# CHILDREN'S HOSPITAL AND HEALTH SYSTEM, INC. AND AFFILIATES

**CONSOLIDATED FINANCIAL REPORT** 

**JUNE 2017** 

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## Children's Hospital and Health System, Inc. Management Discussion and Analysis of Financial Performance Six Months Ended June 30, 2017

The financial statements contained here represent the activity of Children's Hospital and Health System, Inc. and Affiliates (System). Children's Hospital of Wisconsin, Inc. (Hospital) and Children's Hospital of Wisconsin Foundation, Inc. (Foundation) are the only corporations that comprise the Children's Hospital and Health System, Inc. Obligated Group (Obligated Group). Obligated Group-only information can be found in the Supplemental Schedules starting on page 7.

The financial information furnished herein is unaudited and thus subject to change; however, in the opinion of management, the information reflects adjustments that are necessary to fairly state the consolidated financial operations of the System for the six month period ended June 30, 2017.

The six months ending June 30, 2017, closed with income from operations of \$21,539,000 compared to \$20,295,000 in 2016. Children's continues to maintain preferred brand and quality status for pediatric care in inpatient and specialty services lines, and continues to focus on growing market share in primary care. In addition, Children's Community Health Plan (CCHP) launched a new commercial exchange product in 2017.

#### Revenue

Total Operating Revenue increased in 2017 over 2016 by \$26,801,000 or 5.4%, with Net Patient Service Revenue (NPSR) and Capitation Revenue accounting for the largest increases. NPSR was impacted most significantly by patient volumes, which increased in 2017 over 2016 across the entire system. Most notably inpatient days increased by 10.9% over 2016 volumes driven by a more severe viral season in the first quarter of 2017 and increased NICU activity for the first half of 2017. In addition, outpatient visits increased at the Milwaukee and regional clinic locations, Primary Care sites and urgent care locations. Offsetting the increase in patient volume was a decrease in overall reimbursement driven by a higher government payer mix at both the Milwaukee and Fox Valley hospital locations. The increase in Capitation Revenue resulted from a capitation rate increase for CCHP's Medicaid product along with enrollment in the new commercial exchange product.

### **Operating Expenses**

Operating Expenses were \$25,557,000 or 5.4% more than the prior year. Salaries increased \$8,837,000 or 5.8% due to the impact of the annual merit increase and clinical staff additions to support strategic system initiatives. Employee Benefits as a percent of Salaries were 24.6% in 2017 and 25.0% in 2016, respectively. Medical Supplies increased \$2,261,000 or 5.8% due to increased pharmacy, immunization, and medical/surgical supplies from increased volumes and patient/procedure mix. Medical Supplies as a percentage of NPSR was 12.2% which was consistent with 2016. Net Medical Claim Expenses increased by \$7,230,000 or 7.3% due to the new commercial marketplace product and increased medical utilization by the Medicaid HMO members. Operation and Maintenance of Facilities increased by \$2,811,000 or 18.3% due to increased lease and utilities expenses.

#### Nonoperating Gains (Losses)

The System reported a net nonoperating gain of \$47,013,000 in 2017 compared to \$24,748,000 in 2016. This increase is due to a higher return on the investment portfolio during the first six months of 2017 and the termination of the interest rate swaps during 2016.

### Other Activity

The System continues to have a strong balance sheet as evidenced by its level of liquidity and low debt. Although Days Cash on Hand decreased slightly from 374 days at December 31, 2016, to 373 days at June 30, 2017, the metric was still above target and total cash and investments increased by \$39,991,000. The increase in total cash and investments was due to positive operating performance and continued strong Foundation investment performance. Cash to debt and debt to capitalization metrics were 380.4% and 18.4% in 2017 compared to 364.7% and 19.3% in 2016, respectively.

The Hospital's portfolio of investments continues to be invested entirely in fixed income securities while the Foundation's investment portfolio was diversified with 30% in fixed income and 70% in a variety of equity funds, as of June 30, 2017. Equities have been outperforming fixed income securities so a rebalance will be completed in August to return to the original 65% equity funds and 35% fixed income allocation. Management, with oversight by the Investment Subcommittee, continually monitors the System's investment portfolio and the investment allocations. The Board of Directors adopted a policy wherein up to 10% of the investment portfolio may be allocated to alternative investments, as defined within that investment policy. The Investment Subcommittee continues to evaluate potential alternative investment options. As of June 30, 2017, \$20.0 million has been committed in alternative investments, with \$800,000 funded.

Capital expenditures of \$22,331,000 were primarily related to expansion and redesign of the NICU, primary care clinic updates and Information Systems infrastructure investments.

The undersigned officer hereby certifies on behalf of Children's Hospital of Wisconsin, Inc., as Obligated Group Agent, that attached hereto are the consolidated and the consolidating statements of revenues and expenses and changes in net assets of the System during the six months ended June 30, 2017, and the consolidating and the consolidated balance sheets of the System as of the end of such fiscal period.

/s/ Marc A. Cadieux

Marc A. Cadieux Treasurer and Chief Financial Officer Children's Hospital and Health System, Inc.

