



OFFICE OF STATEWIDE HEALTH PLANNING & DEVELOPMENT

## ANNUAL REPORTS TO THE LEGISLATURE

AS OF JUNE 30, 2011

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### CAL-MORTGAGE LOAN INSURANCE DIVISION

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*“Equitable Healthcare Accessibility for California”*

***State of California***

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***Health and Human Services Agency***

Diana S. Dooley, Secretary

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

Robert P. David, Director

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

Carl A. McLaney, Deputy Director

***Advisory Loan Insurance Committee***

*As of June 30, 2011*

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Dwayne Jones, Vice Chair

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David Kears

Fredric J. Prager

Robert Taylor

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, 2011

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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 12<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 FYE 2011, 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 reviews borrower 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, nine loans were added to the portfolio. All the new borrowers 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 its 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. Last, 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 on-going project monitoring. During FYE 2011, staff visited 40 sites and no discriminatory practices were observed during these visits. Furthermore, staff maintains 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, 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 one hospital, one skilled nursing facility, and one primary care clinic. 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 13 hospitals, 3 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 the 13 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 validates 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 2011 made reasonable assurances that its 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 its 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 its patients and medical staff relating to its 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 2010-2011

(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>
Channing House	Palo Alto	MULTI-CCRC	7/8/2010	\$ 64,020,000	New
Mendocino Coast Hospital	Fort Bragg	HOSP-DIST	7/8/2010	2,875,000	New
Vocational Visions	Mission Viejo	ADC-DD	7/9/2010	2,370,000	New
North Kern South Tulare Hospital District	Delano	SNF	9/9/2010	7,115,000	New
Sierra View Homes Inc.	Reedley	MULTI-OTH	9/30/2010	13,325,000	Refinance Plus <sup>1</sup>
Community Program For Persons With Developmental Disabilities	Los Gatos	GH-DD	2/17/2011	76,970,000	New
United Health Centers of the San Joaquin Valley, Inc.	Parlier	CLINIC-PC	4/20/2011	5,020,000	New
Lincoln Glen Manor for Senior Citizens	San Jose	MULTI-OTH	4/27/2011	14,000,000	Refinance Plus <sup>1</sup>
Southern California Development Corporation of the V O A, Inc.	El Centro	CDRF	4/28/2011	4,495,000	New
<b>Total Projects Insured</b>	<b>9</b>			<b>\$ 190,190,000</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	43%	49%	70%	50%	Kings	32%
El Centro Regional Medical Center	70%	65%	60%	70%	Imperial	46%
Enloe Medical Center	75%	69%	53%	66%	Butte	42%
Henry Mayo Newhall Memorial Hospital	62%	61%	36%	52%	Los Angeles	36%
Kern Valley Healthcare District	92%	88%	66%	78%	Kern	38%
Lodi Memorial Hospital Association, Inc.	80%	72%	70%	73%	San Joaquin	37%
Lompoc District Hospital	83%	69%	58%	66%	Santa Barbara	33%
Marshall Medical Center	78%	78%	61%	66%	El Dorado	27%
Mayers Memorial Hospital District	86%	70%	64%	70%	Shasta	45%
Mendocino Coast Health Care District	83%	79%	63%	71%	Mendocino	45%
Mission Community Hospital	87%	82%	87%	69%	Los Angeles	36%
Oroville Hospital	80%	77%	69%	75%	Butte	42%
St. Rose Hospital	85%	75%	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). Percentages calculated by dividing beneficiary data with county population figures from Department of Finance (E-1 County Population Estimates, 2011).

<sup>3</sup> Dept. of Health Services, Research & Analytics Studies Section, Medi-Cal Beneficiary Profiles by County July 2010. Percentages calculated by dividing beneficiary data with county population figures from Department of Finance (E-1 County Population Estimates, 2011).

