

NUMBER OF LICENSED PRIMARY CARE CLINICS

Clinic Types	2003		2004		2005		2006	
	#	% Chg	#	% Chg	#	% Chg	#	% Chg
Community Clinic	719	N/A	776	7.9%	802	3.4%	836	4.2%
Free Clinic	25	N/A	26	4.0%	31	19.2%	32	3.2%
TOTAL Primary Care Clinics	744	N/A	802	7.8%	833	3.9%	868	4.2%

UNDUPLICATED PATIENTS BY RACE

BOTH Community and Free Clinics	2003		2004		2005		2006	
	# Pats	% Chg	# Pats	% Chg	# Pats	% Chg	# Pats	% Chg
White	2,277,745	N/A	2,556,086	12.2%	2,841,676	11.2%	2,924,428	2.9%
Black	207,084	N/A	227,120	9.7%	234,067	3.1%	256,228	9.5%
Native American / Alaskan Native	59,172	N/A	62,173	5.1%	65,400	5.2%	71,897	9.9%
Asian / Pacific Islander	213,560	N/A	236,586	10.8%	254,493	7.6%	274,332	7.8%
Other / Unknown	540,047	N/A	429,844	-20.4%	364,411	-15.2%	441,747	21.2%
Totals	3,297,608	N/A	3,511,809	6.5%	3,760,047	7.1%	3,968,632	5.5%

UNDUPLICATED PATIENTS BY ETHNICITY

BOTH Community and Free Clinics	2003		2004		2005		2006	
	# Pats	% Chg	# Pats	% Chg	# Pats	% Chg	# Pats	% Chg
Hispanic	1,682,828	N/A	1,837,756	9.2%	2,031,975	10.6%	2,116,752	4.2%
Non-Hispanic	1,390,894	N/A	1,414,459	1.7%	1,470,219	3.9%	1,537,018	4.5%
Unknown	223,886	N/A	259,594	15.9%	257,853	-0.7%	314,862	22.1%
Totals	3,297,608	N/A	3,511,809	6.5%	3,760,047	7.1%	3,968,632	5.5%

UNDUPLICATED PATIENTS BY GENDER

BOTH Community and Free Clinics	2003		2004		2005		2006	
	# Pats	% Chg	# Pats	% Chg	# Pats	% Chg	# Pats	% Chg
Male	1,114,477	N/A	1,207,318	8.3%	1,283,195	6.3%	1,364,291	6.3%
Female	2,183,131	N/A	2,304,491	5.6%	2,476,852	7.5%	2,604,341	5.1%
Totals	3,297,608	N/A	3,511,809	6.5%	3,760,047	7.1%	3,968,632	5.5%

UNDUPLICATED PATIENTS BY AGE

BOTH Community and Free Clinics	2003		2004		2005		2006	
	# Pats	% Chg	# Pats	% Chg	# Pats	% Chg	# Pats	% Chg
Under 1 year	103,218	N/A	112,918	9.4%	121,868	7.9%	125,617	3.1%
1 - 4 years	250,981	N/A	262,849	4.7%	287,617	9.4%	297,025	3.3%
5 - 12 years	384,577	N/A	378,430	-1.6%	405,999	7.3%	421,009	3.7%
13 - 14 years	103,471	N/A	105,749	2.2%	110,290	4.3%	113,585	3.0%
15 - 19 years	360,294	N/A	380,660	5.7%	409,962	7.7%	431,207	5.2%
20 - 34 years	1,026,458	N/A	1,083,838	5.6%	1,162,651	7.3%	1,229,716	5.8%
35 - 44 years	431,850	N/A	463,165	7.3%	489,581	5.7%	509,271	4.0%
45 - 64 years	490,778	N/A	558,650	13.8%	600,069	7.4%	641,067	6.8%
65 and over	145,981	N/A	165,550	13.4%	172,010	3.9%	200,135	16.4%
Totals	3,297,608	N/A	3,511,809	6.5%	3,760,047	7.1%	3,968,632	5.5%

INCOME STATEMENT SUMMARY

BOTH Community and Free Clinics	2003		2004		2005		2006	
	Amount	% of Total Oper Rev	Amount	% of Total Oper Rev	Amount	% of Total Oper Rev	Amount	% of Total Oper Rev
Gross Patient Revenue	\$1,251,559,272	95.5%	\$1,467,608,719	96.6%	\$1,639,469,345	104.1%	\$1,805,032,872	94.7%
Total Write-Offs and Adjustments	\$311,079,622	23.7%	\$366,304,311	24.1%	\$504,612,583	32.1%	\$563,312,605	29.6%
Net Patient Revenue	\$940,479,650	71.7%	\$1,101,304,408	72.5%	\$1,134,856,762	72.1%	\$1,241,720,267	65.2%
Total Other Operating Revenue	\$370,297,233	28.3%	\$417,921,083	27.5%	\$439,410,045	27.9%	\$664,141,605	34.8%
Total Operating Revenue	\$1,310,776,883	100.0%	\$1,519,225,491	100.0%	\$1,574,266,807	100.0%	\$1,905,861,872	100.0%
Total Operating Expenses	\$1,382,093,469	105.4%	\$1,555,411,747	102.4%	\$1,677,749,403	106.6%	\$1,864,457,185	97.8%
Net From Operations	(\$71,316,586)	-5.4%	(\$36,186,256)	-2.4%	(\$103,482,596)	-6.6%	\$41,404,687	2.2%
Encounters	10,282,017	N/A	11,308,113	N/A	11,840,294	N/A	12,473,425	N/A

