may be eligible for Medi-Cal or Medicare, you should contact our business office (or designated person or office) for assistance in applying. You should also contact our business office (or designated person or office) if you are in need of a physician to provide you with services at this facility. If you believe that you have been refused services at this facility in violation of the community service obligation you should inform (designated person or office) and the Office of Statewide Health Planning and Development."*

The borrower shall provide copies of this notice for posting to all welfare offices in the county where the borrower's facility is located.

SECTION 129075

- (a) Each borrower shall provide any reports as may be required of it by Part 5 (commencing with Section 128675), from which the office shall determine the borrower's compliance with subdivision (j) of Section 129050.
- (b) If a report indicates noncompliance with subdivision (j) of Section 129050, Section 129055, or Section 129065, the office shall require the borrower to submit a plan detailing the steps and timetables the borrower will take to bring the facility into compliance.
- (c) The office shall annually report to the Legislature the extent of the borrowers' compliance with their community service obligations pursuant to subdivision (j) of Section 129050, Section 129055, and Section 129065.

## Exhibit II

### Projects Insured During FY 2011-2012

(Sorted by loan closing date)

<b>Borrower Name</b>	<b>Facility City</b>	<b>Facility Type</b>	<b>Loan Closed</b>	<b>Loan Amount</b>	<b>Loan Type</b>
T L C Child & Family Services	Sebastopol	GH-DD/MD	10/06/2011	2,475,000	Refinance
Fellowship Homes, Inc.	Modesto	MULTI-OTH	10/07/2011	2,785,000	Refinance
Beacon House	San Pedro	CDRF	10/20/2011	1,505,000	Refinance
Social Science Services, Inc.	Bloomington	CDRF	10/20/2011	1,055,000	Refinance
The Help Group	Culver City	CLINIC-MH	10/23/2011	23,360,000	Refinance plus <sup>1</sup>
Family Health Care Network	Porterville	CLINIC-PC	11/17/2011	11,225,000	New
St John's Well Child and Family Center	Los Angeles	CLINIC-PC	11/30/2011	5,370,000	New
Gateways Hospital & Mental Health Center	Los Angeles	HOSP-PSYCH	12/01/2011	8,085,000	New
<b>Total Projects Insured</b>	<b>8</b>			<b>\$ 55,860,000</b>	

Footnotes:

<sup>1</sup> Refinanced an existing loan plus received an additional loan

**Hospital Projects**  
 Combined Medicare and Medi-Cal Services Provided  
 Compared to  
 Medicare Beneficiaries and Medi-Cal Eligibles within Applicable County

Facility Name	Combined Medicare & Medi-Cal Services Provided <sup>1</sup>				Medicare Beneficiaries <sup>2</sup> & Medi-Cal Eligibles <sup>3</sup>	
	Patient Days	Discharges	O/P Visits	Gross Revenue	County	Percent
Corcoran District Hospital	37%	43%	70%	50%	Kings	33%
El Centro Regional Medical Center	74%	70%	44%	70%	Imperial	46%
Enloe Medical Center	76%	70%	56%	67%	Butte	42%
Henry Mayo Newhall Memorial Hospital	63%	63%	40%	55%	Los Angeles	36%
Kern Valley Healthcare District	91%	88%	70%	80%	Kern	39%
Lodi Memorial Hospital Association, Inc.	79%	74%	69%	73%	San Joaquin	38%
Lompoc District Hospital	85%	70%	60%	67%	Santa Barbara	33%
Marshall Medical Center	81%	76%	59%	65%	El Dorado	27%
Mayers Memorial Hospital District	89%	70%	66%	73%	Shasta	45%
Mendocino Coast Health Care District	83%	77%	67%	72%	Mendocino	46%
Mission Community Hospital	88%	83%	90%	79%	Los Angeles	36%
St. Rose Hospital	84%	78%	51%	78%	Alameda	28%

Footnotes:

<sup>1</sup> Percentage of Combined Medicare & Medi-Cal Services Provided from the Combined Medicare & Medi-Cal Utilization Worksheet; refer to Exhibit IV.

<sup>2</sup> Beneficiary data from Center for Medicare & Medicaid Services website (<http://www.cms.gov>): Medicare County Enrollment as of July 1, 2010 California (Aged & Disabled). Percentages calculated by dividing beneficiary data with county population figures from Department of Finance (E-1 County Population Estimates, 2012).

<sup>3</sup> Dept. of Health Care Services, Research & Analytics Studies Section, Medi-Cal Beneficiary Profiles by County, July 2011. Percentages calculated by dividing beneficiary data with county population figures from Department of Finance (E-1 County Population Estimates, 2012).