# 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	508	1,188	43%	184	372	49%	23,659	33,622	70%	\$ 7,937,264	\$ 15,813,794	50%
El Centro Regional Medical Center	17,198	24,467	70%	4,303	6,615	65%	84,229	139,826	60%	\$ 328,652,257	\$ 472,399,636	70%
Enloe Medical Center	51,181	68,480	75%	10,178	14,750	69%	118,146	221,402	53%	\$ 861,974,004	\$ 1,301,488,112	66%
Henry Mayo Newhall Memorial Hospital	36,464	59,148	62%	7,806	12,713	61%	31,040	85,827	36%	\$ 548,366,219	\$ 1,048,825,227	52%
Kern Valley Healthcare District	24,689	26,915	92%	819	936	88%	12,878	19,460	66%	\$ 51,726,925	\$ 66,676,907	78%
Lodi Memorial Hospital Association, Inc.	31,207	38,907	80%	5,703	7,906	72%	125,832	179,868	70%	\$ 740,481,550	\$ 1,007,956,985	73%
Lompoc District Hospital	36,708	44,026	83%	1,852	2,667	69%	35,587	60,834	58%	\$ 53,997,722	\$ 82,420,082	66%
Marshall Medical Center	21,327	27,442	78%	4,306	5,542	78%	212,725	351,392	61%	\$ 487,906,483	\$ 738,065,031	66%
Mayers Memorial Hospital District	25,597	29,916	86%	484	691	70%	8,490	13,188	64%	\$ 22,003,353	\$ 31,625,654	70%
Mendocino Coast Health Care District	4,882	5,898	83%	971	1,234	79%	28,978	46,161	63%	\$ 62,226,757	\$ 88,003,155	71%
Mission Community Hospital	29,040	33,428	87%	5,610	6,872	82%	52,478	60,166	87%	\$ 126,180,233	\$ 181,560,461	69%
Oroville Hospital	29,759	37,046	80%	7,245	9,458	77%	188,918	275,733	69%	\$ 392,798,594	\$ 520,292,317	75%
St. Rose Hospital	34,561	40,581	85%	5,592	7,424	75%	41,562	81,584	51%	\$ 539,489,058	\$ 692,839,155	78%

Footnotes:

<sup>1</sup> Data from OSHPD website (<http://www.oshpd.ca.gov/HID/Products/Hospitals/AnnFinanData/PivotProfles/default.asp>). File: HAFD2010 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	\$ 7,549,439	\$ 9,784,035	77%	Sacramento	35%
Keiro Nursing Home	\$ 17,100,998	\$ 22,207,715	77%	Los Angeles	36%
North Kern - South Tulare Hospital District	\$ 10,728,531	\$ 12,009,211	89%	Kern	38%

Footnotes:

<sup>1</sup> Data from OSHPD website (<http://www.oshpd.ca.gov/HID/Products/LTC/AnnFinanciData/PivotProfls/default.asp>). File: LTCFinancialPivot2010/LTC Facilities Annual Financial Pivot Profile (FYE Jan 1, 2010 to Dec 31, 2010).

<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). Percentages calculated by dividing beneficiary data with county population figures from Department of Finance (E-1 County Population Estimates, 2011).

<sup>3</sup> Dept. of Health Services, Research & Analytics Studies Section, Medi-Cal Beneficiary Profiles by County July 2010. Percentages calculated by dividing beneficiary data with county population figures from Department of Finance (E-1 County Population Estimates, 2011).

