

§ 999.5(d)(5)(C)

Description of Services to Medi-Cal, County Indigent and Other Classes of Patients

A description of the medical services provided by Seton Medical Center to Medi-Cal patients, county indigent patients and other classes of patients is set forth in the Community Health Impact Report, attached to Section (5) (G) of this application, and is incorporated by reference herein. The data and/or information provided by Seton Medical Center in response to this section represents its best estimate of the costs of the medical services provided by Seton Medical Center to its Medi-Cal, Medicare, managed care, county indigent and other classes of patients. Generally, all types of medically necessary hospital services are available to these classes of patients.

Relevant excerpts from the Community Health Impact Report are attached hereto.

Profile and Key Services: Seton Medical Center (SMC), Daly City, CA

- SMC is an acute care hospital located in Daly City, CA, with a licensed capacity of 357 beds, of which 274 are general acute care beds and 83 are sub-acute and skilled nursing beds
- Founded as Mary's Help Hospital in 1893, SMC serves the people of San Francisco and San Mateo Counties with a comprehensive range of inpatient and outpatient healthcare services
- In keeping with the DCHS mission to provide quality, accessible healthcare services to the community, SMC's St. Elizabeth Ann Seton New Life Center's program offers a comprehensive perinatal program to low-income women
- The San Francisco Heart & Vascular Institute, a Center of Excellence at SMC, has been recognized by major insurance carriers for expertise and institutional commitment in providing integrated cardiac care that meets high standards
- Other centers of excellence include the San Francisco Spine Institute and the San Francisco Center for Advanced Wound Care, each with clinical outcomes among the best in the nation
- SMC ranked #5 in U.S. News and World Report Best Hospital San Francisco Metropolitan Area 2010-11 with three high-performing specialties: gynecology; kidney disorders; and orthopedics and joint replacement
- In FY2013, SMC and its subsidiary Seton Coastside (SMCC) together provided more than \$27 million in community benefit programs and services to the community, as well as more than \$47 million in care for the elderly

Key services at Seton Medical Center include:

- Cardiovascular Services
- Cancer Care / Oncology
- Diabetes Services
- Emergency Services
- Imaging & Laboratory Services

- Orthopedics and Joint Replacement
- Palliative Care
- Rehabilitation Services
- Spine Care
- Spiritual Care
- Stroke Care
- Surgical Services
- Women's Health
- Wound Care

Profile and Key Services: Seton Medical Center Coastside (SMCC), Moss Beach, CA

- SMCC is an accredited rural hospital providing emergency services, skilled nursing care and outpatient ancillary services
- SMCC is a subsidiary of SMC and operates under its license. SMCC receives administrative, information technology and other ancillary support services from SMC.
- The facility has a licensed capacity of 121 beds, of which five are acute/emergency department beds and 116 are skilled nursing beds
- SMCC and its predecessors have been providing services in the area since 1970
- SMCC operates a 24-hour standby emergency department, the only such facility on the Pacific Coast from Daly City to Santa Cruz
- SMCC offers several inpatient and outpatient programs, including, spiritual care, community outreach and emergency services

Key services at Seton Coastside include:

- Skilled Nursing
- Coastside Community Outreach Programs
- Emergency Services
- Physical, occupational and speech therapy
- Radiology/mammography
- Laboratory
- RotaCare Clinic
- Spiritual Care Services

Cost and Revenue by Payer (SMC and SMCC)

- SMC and SMCC rely on government programs for reimbursement of services with Medicare and Medi-Cal participants

- Medicare and Medi-Cal accounted for approximately 55% and 16% of patient days at SMC in FY2012, and approximately 55% and 15% in FY2013, respectively
- SMCC relies heavily on Medi-Cal for its occupancy
 - Medi-Cal participants accounted for approximately 50% of all patient days over the past two years
- The skilled nursing facility at SMCC had a payor mix of approximately 89% in January, 2014
 - SMCC is one of only a few standalone SNFs in the region that accepts Medi-Cal
- In 2014, the ALOS for Medi-Cal patients was more than 5x longer than any other payor
- On July 23, 2013, the San Mateo County Supervisors approved the initial allocation of Measure A funding of \$12 million to SMC (nine-month period between October 2013 and June 2014)
 - \$2 million was allocated for seismic compliance work
 - \$500,000 has been dedicated to fund a strategic plan for the hospitals to be conducted in collaboration with the County by February 2014
 - As originally contemplated, a long-term allocation of Measure A funding would amount to approximately \$135 million, or \$15 million per annum, over the next nine years

**Seton Medical Center
Cost of Services by Payer Category
FY 2010 - 2014**

	2010	2011	2012	2013	2014
Operating Expenses	\$297,374,146	\$310,145,213	\$286,950,046	\$298,967,395	\$282,932,167
Adjusted Operating Expenses	\$289,373,153	\$287,236,915	\$264,555,692	\$273,955,577	\$271,451,513
Cost of Services by Payer					
Medicare	\$145,842,321	\$146,808,283	\$130,720,920	\$137,587,002	\$136,719,992
Medi-Cal	\$67,504,648	\$64,164,249	\$62,617,542	\$65,038,694	\$62,026,020
Third Party	\$67,011,014	\$69,653,910	\$62,269,338	\$65,770,664	\$66,386,884
Other	\$9,015,170	\$6,610,472	\$8,947,892	\$5,559,217	\$6,318,617

