

Title 11, Cal. Admin. Code, § 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 Saint Louise Regional Hospital 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 Saint Louise Regional Hospital in response to this section represents its best estimate of the costs of the medical services provided by Saint Louise Regional Hospital 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: Saint Louise Regional Hospital (SLRH), Gilroy, CA

- SLRH is a community acute care hospital offering a wide range of services in a 200,000 square-foot campus to residents in both Santa Clara and San Benito counties
- The hospital has a licensed capacity of 93 beds, of which 72 are general acute care beds and 21 are skilled nursing beds
- SLRH and its predecessors have been providing services in the area since 1929
- In order to serve growing communities in southern Santa Clara County, the hospital relocated to its current location in Gilroy, CA in December 1999
- SLRH is a Certified Primary Stroke Center as designated by The Joint Commission
- SLRH strives to be the center for health and healing in the community, offering diabetes education classes in both Spanish and English, an outpatient nutritional counseling program and many other classes and support groups
- In FY2013, SLRH provided more than \$13 million in community benefit programs and services to the community

Key services include:

- surgical services,
- general medicine,
- maternal and child health services
- emergency services
- diagnostic imaging,
- cardiopulmonary,
- nuclear medicine,
- dialysis,
- physical medicine,
- critical/intensive care,

- telemetry and wound care, which offers the latest in hyperbaric medicine

Cost and Revenue by Payer

- SLRH is a net receiver of supplemental funding under the Provider Fee and Meaningful Use government programs
- Reimbursement of services with Medicare and Medi-Cal participants accounted for approximately 44% and 22% of patient days in FY2012, and approximately 44% and 21% in FY2013, respectively
- Medicare and Medi-Cal participants accounted for more than 65% of all patient days over the past two fiscal years

**Saint Louise Regional Hospital
Cost of Services by Payer Category
FY 2010 - 2014**

	2010	2011	2012	2013	2014
Operating Expenses	\$86,548,677	\$89,344,104	\$87,585,604	\$89,265,897	\$94,212,585
Adjusted Operating Expenses	\$83,151,534	\$82,850,274	\$81,222,695	\$82,052,109	\$90,397,708
Cost of Services by Payer					
Medicare	\$33,487,886	\$35,129,865	\$34,017,231	\$35,596,279	\$38,443,716
Medi-Cal	\$19,462,340	\$18,577,488	\$18,147,377	\$17,377,392	\$19,792,726
Third Party	\$25,569,307	\$24,634,347	\$23,520,552	\$24,103,193	\$26,620,837
Other	\$4,632,000	\$4,508,574	\$5,537,534	\$4,975,245	\$5,540,429

**Saint Louise Regional Hospital
Net Patient Revenue by Payer
FY 2010 - 2014**

	2010	2011	2012	2013	2014
Medicare	\$30,791,471	\$36,387,906	\$31,521,041	\$29,686,487	\$28,131,489
Medi-Cal	\$14,478,319	\$13,805,038	\$15,135,301	\$14,229,285	\$13,276,066
Third Party	\$38,192,112	\$37,972,081	\$38,452,693	\$36,378,836	\$43,329,261
Other	\$438,657	\$540,662	\$105,452	(\$1,921,822)	(\$4,500,536)
Total	\$83,900,559	\$88,705,687	\$85,214,487	\$78,372,786	\$80,236,280