GROSS PATIENT REVENUE BY PAYER PROGRAM

BOTH Community and Free Clinics	2003		2004		2005		2006	
	Amount	% Chg	Amount	% Chg	Amount	% Chg	Amount	% Chg
Medi-Cal	\$290,266,670	N/A	\$361,482,642	24.5%	\$401,268,746	11.0%	\$435,642,695	8.6%
Medi-Cal Managed Care	\$193,434,844	N/A	\$226,855,528	17.3%	\$257,259,783	13.4%	\$301,300,109	17.1%
Family PACT	\$152,767,405	N/A	\$187,147,425	22.5%	\$214,673,980	14.7%	\$216,703,542	0.9%
Self-Pay / Sliding Fee	\$131,820,131	N/A	\$145,804,601	10.6%	\$172,071,530	18.0%	\$174,842,223	1.6%
Private Insurance	\$74,687,842	N/A	\$91,484,665	22.5%	\$104,929,533	14.7%	\$132,429,958	26.2%
Medicare	\$74,334,154	N/A	\$83,214,900	11.9%	\$83,285,588	0.1%	\$102,320,881	22.9%
EAPC	\$50,758,266	N/A	\$55,734,424	9.8%	\$60,364,688	8.3%	\$81,225,234	34.6%
LA PPP	\$57,932,722	N/A	\$67,098,903	15.8%	\$76,380,052	13.8%	\$73,471,223	-3.8%
Free	\$35,947,047	N/A	\$40,500,986	12.7%	\$41,920,496	3.5%	\$55,408,438	32.2%
County / CMSP / MISP	\$45,067,040	N/A	\$50,698,914	12.5%	\$50,957,999	0.5%	\$48,112,815	-5.6%
Medicare Managed Care	\$30,280,828	N/A	\$36,703,788	21.2%	\$39,243,561	6.9%	\$43,015,154	9.6%
All Other Payers	\$40,001,058	N/A	\$40,845,573	2.1%	\$44,281,216	8.4%	\$42,765,218	-3.4%
Healthy Families	\$21,399,505	N/A	\$24,965,484	16.7%	\$29,653,100	18.8%	\$33,536,868	13.1%
CHDP	\$24,946,053	N/A	\$25,519,399	2.3%	\$28,903,513	13.3%	\$29,402,135	1.7%
Breast Cancer	\$10,448,971	N/A	\$14,322,207	37.1%	\$19,082,619	33.2%	\$21,009,375	10.1%
Other County	\$11,010,688	N/A	\$7,927,867	-28.0%	\$8,326,368	5.0%	\$7,232,406	-13.1%
Alameda Alliance	\$6,410,596	N/A	\$7,249,788	13.1%	\$6,866,573	-5.3%	\$6,614,598	-3.7%
San Diego Medical Plan	\$45,452	N/A	\$51,625	13.6%	\$0	-100.0%	\$0	N/A
Totals	\$1,251,559,272	N/A	\$1,467,608,719	17.3%	\$1,639,469,345	11.7%	\$1,805,032,872	10.1%