# 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	\$ 10,157,051	\$ 13,680,538	74%	Los Angeles	36%
Asian Health Services, Inc.	Asian Health Service	\$ 5,713,890	\$ 11,324,016	50%	Alameda	28%
Clinicas de Salud del Pueblo (2 sites)	Clinicas de Salud del Pueblo - Brawley	\$ 3,727,595	\$ 5,839,479	64%	Imperial	46%
	Clinicas de Salud del Pueblo - Calexico	\$ 2,791,726	\$ 4,400,007	63%	Imperial	46%
Clinicas del Camino Real, Inc. (2 sites)	Clinicas del Camino Real, Oxnard	\$ 2,727,745	\$ 5,896,289	46%	Ventura	28%
	Clinicas del Camino Real, Ventura	\$ 2,068,619	\$ 4,409,305	47%	Ventura	28%
Community Health Centers of the Central Coast	Nipomo Community Medical Center	\$ 1,621,267	\$ 2,855,016	57%	San Luis Obispo	29%
Community Health Systems, Inc.	Inland Empire Health Ctr. - Bloomington	\$ 1,089,901	\$ 2,118,588	51%	San Bernardino	33%
Community Medical Center, Inc.	Channel Medical Center	\$ 6,541,559	\$ 11,354,591	58%	San Joaquin	37%
Del Norte Clinics, Inc. - Ampla Health (4 sites)	Orland Family Health Center	\$ 1,044,016	\$ 1,842,773	57%	Glenn	41%
	Chico Family Health Center	\$ 3,817,947	\$ 6,096,036	63%	Butte	42%
	Gridley Family Health Center	\$ 485,247	\$ 877,879	55%	Butte	42%
	Oroville Family Health Center	\$ 3,463,990	\$ 5,000,090	69%	Butte	42%
Family Health Care Network	Family Healthcare Network	\$ 13,160,458	\$ 23,432,851	56%	Tulare	48%
Golden Valley Health Centers	Golden Valley Health Center - W. Childs	\$ 4,754,102	\$ 8,361,705	57%	Merced	42%
Hill Country Community Clinic	Hill Country Community Clinic	\$ 1,148,819	\$ 2,278,719	50%	Shasta	45%
La Maestra Family Clinic, Inc.	La Maestra Family Clinic - Fairmont	\$ 4,127,875	\$ 6,753,187	61%	San Diego	26%
Lifelong Medical Care, Inc.	Over 60 Health Center	\$ 2,677,912	\$ 2,977,489	90%	Alameda	28%
Mountain Valley Health Centers (2 sites)	Big Valley Medical Center	\$ 675,808	\$ 1,868,534	36%	Lassen	27%
	Butte Valley Health Center	\$ 437,961	\$ 922,825	47%	Siskiyou	48%
Native American Health Center, Inc.	East Bay Native American Health Center	\$ 4,007,376	\$ 5,992,418	67%	Alameda	28%
Petaluma Health Center	Petaluma Health Center	\$ 4,013,592	\$ 7,948,784	50%	Sonoma	28%
Salud Para La Gente	Salud Para La Gente	\$ 5,269,916	\$ 8,690,331	61%	Santa Cruz	29%
Southwest Community Health Center	Southwest Community Health Centers	\$ 1,747,692	\$ 4,677,642	37%	Sonoma	28%
United Health Center of the San Joaquin Valley (3 sites)	United Health Centers of SJV - Kerman	\$ 2,340,610	\$ 3,803,149	62%	Fresno	44%
	United Health Centers of SJV - Mendota	\$ 2,644,972	\$ 3,855,681	69%	Fresno	44%
	United Health Centers of SJV - Parlier	\$ 2,884,523	\$ 6,513,310	44%	Fresno	44%
Valley Community Clinic	Valley Community Clinic	\$ 1,228,322	\$ 7,432,525	17%	Los Angeles	36%
Valley Health Team, Inc.	San Joaquin Health Center	\$ 2,309,873	\$ 4,039,185	57%	Fresno	44%
West Oakland Health Council, Inc.	East Oakland Health Center	\$ 878,004	\$ 2,101,484	42%	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 - 2009 Primary Care Clinic Annual Utilization Report PCC09\_util\_data\_FINAL.xls (FYE Jan 1 2009 to Dec 31 2009). 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). Percentages calculated by dividing beneficiary data with county population figures from Dept. of Finance (E-1 County Population Estimates, 2011).  
<sup>4</sup> Dept. of Health Services, Research & Analytics Studies Section, Medi-Cal Beneficiary Profiles by County, July 2010. Percentages calculated by dividing beneficiary data with county population figures from Dept. of Finance (E-1 County Population Estimates, 2011).