Source: OSHPD Disclosure Reports 2010 - 2014

Patient Origin

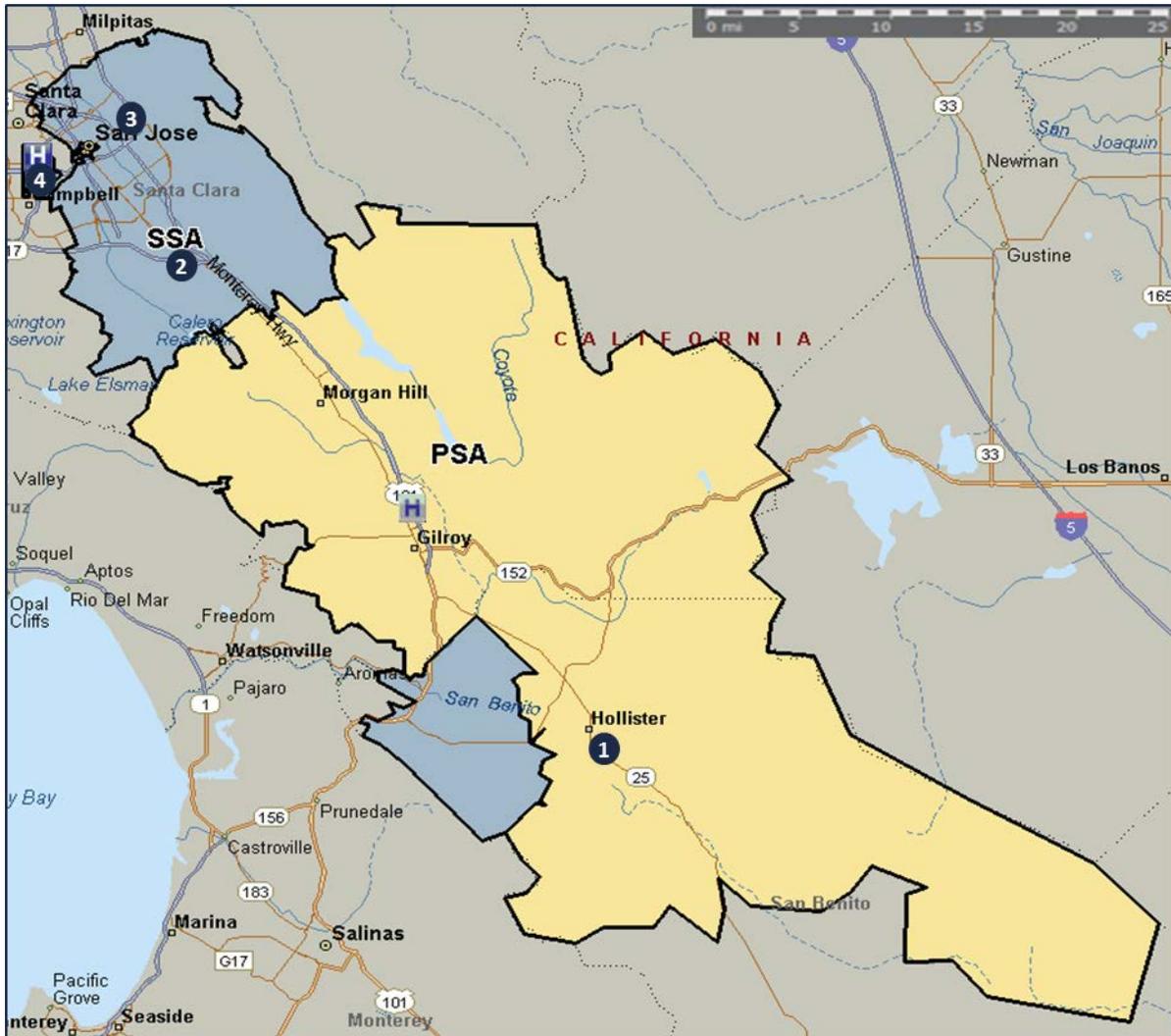
The table below demonstrates that 28 zip codes comprise the service area from which 92.2% of St. Francis Medical Center's inpatient discharges originated in CY 2011. The top two zip codes account for 69.5% of total discharges.