**Seton Medical Center
Net Patient Revenue by Payer
FY 2010 - 2014**

	2010	2011	2012	2013	2014
Medicare	\$108,266,550	\$104,676,034	\$96,709,412	\$102,570,971	\$94,562,126
Medi-Cal	\$38,434,614	\$48,826,265	\$48,808,462	\$59,389,612	\$38,424,288
Third Party	\$131,833,711	\$132,675,194	\$112,187,230	\$109,606,300	\$114,035,900
Other	(\$2,563,413)	\$113,360	\$354,860	(\$5,539,291)	(\$4,422,721)
Total	<u>\$275,971,462</u>	<u>\$286,290,853</u>	<u>\$258,059,964</u>	<u>\$266,027,592</u>	<u>\$242,599,593</u>

Source: OSHPD Disclosure Reports 2010 - 2014

Patient Origin

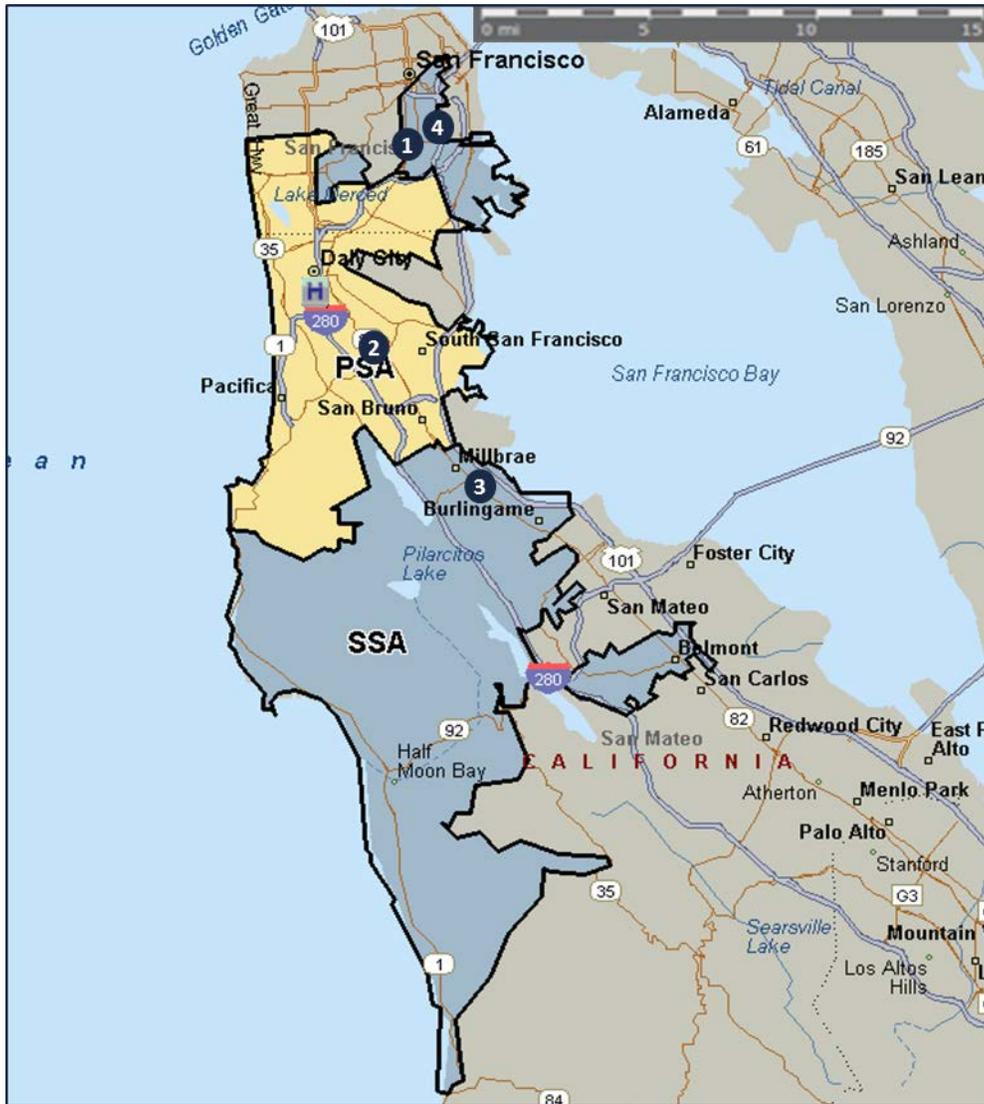
The table below demonstrates that 20 zip codes comprise the service area from which 85.9% of St. Francis Medical Center's inpatient discharges originated in CY 2011. The top three zip codes account for 52.2% of total discharges.