## Exhibit IV

### Hospital Projects Combined Medicare and Medi-Cal Utilization

Facility Name	Patient Days <sup>1,3</sup>			Discharges <sup>1,3</sup>			Out-patient Visits <sup>1,3</sup>			Gross Revenue <sup>1,2,3</sup>		
	Combined	Total	Percent	Combined	Total	Percent	Combined	Total	Percent	Combined	Total	Percent
Corcoran District Hospital	590	1,586	37%	211	489	43%	24,213	34,409	70%	\$ 11,405,005	\$ 22,932,009	50%
El Centro Regional Medical Center	15,938	21,502	74%	4,259	6,126	70%	52,706	120,860	44%	\$ 362,461,811	\$ 516,183,708	70%
Enloe Medical Center	52,087	68,454	76%	10,113	14,384	70%	123,447	222,002	56%	\$ 918,629,864	\$ 1,368,418,576	67%
Henry Mayo Newhall Memorial Hospital	35,605	56,082	63%	7,594	12,049	63%	34,501	86,259	40%	\$ 609,738,642	\$ 1,107,085,396	55%
Kern Valley Healthcare District	23,144	25,551	91%	845	963	88%	12,956	18,449	70%	\$ 54,746,606	\$ 68,687,926	80%
Lodi Memorial Hospital Association, Inc.	26,773	34,077	79%	5,283	7,139	74%	133,426	192,420	69%	\$ 769,069,409	\$ 1,049,324,003	73%
Lompoc District Hospital	39,606	46,340	85%	1,909	2,715	70%	36,460	61,161	60%	\$ 64,000,868	\$ 95,106,634	67%
Marshall Medical Center	20,870	25,844	81%	4,258	5,612	76%	216,738	364,810	59%	\$ 518,729,068	\$ 802,364,161	65%
Mayers Memorial Hospital District	26,281	29,467	89%	393	563	70%	10,363	15,731	66%	\$ 20,188,640	\$ 27,732,848	73%
Mendocino Coast Health Care District	5,066	6,094	83%	1,017	1,322	77%	31,224	46,616	67%	\$ 72,262,779	\$ 100,857,444	72%
Mission Community Hospital	31,317	35,417	88%	5,936	7,169	83%	55,567	61,499	90%	\$ 142,420,064	\$ 180,188,121	79%
St. Rose Hospital	37,171	44,110	84%	6,155	7,892	78%	38,528	75,892	51%	\$ 628,131,203	\$ 801,811,718	78%

Footnotes:

<sup>1</sup> Data from OSHPD website (<http://www.oshpd.ca.gov/HID/Products/Hospitals/AnnFinanData/PivotProfles/default.asp>). File: HAFD2011 Pivot/OSHPD Hospital Annual Disclosure Reports. Percentages were calculated from the file data.

<sup>2</sup> Inpatient and outpatient gross revenue data were combined from the above source.

<sup>3</sup> Combined column reflects aggregate Medicare and Medi-Cal data within each facility. Total column refers to Total Patient Days, Discharges, Out-patient visits, and Gross Revenue reported from all payor sources.

**Skilled Nursing Facility Projects**  
 Combined Medicare and Medi-Cal Services Provided  
 Compared to  
 Medicare Beneficiaries and Medi-Cal Eligibles within Applicable County

Facility Name	Gross Revenue <sup>1</sup>			Medicare Beneficiaries <sup>2</sup> & Medi-Cal Eligibles <sup>3</sup>	
	Combined	Total	Percent	County	Percent
Asian Community Skilled Nursing Facility	\$ 7,997,168	\$ 10,063,837	79%	Sacramento	35%
North Kern - South Tulare Hospital District	\$ 10,982,433	\$ 11,655,612	94%	Kern	39%

Footnotes:

<sup>1</sup> Data from OSHPD website (<http://www.oshpd.ca.gov/HID/Products/LTC/AnnFinanclData/PivotProfls/default.asp>). File: LTCFinancialPivot2011/LTC Facilities Annual Financial Pivot Profile (FYE Jan 1, 2011 to Dec 31, 2011).

<sup>2</sup> Beneficiary data from Center for Medicare & Medicaid Services website (<http://www.cms.gov>): Medicare County Enrollment as of July 1, 2010 California (Aged & Disabled). Percentages calculated by dividing beneficiary data with county population figures from Department of Finance (E-1 County Population Estimates, 2012).

<sup>3</sup> Dept. of Health Care Services, Research & Analytics Studies Section, Medi-Cal Beneficiary Profiles by County July 2011. Percentages calculated by dividing beneficiary data with county population figures from Department of Finance (E-1 County Population Estimates, 2012).