**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	16%	22%	44%	28%	Kings	23%
El Centro Regional Medical Center	21%	24%	43%	28%	Imperial	32%
Enloe Medical Center	15%	17%	18%	16%	Butte	24%
Henry Mayo Newhall Memorial Hospital	11%	12%	15%	10%	Los Angeles	24%
Kern Valley Healthcare District	83%	40%	30%	39%	Kern	27%
Lodi Memorial Hospital Association, Inc.	26%	23%	37%	23%	San Joaquin	25%
Lompoc District Hospital	66%	22%	22%	26%	Santa Barbara	19%
Marshall Medical Center	11%	11%	15%	13%	El Dorado	10%
Mayers Memorial Hospital District	82%	30%	18%	33%	Shasta	23%
Mendocino Coast Health Care District	12%	21%	13%	15%	Mendocino	25%
Mission Community Hospital	46%	43%	14%	32%	Los Angeles	24%
Oroville Hospital	20%	25%	29%	25%	Butte	24%
St. Rose Hospital	37%	41%	39%	35%	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 2010. Percentages calculated by dividing beneficiary data with county population figures from Dept. of Finance (E-1 County Population Estimates, 2011).

## 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	192	1,188	16%	82	372	22%	14,659	33,622	44%	\$ 4,506,291	\$ 15,813,794	28%
El Centro Regional Medical Center	5,143	24,467	21%	1,610	6,615	24%	59,618	139,826	43%	\$ 130,859,869	\$ 472,399,636	28%
Enloe Medical Center	10,509	68,480	15%	2,523	14,750	17%	39,755	221,402	18%	\$ 206,514,101	\$ 1,301,488,112	16%
Henry Mayo Newhall Memorial Hospital	6,794	59,148	11%	1,472	12,713	12%	12,544	85,827	15%	\$ 109,046,279	\$ 1,048,825,227	10%
Kern Valley Healthcare District	22,291	26,915	83%	370	936	40%	5,851	19,460	30%	\$ 25,755,334	\$ 66,676,907	39%
Lodi Memorial Hospital Association, Inc.	10,062	38,907	26%	1,833	7,906	23%	66,218	179,868	37%	\$ 233,292,854	\$ 1,007,956,985	23%
Lompoc District Hospital	29,236	44,026	66%	596	2,667	22%	13,181	60,834	22%	\$ 21,401,158	\$ 82,420,082	26%
Marshall Medical Center	2,964	27,442	11%	598	5,542	11%	51,629	351,392	15%	\$ 96,638,027	\$ 738,065,031	13%
Mayers Memorial Hospital District	24,492	29,916	82%	206	691	30%	2,364	13,188	18%	\$ 10,477,851	\$ 31,625,654	33%
Mendocino Coast Health Care District	721	5,898	12%	256	1,234	21%	6,094	46,161	13%	\$ 13,121,283	\$ 88,003,155	15%
Mission Community Hospital	15,350	33,428	46%	2,968	6,872	43%	8,145	60,166	14%	\$ 58,513,390	\$ 181,560,461	32%
Oroville Hospital	7,506	37,046	20%	2,366	9,458	25%	81,059	275,733	29%	\$ 130,061,223	\$ 520,292,317	25%
St. Rose Hospital	15,131	40,581	37%	3,044	7,424	41%	31,992	81,584	39%	\$ 244,119,687	\$ 692,839,155	35%

Footnotes:

<sup>1</sup> Data from OSHPD website (<http://www.oshpd.ca.gov/HID/Products/Hospitals/AnnFinanData/PivotProfles/default.asp>). File: HAFD2010 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	\$ 4,409,403	\$ 9,784,035	45%	Sacramento	22%
Keiro Nursing Home	\$ 12,303,627	\$ 22,207,715	55%	Los Angeles	24%
North Kern - South Tulare Hospital District	\$ 8,891,920	\$ 12,009,211	74%	Kern	27%

Footnotes:

<sup>1</sup> Data from OSHPD website (<http://www.oshpd.ca.gov/HID/Products/LTC/AnnFinanclData/PivotProfls/default.asp>). File: LTCFinancialPivot2010/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 2010. Percentages calculated by dividing beneficiary data with county population figures from Department of Finance (E-1 County Population Estimates, 2011).