WRITE-OFFS BY PAYER PROGRAM

BOTH Community and Free Clinics	2003		2004		2005		2006	
	Amount	% Chg	Amount	% Chg	Amount	% Chg	Amount	% Chg
Alameda Alliance	\$490,568	N/A	\$186,526	-62.0%		N/A	\$85,052	N/A
All Other Payers	\$15,487,837	N/A	\$17,019,066	9.9%	\$18,264,559	7.3%	\$16,372,623	-10.4%
Breast Cancer	\$4,953,443	N/A	\$7,157,558	44.5%	\$11,007,121	53.8%	\$11,675,166	6.1%
CHDP	\$7,487,069	N/A	\$7,168,722	-4.3%	\$9,248,992	29.0%	\$9,620,478	4.0%
County / CMSP / MISP	\$4,211,804	N/A	\$6,782,733	61.0%	\$12,109,632	78.5%	\$16,107,818	33.0%
EAPC	\$24,150,714	N/A	\$28,015,027	16.0%	\$37,496,804	33.8%	\$58,603,316	56.3%
Family PACT	\$36,652,664	N/A	\$54,641,782	49.1%	\$79,533,107	45.6%	\$78,204,825	-1.7%
Free	\$40,098,415	N/A	\$40,181,116	0.2%	\$41,920,496	4.3%	\$55,408,438	32.2%
Healthy Families	\$7,156,753	N/A	\$9,771,698	36.5%	\$13,354,380	36.7%	\$14,984,869	12.2%
LA PPP	\$10,592,138	N/A	\$6,292,732	-40.6%	\$43,826,127	596.5%	\$57,529,977	31.3%
Medi-Cal	\$29,031,584	N/A	\$36,597,531	26.1%	\$41,728,089	14.0%	\$31,005,420	-25.7%
Medi-Cal Managed Care	\$27,754,038	N/A	\$38,611,017	39.1%	\$42,848,312	11.0%	\$42,447,817	-0.9%
Medicare	\$12,706,448	N/A	\$17,439,577	37.2%	\$17,668,286	1.3%	\$20,029,822	13.4%
Medicare Managed Care	\$346,996	N/A	\$1,225,703	253.2%	\$1,260,057	2.8%	\$434,725	-65.5%
Other County	\$2,284,571	N/A	\$1,764,862	-22.7%	\$2,762,370	56.5%	\$3,028,680	9.6%
Private Insurance	\$20,170,402	N/A	\$26,127,620	29.5%	\$34,408,657	31.7%	\$48,653,336	41.4%
San Diego Medical Plan	\$0	N/A	\$0	N/A	\$0	N/A	\$0	N/A
Self-Pay / Sliding Fee	\$67,504,178	N/A	\$67,321,041	-0.3%	\$97,175,594	44.3%	\$99,120,243	2.0%
Totals	\$311,079,622	N/A	\$366,304,311	17.8%	\$504,612,583	37.8%	\$563,312,605	11.6%

NET PATIENT REVENUE BY PAYER PROGRAM

BOTH Community and Free Clinics	2003		2004		2005		2006	
	Amount	% Chg	Amount	% Chg	Amount	% Chg	Amount	% Chg
Alameda Alliance	\$5,920,028	N/A	\$7,063,262	19.3%		N/A	\$6,529,546	N/A
All Other Payers	\$24,513,221	N/A	\$23,826,507	-2.8%	\$26,016,657	9.2%	\$26,392,595	1.4%
Breast Cancer	\$5,495,528	N/A	\$7,164,649	30.4%	\$8,075,498	12.7%	\$9,334,209	15.6%
CHDP	\$17,458,984	N/A	\$18,350,677	5.1%	\$19,654,521	7.1%	\$19,781,657	0.6%
County / CMSP / MISP	\$40,855,236	N/A	\$43,916,181	7.5%	\$38,848,367	-11.5%	\$32,004,997	-17.6%
EAPC	\$26,607,552	N/A	\$27,719,397	4.2%	\$22,867,884	-17.5%	\$22,621,918	-1.1%
Family PACT	\$116,114,741	N/A	\$132,505,643	14.1%	\$135,140,873	2.0%	\$138,498,717	2.5%
Free	(\$4,151,368)	N/A	\$319,870	-107.7%	\$0	-100.0%	\$0	N/A
Healthy Families	\$14,242,752	N/A	\$15,193,786	6.7%	\$16,298,720	7.3%	\$18,551,999	13.8%
LA PPP	\$47,340,584	N/A	\$60,806,171	28.4%	\$32,553,925	-46.5%	\$15,941,246	-51.0%
Medi-Cal	\$261,235,086	N/A	\$324,885,111	24.4%	\$359,540,657	10.7%	\$404,637,275	12.5%
Medi-Cal Managed Care	\$165,680,806	N/A	\$188,244,511	13.6%	\$214,411,471	13.9%	\$258,852,292	20.7%
Medicare	\$61,627,706	N/A	\$65,775,323	6.7%	\$65,617,302	-0.2%	\$82,291,059	25.4%
Medicare Managed Care	\$29,933,832	N/A	\$35,478,085	18.5%	\$37,983,504	7.1%	\$42,580,429	12.1%
Other County	\$8,726,117	N/A	\$6,163,005	-29.4%	\$5,563,998	-9.7%	\$4,203,726	-24.4%
Private Insurance	\$54,517,440	N/A	\$65,357,045	19.9%	\$70,520,876	7.9%	\$83,776,622	18.8%
San Diego Medical Plan	\$45,452	N/A	\$51,625	13.6%	\$0	-100.0%	\$0	N/A
Self-Pay / Sliding Fee	\$64,315,953	N/A	\$78,483,560	22.0%	\$74,895,936	-4.6%	\$75,721,980	1.1%
Totals	\$940,479,650	N/A	\$1,101,304,408	17.1%	\$1,134,856,762	3.0%	\$1,241,720,267	9.4%

Notes and References

TERM	
Unduplicated Number of Patients:	The number of patients visiting the clinic, counted once, regardless of the number of visits and encounters.
Encounter:	A face to face meeting between a patient and a licensed or certified healthcare provider who exercised independent judgement in the provision of health.
Primary Care Clinics:	Non-Profit clinics (IRS 503, c) licensed as either Community Clinics or Free Clinics.