# Exhibit VI

## Primary Care Clinic Projects

Combined Medicare and Medi-Cal Services Provided

Compared to

Medicare Beneficiaries and Medi-Cal Eligibles within Applicable County

Borrower Name	Facility Name	Gross Revenue <sup>1,2</sup>			Medicare Beneficiaries <sup>3</sup> & Medi-Cal Eligibles <sup>4</sup>	
		Combined	Total	Percent	County	Percent
AltaMed Health Services	AltaMed Medical Group - E.L.A./Whittier	\$ 13,104,310	\$ 18,094,274	72%	Los Angeles	36%
Asian Health Services, Inc.	Asian Health Service	\$ 6,437,068	\$ 12,430,015	52%	Alameda	28%
Clinicas del Camino Real, Inc. (2 sites)	Clinicas del Camino Real, Oxnard	\$ 2,304,797	\$ 5,172,374	45%	Ventura	28%
	Clinicas del Camino Real, Ventura	\$ 3,024,273	\$ 5,706,719	53%	Ventura	28%
Community Health Centers of the Central Coast, Inc.	Nipomo Community Medical Center	\$ 1,078,969	\$ 2,850,585	38%	San Luis Obispo	29%
Community Health Systems, Inc.	Inland Empire Health Ctr. - Bloomington	\$ 1,705,637	\$ 3,087,568	55%	San Bernardino	34%
Community Medical Center, Inc.	Channel Medical Center	\$ 9,888,382	\$ 16,439,200	60%	San Joaquin	38%
	Orland Family Health Center	\$ 1,003,410	\$ 1,998,257	50%	Glenn	41%
Del Norte Clinics, Inc. - Ampla Health (4 sites)	Chico Family Health Center	\$ 4,088,464	\$ 6,898,324	59%	Butte	42%
	Gridley Family Health Center	\$ 484,196	\$ 965,215	50%	Butte	42%
	Oroville Family Health Center	\$ 3,165,523	\$ 5,158,727	61%	Butte	42%
	Family Healthcare Network	\$ 13,894,280	\$ 22,992,472	60%	Tulare	48%
Golden Valley Health Centers	Golden Valley Health Center - W. Childs	\$ 9,153,584	\$ 12,523,647	73%	Merced	43%
Hill Country Community Clinic	Hill Country Community Clinic	\$ 1,055,842	\$ 2,256,353	47%	Shasta	45%
La Maestra Family Clinic, Inc.	La Maestra Family Clinic - Fairmont	\$ 7,807,412	\$ 10,228,093	76%	San Diego	26%
Lifelong Medical Care, Inc.	Over 60 Health Center	\$ 3,602,309	\$ 4,472,594	81%	Alameda	28%
	Big Valley Medical Center	\$ 541,059	\$ 1,554,249	35%	Lassen	27%
Mountain Valleys Health Centers (2 sites)	Butte Valley Health Center	\$ 401,633	\$ 851,729	47%	Siskiyou	48%
	East Bay Native American Health Center	\$ 4,504,628	\$ 6,773,027	67%	Alameda	28%
Petaluma Health Center	Petaluma Health Center	\$ 4,295,068	\$ 10,119,990	42%	Sonoma	28%
Salud Para La Gente	Salud Para La Gente	\$ 7,175,092	\$ 12,759,750	56%	Santa Cruz	29%
Southwest Community Health Center	Southwest Community Health Centers	\$ 5,261,416	\$ 8,434,880	62%	Sonoma	28%
St. John's Well Child and Family Center	St. John's Well Child and Family Center - Dr. Louis	\$ 3,481,021	\$ 4,541,218	77%	Los Angeles	36%
United Health Center of the San Joaquin Valley (3 sites)	United Health Centers of SJV - Kerman	\$ 3,153,542	\$ 4,996,423	63%	Fresno	45%
	United Health Centers of SJV - Mendota	\$ 3,247,179	\$ 4,553,235	71%	Fresno	45%
	United Health Centers of SJV - Parlier	\$ 3,235,624	\$ 6,447,042	50%	Fresno	45%
Valley Community Clinic	Valley Community Clinic	\$ 2,429,252	\$ 10,585,432	23%	Los Angeles	36%
Valley Health Team, Inc.	San Joaquin Health Center	\$ 2,490,730	\$ 4,426,585	56%	Fresno	45%
West Oakland Health Council, Inc.	East Oakland Health Center	\$ 654,283	\$ 1,927,617	34%	Alameda	28%

Footnotes:

<sup>1</sup> Data from OSHPD website ([http://www.oshpd.ca.gov/hid/Products/Hospitals/Utilization/PC\\_SC\\_Utilization.html](http://www.oshpd.ca.gov/hid/Products/Hospitals/Utilization/PC_SC_Utilization.html)). File: HID - 2011 Primary Care Clinic Annual Utilization Report PCC11\_util\_data\_FINAL.xls (FYE Jan 1, 2011 to Dec 31, 2011). Percentages were calculated from the file data.