# 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	\$ 9,133,439	\$13,680,538	67%	Los Angeles	24%
Asian Health Services, Inc.	Asian Health Service	\$ 4,109,802	\$11,324,016	36%	Alameda	16%
Clinicas de Salud del Pueblo (2 sites)	Clinicas de Salud del Pueblo - Brawley	\$ 2,746,160	\$ 5,839,479	47%	Imperial	32%
	Clinicas de Salud del Pueblo - Calexico	\$ 2,018,745	\$ 4,400,007	46%	Imperial	32%
Clinicas del Camino Real, Inc. (2 sites)	Clinicas del Camino Real, Oxnard	\$ 2,453,573	\$ 5,896,289	42%	Ventura	15%
	Clinicas del Camino Real, Ventura	\$ 1,825,919	\$ 4,409,305	41%	Ventura	15%
Community Health Centers of the Central Coast	Nipomo Community Medical Center	\$ 1,288,237	\$ 2,855,016	45%	San Luis Obispo	12%
Community Health Systems, Inc.	Inland Empire Health Ctr. - Bloomington	\$ 998,594	\$ 2,118,588	47%	San Bernardino	22%
Community Medical Center, Inc.	Channel Medical Center	\$ 5,733,407	\$11,354,591	50%	San Joaquin	25%
	Orland Family Health Center	\$ 970,125	\$ 1,842,773	53%	Glenn	26%
Del Norte Clinics, Inc. - Ampla Health (4 sites)	Chico Family Health Center	\$ 2,945,805	\$ 6,096,036	48%	Butte	24%
	Gridley Family Health Center	\$ 411,813	\$ 877,879	47%	Butte	24%
	Oroville Family Health Center	\$ 2,694,571	\$ 5,000,090	54%	Butte	24%
	Family Healthcare Network	\$11,930,248	\$23,432,851	51%	Tulare	37%
Golden Valley Health Centers	Golden Valley Health Center - W. Childs	\$ 4,103,341	\$ 8,361,705	49%	Merced	32%
Hill Country Community Clinic	Hill Country Community Clinic	\$ 898,554	\$ 2,278,719	39%	Shasta	23%
La Maestra Family Clinic, Inc.	La Maestra Family Clinic - Fairmont	\$ 3,991,585	\$ 6,753,187	59%	San Diego	14%
Lifelong Medical Care, Inc.	Over 60 Health Center	\$ 374,371	\$ 2,977,489	13%	Alameda	16%
	Big Valley Medical Center	\$ 433,423	\$ 1,868,534	23%	Lassen	15%
Mountain Valley Health Centers (2 sites)	Butte Valley Health Center	\$ 368,319	\$ 922,825	40%	Siskiyou	24%
	East Bay Native American Health Center	\$ 3,874,957	\$ 5,992,418	65%	Alameda	16%
Native American Health Center, Inc.	Petaluma Health Center	\$ 3,065,082	\$ 7,948,784	39%	Sonoma	12%
Petaluma Health Center	Salud Para La Gente	\$ 5,168,406	\$ 8,690,331	59%	Santa Cruz	16%
Salud Para La Gente	Southwest Community Health Centers	\$ 1,546,773	\$ 4,677,642	33%	Sonoma	12%
Southwest Community Health Center	United Health Centers of SJV - Kerman	\$ 1,855,136	\$ 3,803,149	49%	Fresno	33%
	United Health Centers of SJV - Mendota	\$ 2,578,627	\$ 3,855,681	67%	Fresno	33%
	United Health Centers of SJV - Parlier	\$ 2,406,799	\$ 6,513,310	37%	Fresno	33%
United Health Center of the San Joaquin Valley (3 sites)	Valley Community Clinic	\$ 1,150,273	\$ 7,432,525	15%	Los Angeles	24%
Valley Community Clinic	San Joaquin Health Center	\$ 2,095,574	\$ 4,039,185	52%	Fresno	33%
Valley Health Team, Inc.	East Oakland Health Center	\$ 828,514	\$ 2,101,484	39%	Alameda	16%
West Oakland Health Council, Inc.						

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 - 2009 Primary Care Clinic Annual Utilization Report (PCC09\_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 Services, Research & Analytics Studies Section, Medi-Cal Beneficiary Profiles by County, July 2010. Percentages calculated by dividing beneficiary data with county population figures from Dept. of Finance (E-1 County Population Estimates, 2011).