ZIP Code	Community	Seton Discharges	Percent of Total	Cumulative Percent	Service Area Total Discharges	Seton Market Share
94015	Daly City	1,733	23.5%	23.5%	4,624	37.5%
94014	Daly City	1,116	15.1%	38.7%	3,361	33.2%
94080	South San Francisc	998	13.5%	52.2%	5,330	18.7%
94044	Pacifica	752	10.2%	62.4%	2,874	26.2%
94112	San Francisco	453	6.1%	68.6%	6,908	6.6%
94066	San Bruno	414	5.6%	74.2%	3,501	11.8%
94134	San Francisco	184	2.5%	76.7%	3,743	4.9%
94132	San Francisco	162	2.2%	78.9%	1,999	8.1%
94116	San Francisco	93	1.3%	80.2%	4,345	2.1%
94019	Half Moon Bay	88	1.2%	81.3%	1,173	7.5%
94110	San Francisco	77	1.0%	82.4%	6,300	1.2%
94124	San Francisco	76	1.0%	83.4%	4,185	1.8%
94030	Millbrae	51	0.7%	84.1%	1,951	2.6%
94127	San Francisco	50	0.7%	84.8%	1,615	3.1%
94010	Burlingame	41	0.6%	85.4%	3,162	1.3%
94103	San Francisco	20	0.3%	85.6%	3,549	0.6%
94002	Belmont	11	0.1%	85.8%	1,988	0.6%
94083	South San Francisc	6	0.1%	85.9%	33	18.2%
94011	Burlingame	3	0.0%	85.9%	35	8.6%
94016	Daly City	3	0.0%	85.9%	14	21.4%
<i>Subtotal</i>		<u>6,331</u>	<u>85.9%</u>			
All Other		1,036	14.1%	100.0%		
Total		<u><u>7,367</u></u>	<u><u>100.0%</u></u>			

Source: OSHPD 2011 Inpatient Database

Note: Excludes normal newborns

Seton Medical Center Hospital Service Area Map



Daughters of Charity Health System



Seton Medical Center



Primary Service Area



Secondary Service Area



Area Hospitals

1. CA Pacific Med. Ctr. – St. Luke's
2. Kaiser Hospital – South San. Fran.
3. Peninsula Med. Ctr.
4. San. Fran. General Hosp. Med. Ctr.

Service Area Population and Demographic Profile

The total population in Seton Medical Center's service area is expected to growth at a rate of 1.0% annually through CY 2019, with the fastest growth occurring in the 65+ age cohort.

Age Cohort	Estimated 2014		Projected 2019		CAGR	Cumulative Change 2014-2019
	Population	Percent of Total	Population	Percent of Total		
Service Area						
0-17	137,305	18.8%	143,454	18.6%	0.9%	4.5%
18-44	278,423	38.1%	275,902	35.8%	-0.2%	-0.9%
45-64	206,739	28.3%	217,838	28.3%	1.1%	5.4%
65+	108,489	14.8%	132,866	17.3%	4.1%	22.5%
Total	730,956	100.0%	770,060	100.0%	1.0%	5.3%
California						
0-17	9,313,067	24.2%	9,388,558	23.3%	0.2%	0.8%
18-44	14,639,527	38.0%	14,892,503	37.0%	0.3%	1.7%
45-64	9,786,617	25.4%	10,244,346	25.4%	0.9%	4.7%
65+	4,810,836	12.5%	5,734,627	14.2%	3.6%	19.2%
Total	38,550,047	100.0%	40,260,034	100.0%	0.9%	4.4%

Source: Claritas 2014 Database

The service area households are more affluent compared to the state of California overall, with a median household income of \$76,734 compared to the state median of \$54,015.

Socioeconomic Indicator	Estimated 2014	Projected 2019	CAGR	Cumulative Change 2014-2019
Service Area				
Population	730,956	770,060	1.0%	5.3%
Households	252,909	267,313	1.1%	5.7%
Average Household Size	2.8	2.8	0.0%	-0.1%
Median Household Income	\$76,734	\$85,869	2.3%	11.9%
Average Household Income	\$108,184	\$119,584	2.0%	10.5%
Income Distribution				
Under \$25,000	15.6%	14.0%	-1.0%	-5.1%
\$25,000-\$49,999	17.4%	16.0%	-0.5%	-2.6%
\$50,000-\$99,999	28.5%	27.2%	0.1%	0.6%
\$100,000 +	38.5%	42.8%	3.3%	17.6%
California				
Population	38,550,047	40,260,034	0.9%	4.4%
Households	13,003,529	13,592,743	0.9%	4.5%
Average Household Size	2.9	2.9	0.0%	0.0%
Median Household Income	\$54,015	\$56,929	1.1%	5.4%
Average Household Income	\$81,689	\$87,810	1.5%	7.5%
Income Distribution				
Under \$25,000	21.9%	20.5%	-0.5%	-2.4%
\$25,000-\$49,999	22.3%	21.4%	0.1%	0.6%
\$50,000-\$99,999	29.2%	28.6%	0.5%	2.4%
\$100,000 +	26.6%	29.5%	3.0%	15.8%