<sup>2</sup> Combined column reflects aggregate Medicare and Medi-Cal data within each facility. Total column refers to Gross Revenue reported from all payor sources.

<sup>3</sup> Beneficiary data from Center for Medicare & Medicaid Services website (<http://www.cms.gov>): Medicare County Enrollment as of July 1, 2010 California (Aged & Disabled). Percentages calculated by dividing beneficiary data with county population figures from Dept. of Finance (E-1 County Population Estimates, 2012).

<sup>4</sup> Dept. of Health Care Services, Research & Analytics Studies Section, Medi-Cal Beneficiary Profiles by County, July 2011. Percentages calculated by dividing beneficiary data with county population figures from Dept. of Finance (E-1 County Population Estimates, 2012).

**Hospital Projects**  
 Medi-Cal Services Provided  
 Compared to  
 Medi-Cal Eligibles within Applicable County

Facility Name	Medi-Cal Services Provided <sup>1</sup>				Medi-Cal Eligibles <sup>2</sup>	
	Patient Days	Discharges	O/P Visits	Gross Revenue	County	Percent
Corcoran District Hospital	15%	23%	44%	31%	Kings	24%
El Centro Regional Medical Center	24%	27%	35%	29%	Imperial	33%
Enloe Medical Center	16%	17%	18%	16%	Butte	24%
Henry Mayo Newhall Memorial Hospital	12%	12%	14%	11%	Los Angeles	24%
Kern Valley Healthcare District	80%	37%	31%	38%	Kern	28%
Lodi Memorial Hospital Association, Inc.	17%	23%	37%	20%	San Joaquin	26%
Lompoc District Hospital	65%	23%	21%	25%	Santa Barbara	19%
Marshall Medical Center	13%	17%	14%	12%	El Dorado	11%
Mayers Memorial Hospital District	86%	35%	21%	38%	Shasta	24%
Mendocino Coast Health Care District	15%	20%	17%	14%	Mendocino	26%
Mission Community Hospital	43%	41%	12%	30%	Los Angeles	24%
St. Rose Hospital	36%	39%	41%	36%	Alameda	16%

## Footnotes:

<sup>1</sup> Medi-Cal Services Provided from the Medi-Cal Utilization Worksheet; refer to Exhibit VIII.

<sup>2</sup> Dept. of Health Care Services, Research & Analytic Studies Section, Medi-Cal Beneficiary Counts by County, July 2011. Percentages calculated by dividing beneficiary data with county population figures from Dept. of Finance (E-1 County Population Estimates, 2012).

## Exhibit VIII

### Hospital Projects Medi-Cal Utilization

Facility Name	Patient Days <sup>1,3</sup>			Discharges <sup>1,3</sup>			Out-patient Visits <sup>1,3</sup>			Gross Revenue <sup>1,2,3</sup>		
	Medi-Cal	Total	Percent	Medi-Cal	Total	Percent	Medi-Cal	Total	Percent	Medi-Cal	Total	Percent
Corcoran District Hospital	240	1,586	15%	111	489	23%	15,002	34,409	44%	\$ 7,110,081	\$ 22,932,009	31%
El Centro Regional Medical Center	5,058	21,502	24%	1,674	6,126	27%	42,215	120,860	35%	\$ 150,288,456	\$ 516,183,708	29%
Enloe Medical Center	10,898	68,454	16%	2,510	14,384	17%	39,933	222,002	18%	\$ 223,357,406	\$ 1,368,418,576	16%
Henry Mayo Newhall Memorial Hospital	6,690	56,082	12%	1,443	12,049	12%	12,224	86,259	14%	\$ 118,898,725	\$ 1,107,085,396	11%
Kern Valley Healthcare District	20,552	25,551	80%	357	963	37%	5,648	18,449	31%	\$ 25,758,044	\$ 68,687,926	38%
Lodi Memorial Hospital Association, Inc.	5,821	34,077	17%	1,609	7,139	23%	70,639	192,420	37%	\$ 213,289,686	\$ 1,049,324,003	20%
Lompoc District Hospital	29,955	46,340	65%	617	2,715	23%	12,995	61,161	21%	\$ 24,133,479	\$ 95,106,634	25%
Marshall Medical Center	3,475	25,844	13%	946	5,612	17%	52,894	364,810	14%	\$ 94,777,648	\$ 802,364,161	12%
Mayers Memorial Hospital District	25,265	29,467	86%	195	563	35%	3,225	15,731	21%	\$ 10,629,450	\$ 27,732,848	38%
Mendocino Coast Health Care District	929	6,094	15%	266	1,322	20%	7,751	46,616	17%	\$ 14,513,508	\$ 100,857,444	14%
Mission Community Hospital	15,276	35,417	43%	2,973	7,169	41%	7,122	61,499	12%	\$ 54,321,567	\$ 180,188,121	30%
St. Rose Hospital	15,729	44,110	36%	3,070	7,892	39%	30,804	75,892	41%	\$ 287,417,064	\$ 801,811,718	36%

Footnotes:

<sup>1</sup> Data from OSHPD website (<http://www.oshpd.ca.gov/HID/Products/Hospitals/AnnFinanData/PivotProfles/default.asp>). File: HAFD2011 Pivot/OSHPD Hospital Annual Disclosure Reports. Percentages were calculated from the file data.