### 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	27%	27%	27%	22%	Kings	9%
El Centro Regional Medical Center	49%	41%	18%	42%	Imperial	13%
Enloe Medical Center	59%	52%	35%	50%	Butte	19%
Henry Mayo Newhall Memorial Hospital	50%	50%	22%	42%	Los Angeles	12%
Kern Valley Healthcare District	9%	48%	36%	39%	Kern	11%
Lodi Memorial Hospital Association, Inc.	54%	49%	33%	50%	San Joaquin	12%
Lompoc District Hospital	17%	47%	37%	40%	Santa Barbara	14%
Marshall Medical Center	67%	67%	46%	53%	El Dorado	16%
Mayers Memorial Hospital District	4%	40%	46%	36%	Shasta	22%
Mendocino Coast Health Care District	71%	58%	50%	56%	Mendocino	19%
Mission Community Hospital	41%	38%	74%	37%	Los Angeles	12%
Oroville Hospital	60%	52%	39%	50%	Butte	19%
St. Rose Hospital	48%	34%	12%	43%	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). Percentages calculated by dividing beneficiary data with county population figures from Department of Finance (E-1 County Population Estimates, 2011).

## 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	316	1,188	27%	102	372	27%	9,000	33,622	27%	\$ 3,430,973	\$ 15,813,794	22%
El Centro Regional Medical Center	12,055	24,467	49%	2,693	6,615	41%	24,611	139,826	18%	\$197,792,388	\$ 472,399,636	42%
Enloe Medical Center	40,672	68,480	59%	7,655	14,750	52%	78,391	221,402	35%	\$655,459,903	\$1,301,488,112	50%
Henry Mayo Newhall Memorial Hospital	29,670	59,148	50%	6,334	12,713	50%	18,496	85,827	22%	\$439,319,940	\$1,048,825,227	42%
Kern Valley Healthcare District	2,398	26,915	9%	449	936	48%	7,027	19,460	36%	\$ 25,971,591	\$ 66,676,907	39%
Lodi Memorial Hospital Association, Inc.	21,145	38,907	54%	3,870	7,906	49%	59,614	179,868	33%	\$507,188,696	\$1,007,956,985	50%
Lompoc District Hospital	7,472	44,026	17%	1,256	2,667	47%	22,406	60,834	37%	\$ 32,596,564	\$ 82,420,082	40%
Marshall Medical Center	18,363	27,442	67%	3,708	5,542	67%	161,096	351,392	46%	\$391,268,456	\$ 738,065,031	53%
Mayers Memorial Hospital District	1,105	29,916	4%	278	691	40%	6,126	13,188	46%	\$ 11,525,502	\$ 31,625,654	36%
Mendocino Coast Health Care District	4,161	5,898	71%	715	1,234	58%	22,884	46,161	50%	\$ 49,105,474	\$ 88,003,155	56%
Mission Community Hospital	13,690	33,428	41%	2,642	6,872	38%	44,333	60,166	74%	\$ 67,666,843	\$ 181,560,461	37%
Oroville Hospital	22,253	37,046	60%	4,879	9,458	52%	107,859	275,733	39%	\$262,737,371	\$ 520,292,317	50%
St. Rose Hospital	19,430	40,581	48%	2,548	7,424	34%	9,570	81,584	12%	\$295,369,371	\$ 692,839,155	43%

Footnotes:

<sup>1</sup> Data from OSHPD website (<http://www.oshpd.ca.gov/HID/Products/Hospitals/AnnFinanData/PivotProfles/default.asp>). File: HAFD2010 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	\$ 3,140,036	\$ 9,784,035	32%	Sacramento	13%
Keiro Nursing Home	\$ 4,797,371	\$ 22,207,715	22%	Los Angeles	12%
North Kern - South Tulare Hospital District	\$ 1,836,611	\$ 12,009,211	15%	Kern	11%

#### Footnotes:

<sup>1</sup> Data from OSHPD website (<http://www.oshpd.ca.gov/HID/Products/LTC/AnnFinanciData/PivotProfls/default.asp>). File: LTCFinancialPivot2010/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). Percentages calculated by dividing beneficiary data with county population figures from Dept. of Finance (E-1 County Population Estimates, 2011).