ZIP Code	Community	St. Louise Discharges	Percent of Total	Cumulative Percent	Service Area Total Discharges	St. Louise Market Share
95020	Gilroy	1,670	46.8%	46.8%	4,588	36.4%
95037	Morgan Hill	810	22.7%	69.5%	3,186	25.4%
95023	Hollister	393	11.0%	80.5%	4,412	8.9%
95046	San Martin	178	5.0%	85.5%	611	29.1%
95021	Gilroy	76	2.1%	87.6%	167	45.5%
95045	San Juan Bautista	53	1.5%	89.1%	326	16.3%
95038	Morgan Hill	41	1.1%	90.2%	137	29.9%
95123	San Jose	13	0.4%	90.6%	4,744	0.3%
95024	Hollister	12	0.3%	90.9%	169	7.1%
95122	San Jose	7	0.2%	91.1%	4,595	0.2%
95127	San Jose	7	0.2%	91.3%	5,185	0.1%
95111	San Jose	6	0.2%	91.5%	4,561	0.1%
95112	San Jose	5	0.1%	91.6%	4,253	0.1%
95116	San Jose	5	0.1%	91.8%	4,729	0.1%
95120	San Jose	5	0.1%	91.9%	2,161	0.2%
95128	San Jose	4	0.1%	92.0%	3,372	0.1%
95133	San Jose	4	0.1%	92.1%	1,749	0.2%
95110	San Jose	3	0.1%	92.2%	1,447	0.2%
95119	San Jose	3	0.1%	92.3%	693	0.4%
95121	San Jose	3	0.1%	92.4%	2,681	0.1%
95148	San Jose	3	0.1%	92.5%	2,825	0.1%
95164	San Jose	3	0.1%	92.5%	50	6.0%
95118	San Jose	2	0.1%	92.6%	2,538	0.1%
95125	San Jose	2	0.1%	92.7%	4,488	0.0%
95131	San Jose	2	0.1%	92.7%	1,803	0.1%
95132	San Jose	2	0.1%	92.8%	2,642	0.1%
95135	San Jose	2	0.1%	92.8%	1,497	0.1%
95136	San Jose	2	0.1%	92.9%	3,166	0.1%
<i>Subtotal</i>		<u>3,316</u>	<u>92.9%</u>			
All Other		254	7.1%	100.0%		
Total		<u>3,570</u>	<u>100.0%</u>			

Source: OSHPD 2011 Inpatient Database

Note: Excludes normal newborns

Saint Louise Regional Hospital Service Area Map



Daughters of Charity Health System

-  **St. Louise Regional Hosp.**
-  **O'Connor Hospital**
-  **Primary Service Area**
-  **Secondary Service Area**

-  **Area Hospitals**
- 1. Hazel Hawkins Memorial Hosp.
- 2. Kaiser Hospital – San Jose
- 3. Regional Med. Ctr. of San Jose
- 4. Santa Clara Valley Med. Ctr.

Service Area Population and Demographic Profile

The total population in St. Louise Regional Hospital's service area is expected to grow at a rate of 1.1% 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	246,115	25.2%	254,151	24.6%	0.6%	3.3%
18-44	372,037	38.0%	372,998	36.1%	0.1%	0.3%
45-64	249,681	25.5%	272,129	26.3%	1.7%	9.0%
65+	109,941	11.2%	134,991	13.1%	4.2%	22.8%
Total	977,774	100.0%	1,034,269	100.0%	1.1%	5.8%
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 less affluent compared to the state of California overall, with a median household income of \$82,626 compared to the state median of \$54,015.

Socioeconomic Indicator	Estimated 2014	Projected 2019	CAGR	Cumulative Change 2014-2019
Service Area				
Population	977,774	1,034,269	1.1%	5.8%
Households	298,000	316,544	1.2%	6.2%
Average Household Size	3.3	3.2	-0.1%	-0.3%
Median Household Income	\$82,626	\$89,120	1.5%	7.9%
Average Household Income	\$105,681	\$114,306	1.6%	8.2%
Income Distribution				
Under \$25,000	16.0%	14.7%	-0.5%	-2.6%
\$25,000-\$49,999	17.8%	17.0%	0.3%	1.4%
\$50,000-\$99,999	28.5%	27.1%	0.2%	1.0%
\$100,000 +	37.7%	41.2%	3.1%	16.2%
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%