<sup>2</sup> Inpatient and outpatient gross revenue data were combined from the above source.

<sup>3</sup> Total column refers to Total Patient Days, Discharges, Out-patient visits, and Gross Revenue reported from all payor sources.

### Skilled Nursing Facility Projects

Medi-Cal Services Provided Compared to Medi-Cal Eligibles within Applicable County

Facility Name	Gross Revenue <sup>1</sup>			Medi-Cal Eligibles <sup>2</sup>	
	Medi-Cal	Total	Percent	County	Percent
Asian Community Skilled Nursing Facility	\$ 4,788,199	\$ 10,063,837	48%	Sacramento	22%
North Kern - South Tulare Hospital District	\$ 9,281,863	\$ 11,655,612	80%	Kern	28%

Footnotes:

<sup>1</sup> Data from OSHPD website (<http://www.oshpd.ca.gov/HID/Products/LTC/AnnFinanclData/PivotProfls/default.asp>). File: LTCFinancialPivot2011/LTC Facilities Annual Financial Pivot Profile.

<sup>2</sup> Dept. of Health Care Services, Research & Analytics Studies Section, Medi-Cal Beneficiary Profiles by County, July 2011. Percentages calculated by dividing beneficiary data with county population figures from Department of Finance (E-1 County Population Estimates, 2012).

# Exhibit X

## Primary Care Clinics Projects

Medi-Cal Services Provided Compared to Medi-Cal Eligibles within Applicable County

Borrower Name	Facility Name	Gross Revenue <sup>1,2</sup>			Medi-Cal Eligibles <sup>3</sup>	
		Medi-Cal	Total	Percent	County	Percent
AltaMed Health Services	AltaMed Medical Group - E.L.A./Whittier	\$11,675,604	\$18,094,274	65%	Los Angeles	24%
Asian Health Services, Inc.	Asian Health Service	\$ 4,421,383	\$12,430,015	36%	Alameda	16%
Clinicas del Camino Real, Inc. (2 sites)	Clinicas del Camino Real, Oxnard	\$ 2,006,202	\$ 5,172,374	39%	Ventura	15%
	Clinicas del Camino Real, Ventura	\$ 2,653,710	\$ 5,706,719	47%	Ventura	15%
Community Health Centers of the Central Coast	Nipomo Community Medical Center	\$ 686,158	\$ 2,850,585	24%	San Luis Obispo	12%
Community Health Systems, Inc.	Inland Empire Health Ctr. - Bloomington	\$ 1,564,998	\$ 3,087,568	51%	San Bernardino	23%
Community Medical Center, Inc.	Channel Medical Center	\$ 9,281,202	\$16,439,200	56%	San Joaquin	26%
	Orland Family Health Center	\$ 888,638	\$ 1,998,257	44%	Glenn	26%
	Chico Family Health Center	\$ 2,980,976	\$ 6,898,324	43%	Butte	24%
	Gridley Family Health Center	\$ 374,042	\$ 965,215	39%	Butte	24%
Del Norte Clinics, Inc. - Ampla Health (4 sites)	Oroville Family Health Center	\$ 2,362,114	\$ 5,158,727	46%	Butte	24%
	Family Healthcare Network	\$12,669,552	\$22,992,472	55%	Tulare	37%
Golden Valley Health Centers	Golden Valley Health Center - W. Childs	\$ 8,043,243	\$12,523,647	64%	Merced	33%
Hill Country Community Clinic	Hill Country Community Clinic	\$ 743,766	\$ 2,256,353	33%	Shasta	24%
La Maestra Family Clinic, Inc.	La Maestra Family Clinic - Fairmont	\$ 7,313,294	\$10,228,093	72%	San Diego	14%
Lifelong Medical Care, Inc.	Over 60 Health Center	\$ 2,188,624	\$ 4,472,594	49%	Alameda	16%
Mountain Valley Health Centers (2 sites)	Big Valley Medical Center	\$ 290,459	\$ 1,554,249	19%	Lassen	15%
	Butte Valley Health Center	\$ 333,946	\$ 851,729	39%	Siskiyou	24%
Native American Health Center, Inc.	East Bay Native American Health Center	\$ 4,361,000	\$ 6,773,027	64%	Alameda	16%
Petaluma Health Center	Petaluma Health Center	\$ 3,322,957	\$10,119,990	33%	Sonoma	13%
Salud Para La Gente	Salud Para La Gente	\$ 6,943,384	\$12,759,750	54%	Santa Cruz	16%
Southwest Community Health Center	Southwest Community Health Centers	\$ 4,948,332	\$ 8,434,880	59%	Sonoma	13%
St. John's Well Child and Family Center	St. John's Well Child and Family Center - Dr. Louis	\$ 3,479,536	\$ 4,541,218	77%	Los Angeles	24%
United Health Center of the San Joaquin Valley ..... (3 sites)	United Health Centers of SJV - Kerman	\$ 2,962,297	\$ 4,996,423	59%	Fresno	33%
	United Health Centers of SJV - Mendota	\$ 3,140,535	\$ 4,553,235	69%	Fresno	33%
	United Health Centers of SJV - Parlier	\$ 2,744,161	\$ 6,447,042	43%	Fresno	33%
Valley Community Clinic	Valley Community Clinic	\$ 2,232,706	\$10,585,432	21%	Los Angeles	24%
Valley Health Team, Inc.	San Joaquin Health Center	\$ 2,239,167	\$ 4,426,585	51%	Fresno	33%
West Oakland Health Council, Inc.	East Oakland Health Center	\$ 612,079	\$ 1,927,617	32%	Alameda	16%