# 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	\$ 1,023,612	\$ 13,680,538	7%	Los Angeles	12%
Asian Health Services, Inc.	Asian Health Service	\$ 1,604,088	\$ 11,324,016	14%	Alameda	12%
Clinicas de Salud del Pueblo (2 sites)	Clinicas de Salud del Pueblo - Brawley	\$ 981,435	\$ 5,839,479	17%	Imperial	13%
	Clinicas de Salud del Pueblo - Calexico	\$ 772,981	\$ 4,400,007	18%	Imperial	13%
Clinicas del Camino Real, Inc. (2 sites)	Clinicas del Camino Real, Oxnard	\$ 274,172	\$ 5,896,289	5%	Ventura	13%
	Clinicas del Camino Real, Ventura	\$ 242,700	\$ 4,409,305	6%	Ventura	13%
Community Health Centers of the Central Coast, Inc	Nipomo Community Medical Center	\$ 333,030	\$ 2,855,016	12%	San Luis Obispo	17%
Community Health Systems, Inc.	Inland Empire Health Ctr. - Bloomington	\$ 91,307	\$ 2,118,588	4%	San Bernardino	10%
Community Medical Center, Inc.	Channel Medical Center	\$ 808,152	\$ 11,354,591	7%	San Joaquin	12%
	Orland Family Health Center	\$ 73,891	\$ 1,842,773	4%	Glenn	16%
Del Norte Clinics, Inc. - Ampla Health (4 sites)	Chico Family Health Center	\$ 872,142	\$ 6,096,036	14%	Butte	19%
	Gridley Family Health Center	\$ 73,434	\$ 877,879	8%	Butte	19%
	Oroville Family Health Center	\$ 769,419	\$ 5,000,090	15%	Butte	19%
Family Health Care Network	Family Healthcare Network	\$ 1,230,210	\$ 23,432,851	5%	Tulare	11%
Golden Valley Health Centers	Golden Valley Health Center - W. Childs	\$ 650,761	\$ 8,361,705	8%	Merced	10%
Hill Country Community Clinic	Hill Country Community Clinic	\$ 250,265	\$ 2,278,719	11%	Shasta	22%
La Maestra Family Clinic, Inc.	La Maestra Family Clinic - Fairmont	\$ 136,290	\$ 6,753,187	2%	San Diego	13%
Lifelong Medical Care, Inc.	Over 60 Health Center	\$ 2,303,541	\$ 2,977,489	77%	Alameda	12%
Mountain Valley Health Centers (2 sites)	Big Valley Medical Center	\$ 242,385	\$ 1,868,534	13%	Lassen	12%
	Butte Valley Health Center	\$ 69,642	\$ 922,825	8%	Siskiyou	24%
Native American Health Center, Inc.	East Bay Native American Health Center	\$ 132,419	\$ 5,992,418	2%	Alameda	12%
Petaluma Health Center	Petaluma Health Center	\$ 948,510	\$ 7,948,784	12%	Sonoma	15%
Salud Para La Gente	Salud Para La Gente	\$ 101,510	\$ 8,690,331	1%	Santa Cruz	13%
Southwest Community Health Center	Southwest Community Health Centers	\$ 200,919	\$ 4,677,642	4%	Sonoma	15%
United Health Center of the San Joaquin Valley (3 sites)	United Health Centers of SJV - Kerman	\$ 485,474	\$ 3,803,149	13%	Fresno	12%
	United Health Centers of SJV - Mendota	\$ 66,345	\$ 3,855,681	2%	Fresno	12%
	United Health Centers of SJV - Parlier	\$ 477,724	\$ 6,513,310	7%	Fresno	12%
Valley Community Clinic	Valley Community Clinic	\$ 78,049	\$ 7,432,525	1%	Los Angeles	12%
Valley Health Team, Inc.	San Joaquin Health Center	\$ 214,299	\$ 4,039,185	5%	Fresno	12%
West Oakland Health Council, Inc.	East Oakland Health Center	\$ 49,490	\$ 2,101,484	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 - 2009 Primary Care Clinic Annual Utilization Report (PCC09\_util\_data\_FINAL.xls) (FYE Jan 1, 2009 to Dec 31, 2009). 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). Percentages calculated by dividing beneficiary data with county population figures from Dept. of Finance (E-1 County Population Estimates, 2011).

<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
Oroville Hospital	Oroville
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  
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