Footnotes:

<sup>1</sup> Data from OSHPD website ([http://www.oshpd.ca.gov/hid/Products/Hospitals/Utilization/PC\\_SC\\_Utilization.html](http://www.oshpd.ca.gov/hid/Products/Hospitals/Utilization/PC_SC_Utilization.html)). File: HID - 2011 Primary Care Clinic Annual Utilization Report (PCC11\_util\_data\_FINAL.xls). Percentages were calculated from the file data.

<sup>2</sup> Total column refers to Total Gross Revenue reported from all payor sources.

<sup>3</sup> Dept. of Health Care Services, Research & Analytics Studies Section, Medi-Cal Beneficiary Profiles by County, July 2011. Percentages calculated by dividing beneficiary data with county population figures from Dept. of Finance (E-1 County Population Estimates, 2012).

### Hospital Projects

Medicare Services Provided Compared to Medicare Beneficiaries within Applicable County

Facility Name	Medicare Services Provided <sup>1</sup>				Medicare Beneficiaries <sup>2</sup>	
	Patient Days	Discharges	O/P Visits	Gross Revenue	County	Percent
Corcoran District Hospital	22%	20%	27%	19%	Kings	11%
El Centro Regional Medical Center	51%	42%	9%	41%	Imperial	13%
Enloe Medical Center	60%	53%	38%	51%	Butte	19%
Henry Mayo Newhall Memorial Hospital	52%	51%	26%	44%	Los Angeles	12%
Kern Valley Healthcare District	10%	51%	40%	42%	Kern	11%
Lodi Memorial Hospital Association, Inc.	61%	51%	33%	53%	San Joaquin	12%
Lompoc District Hospital	21%	48%	38%	42%	Santa Barbara	14%
Marshall Medical Center	67%	59%	45%	53%	El Dorado	16%
Mayers Memorial Hospital District	3%	35%	45%	34%	Shasta	22%
Mendocino Coast Health Care District	68%	57%	50%	57%	Mendocino	20%
Mission Community Hospital	45%	41%	79%	49%	Los Angeles	12%
St. Rose Hospital	49%	39%	10%	42%	Alameda	12%

Footnotes:

<sup>1</sup> Medicare Services Provided from the Medicare Utilization Worksheet; refer to Exhibit XII.

<sup>2</sup> Beneficiary data from Center for Medicare & Medicaid Services website (<http://www.cms.gov>): Medicare County Enrollment as of July 1, 2010 California (Aged & Disabled). Percentages calculated by dividing beneficiary data with county population figures from Department of Finance (E-1 County Population Estimates, 2012).

## Exhibit XII

### Hospital Projects Medicare Utilization

Facility Name	Patient Days <sup>1,3</sup>			Discharges <sup>1,3</sup>			Out-patient Visits <sup>1,3</sup>			Gross Revenue <sup>1,2,3</sup>		
	Medicare	Total	Percent	Medicare	Total	Percent	Medicare	Total	Percent	Medicare	Total	Percent
Corcoran District Hospital	350	1,586	22%	100	489	20%	9,211	34,409	27%	\$ 4,294,924	\$ 22,932,009	19%
El Centro Regional Medical Center	10,880	21,502	51%	2,585	6,126	42%	10,491	120,860	9%	\$212,173,355	\$ 516,183,708	41%
Enloe Medical Center	41,189	68,454	60%	7,603	14,384	53%	83,514	222,002	38%	\$695,272,458	\$ 1,368,418,576	51%
Henry Mayo Newhall Memorial Hospital	28,915	56,082	52%	6,151	12,049	51%	22,277	86,259	26%	\$490,839,917	\$ 1,107,085,396	44%
Kern Valley Healthcare District	2,592	25,551	10%	488	963	51%	7,308	18,449	40%	\$ 28,988,562	\$ 68,687,926	42%
Lodi Memorial Hospital Association, Inc.	20,952	34,077	61%	3,674	7,139	51%	62,787	192,420	33%	\$555,779,723	\$ 1,049,324,003	53%
Lompoc District Hospital	9,651	46,340	21%	1,292	2,715	48%	23,465	61,161	38%	\$ 39,867,389	\$ 95,106,634	42%
Marshall Medical Center	17,395	25,844	67%	3,312	5,612	59%	163,844	364,810	45%	\$423,951,420	\$ 802,364,161	53%
Mayers Memorial Hospital District	1,016	29,467	3%	198	563	35%	7,138	15,731	45%	\$ 9,559,190	\$ 27,732,848	34%
Mendocino Coast Health Care District	4,137	6,094	68%	751	1,322	57%	23,473	46,616	50%	\$ 57,749,271	\$ 100,857,444	57%
Mission Community Hospital	16,041	35,417	45%	2,963	7,169	41%	48,445	61,499	79%	\$ 88,098,497	\$ 180,188,121	49%
St. Rose Hospital	21,442	44,110	49%	3,085	7,892	39%	7,724	75,892	10%	\$340,714,139	\$ 801,811,718	42%

Footnotes:

<sup>1</sup> Data from OSHPD website (<http://www.oshpd.ca.gov/HID/Products/Hospitals/AnnFinanData/PivotProfles/default.asp>). File: HAFD2011 Pivot/OSHPD Hospital Annual Disclosure Reports. Percentages were calculated from the file data.

<sup>2</sup> Inpatient and outpatient gross revenue data were combined from the above source.

<sup>3</sup> Total column refers to Total Patient Days, Discharges, Out-patient visits, and Gross Revenue reported from all payor sources.

### Skilled Nursing Facility Projects

Medicare Services Provided Compared to Medicare Beneficiaries within Applicable County

Facility Name	Gross Revenue <sup>1</sup>			Medicare Beneficiaries <sup>2</sup>	
	Medicare	Total	Percent	County	Percent
Asian Community Skilled Nursing Facility	\$ 3,208,969	\$ 10,063,837	32%	Sacramento	13%
North Kern - South Tulare Hospital District	\$ 1,700,570	\$ 11,655,612	15%	Kern	11%

Footnotes:

<sup>1</sup> Data from OSHPD website (<http://www.oshpd.ca.gov/HID/Products/LTC/AnnFinanclData/PivotProfls/default.asp>). File: LTCFinancialPivot2011/LTC Facilities Annual Financial Pivot Profile.

<sup>2</sup> Beneficiary data from Center for Medicare & Medicaid Services website (<http://www.cms.gov>): Medicare County Enrollment as of July 1, 2010 California (Aged & Disabled). Percentages calculated by dividing beneficiary data with county population figures from Dept. of Finance (E-1 County Population Estimates, 2012).

# Exhibit XIV

## Primary Care Clinic Projects

Medicare Services Provided Compared to Medicare Beneficiaries within Applicable County

Borrower Name	Facility Name	Gross Revenue <sup>1,3</sup>			Medicare Beneficiaries <sup>2</sup>	
		Medicare	Total	Percent	County	Percent
AltaMed Health Services	AltaMed Medical Group - E.L.A./Whittier	\$ 1,428,706	\$ 18,094,274	8%	Los Angeles	12%
Asian Health Services, Inc.	Asian Health Service	\$ 2,015,685	\$ 12,430,015	16%	Alameda	12%
Clinicas del Camino Real, Inc. (2 sites)	Clinicas del Camino Real, Oxnard	\$ 298,595	\$ 5,172,374	6%	Ventura	13%
	Clinicas del Camino Real, Ventura	\$ 370,563	\$ 5,706,719	6%	Ventura	13%
Community Health Centers of the Central Coast, Inc	Nipomo Community Medical Center	\$ 392,811	\$ 2,850,585	14%	San Luis Obispo	17%
Community Health Systems, Inc.	Inland Empire Health Ctr. - Bloomington	\$ 140,639	\$ 3,087,568	5%	San Bernardino	10%
Community Medical Center, Inc.	Channel Medical Center	\$ 607,180	\$ 16,439,200	4%	San Joaquin	12%
	Orland Family Health Center	\$ 114,772	\$ 1,998,257	6%	Glenn	16%
	Chico Family Health Center	\$ 1,107,488	\$ 6,898,324	16%	Butte	19%
	Gridley Family Health Center	\$ 110,154	\$ 965,215	11%	Butte	19%
Del Norte Clinics, Inc. - Ampla Health (4 sites)	Oroville Family Health Center	\$ 803,409	\$ 5,158,727	16%	Butte	19%
	Family Healthcare Network	\$ 1,224,728	\$ 22,992,472	5%	Tulare	11%
Golden Valley Health Centers	Golden Valley Health Center - W. Childs	\$ 1,110,341	\$ 12,523,647	9%	Merced	10%
Hill Country Community Clinic	Hill Country Community Clinic	\$ 312,076	\$ 2,256,353	14%	Shasta	22%
La Maestra Family Clinic, Inc.	La Maestra Family Clinic - Fairmont	\$ 494,118	\$ 10,228,093	5%	San Diego	12%
Lifelong Medical Care, Inc.	Over 60 Health Center	\$ 1,413,685	\$ 4,472,594	32%	Alameda	12%
	Big Valley Medical Center	\$ 250,600	\$ 1,554,249	16%	Lassen	12%
Mountain Valley Health Centers (2 sites)	Butte Valley Health Center	\$ 67,687	\$ 851,729	8%	Siskiyou	25%
	East Bay Native American Health Center	\$ 143,628	\$ 6,773,027	2%	Alameda	12%
Native American Health Center, Inc.	Petaluma Health Center	\$ 972,111	\$ 10,119,990	10%	Sonoma	15%
Petaluma Health Center	Salud Para La Gente	\$ 231,708	\$ 12,759,750	2%	Santa Cruz	13%
Salud Para La Gente	Southwest Community Health Centers	\$ 313,084	\$ 8,434,880	4%	Sonoma	15%
Southwest Community Health Center	St. John's Well Child and Family Center - Dr. Louis	\$ 1,485	\$ 4,541,218	0%	Los Angeles	12%
St. John's Well Child and Family Center	United Health Centers of SJV - Kerman	\$ 191,245	\$ 4,996,423	4%	Fresno	11%
	United Health Centers of SJV - Mendota	\$ 106,644	\$ 4,553,235	2%	Fresno	11%
	United Health Centers of SJV - Parlier	\$ 491,463	\$ 6,447,042	8%	Fresno	11%
Valley Community Clinic	Valley Community Clinic	\$ 196,546	\$ 10,585,432	2%	Los Angeles	12%
Valley Health Team, Inc.	San Joaquin Health Center	\$ 251,563	\$ 4,426,585	6%	Fresno	11%
West Oakland Health Council, Inc.	East Oakland Health Center	\$ 42,204	\$ 1,927,617	2%	Alameda	12%

Footnotes:

<sup>1</sup> Data from OSHPD website ([http://www.oshpd.ca.gov/hid/Products/Hospitals/Utilization/PC\\_SC\\_Utilization.html](http://www.oshpd.ca.gov/hid/Products/Hospitals/Utilization/PC_SC_Utilization.html)). File: HID - 2011 Primary Care Clinic Annual Utilization Report (PCC11\_util\_data\_FINAL.xls) (FYE Jan 1, 2011 to Dec 31, 2011). Percentages were calculated from the file data.

<sup>2</sup> Beneficiary data from Center for Medicare & Medicaid Services website (<http://www.cms.gov>): Medicare County Enrollment as of July 1, 2010 California (Aged & Disabled). Percentages calculated by dividing beneficiary data by county population figures from Dept. of Finance (E-1 County Population Estimates, 2012).

<sup>3</sup> Total column refers to Total Gross Revenue reported from all payor sources.

## Exhibit XV

### HOSPITAL PROJECT LISTING

<u>Facility Name</u>	<u>City</u>
Corcoran District Hospital	Corcoran
El Centro Regional Medical Center	El Centro
Enloe Medical Center	Chico
Henry Mayo Newhall Memorial Hospital	Valencia
Kern Valley Healthcare District	Mountain Mesa
Lodi Memorial Hospital	Lodi
Lompoc Healthcare District	Lompoc
Marshall Medical Center	Placerville
Mayers Memorial Hospital	Fall River Mills
Mendocino Coast District Hospital	Fort Bragg
Mission Community Hospital	Panorama City
St. Rose Hospital	Hayward

Additional copies of this report may be obtained by contacting:

Office of Statewide Health Planning and Development  
Cal-Mortgage Loan Insurance Division  
400 R Street, Suite 470  
Sacramento, CA 95811  
(916) 319-8800    FAX (916) 445-2837  
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