## CHILDREN'S HOSPITAL AND HEALTH SYSTEM, INC. AND AFFILIATES CONSOLIDATED BALANCE SHEET JUNE 2017

|   | JUNE 2017        | DECEMBER 2016    |
|---|------------------|------------------|
| ASSETS Cash and Cash Equivalents        | \$ 150,705,000   | \$ 207,855,000   |
| Net Patient Accounts Receivable         | 84,536,000       | 79,478,000       |
| Other Receivables                       | 43,942,000       | 24,917,000       |
| Inventory of Supplies                   | 8,766,000        | 9,150,000        |
| Prepaids and Other Current Assets       | 15,036,000       | 13,094,000       |
| TOTAL CURRENT ASSETS                    | 302,985,000      | 334,494,000      |
| Investments                             | 810,969,000      | 713,828,000      |
| Assets Limited as to Use                | 218,061,000      | 212,292,000      |
| Net Property and Equipment              | 458,708,000      | 465,265,000      |
| Other Assets                            | 16,894,000       | 16,248,000       |
| TOTAL ASSETS                            | \$ 1,807,617,000 | \$ 1,742,127,000 |
| LIABILITIES AND NET ASSETS              |                  |                  |
| Accounts Payable                        | 32,639,000       | 35,831,000       |
| Accrued Salaries and Benefits           | 30,084,000       | 42,719,000       |
| Personal Leave Benefits                 | 24,184,000       | 22,287,000       |
| Accrued Interest Payable                | 4,924,000        | 4,951,000        |
| Estimated Third-Party Payor Settlements | 4,107,000        | 2,636,000        |
| Current Installment of LTD              | 7,625,000        | 7,697,000        |
| Medical Services Payable (IBNR)         | 25,646,000       | 28,184,000       |
| Other Current Liabilities               | 17,265,000       | 14,945,000       |
| TOTAL CURRENT LIABILITIES               | 146,474,000      | 159,250,000      |
| Net Long Term Debt                      | 245,153,000      | 245,019,000      |
| Accrued Pension Costs                   | 33,990,000       | 35,160,000       |
| Other Liabilities                       | 39,959,000       | 35,746,000       |
| TOTAL LIABILITIES                       | 465,576,000      | 475,175,000      |
| Unrestricted                            | 1,123,980,000    | 1,054,660,000    |
| Temporarily Restricted                  | 60,453,000       | 60,298,000       |
| Permanently Restricted                  | 157,608,000      | 151,994,000      |
| TOTAL NET ASSETS                        | 1,342,041,000    | 1,266,952,000    |
| TOTAL LIABILITIES & NET ASSETS          | \$ 1,807,617,000 | \$ 1,742,127,000 |

## CHILDREN'S HOSPITAL AND HEALTH SYSTEM, INC. AND AFFILIATES STATEMENT OF REVENUE AND EXPENSES SIX MONTHS ENDED JUNE 2017

|  |   | <br>2017          | 2016              |
|--|---|-------------------|-------------------|
| NET PATIENT SERVICE REVENUE                    |   | \$<br>336,934,000 | \$<br>321,361,000 |
| OTHER REVENUE                                  |   |                   |                   |
| Contributions                                  |   | 3,429,000         | 3,251,000         |
| Assets Released from Restrictions              |   | 8,268,000         | 8,199,000         |
| External Grants                                |   | 22,830,000        | 23,185,000        |
| Capitation Revenue                             |   | 137,281,000       | 126,383,000       |
| Other  |   | 9,889,000         | <br>9,451,000     |
| TOTAL OTHER REVENUE                            |   | 181,697,000       | <br>170,469,000   |
| TOTAL OPERATING REVENUE                        |   | 518,631,000       | <br>491,830,000   |
| OPERATING EXPENSES                             |   |                   |                   |
| Salaries                                       |   | 160,282,000       | 151,445,000       |
| Employee Benefits                              |   | 39,471,000        | 37,910,000        |
| Medical Supplies                               |   | 41,031,000        | 38,770,000        |
| Non Medical Supplies and Other                 |   | 13,731,000        | 13,037,000        |
| Net Medical Expenses                           |   | 106,503,000       | 99,273,000        |
| Assessment Tax                                 |   | 5,529,000         | 5,767,000         |
| Purchased Services and Professional Fees       |   | 54,840,000        | 53,565,000        |
| Operation and Maintenance of Facilities        |   | 18,200,000        | 15,389,000        |
| Medical College Physician and Resident Fees    |   | 20,747,000        | 20,432,000        |
| Depreciation                                   |   | 30,044,000        | 29,240,000        |
| Interest                                       |   | <br>6,714,000     | <br>6,707,000     |
| TOTAL OPERATING EXPENSES                       |   | <br>497,092,000   | <br>471,535,000   |
| INCOME FROM OPERATIONS                         |   | 21,539,000        | 20,295,000        |
| NONOPERATING GAINS (LOSSES):                   |   |                   |                   |
| Investment Income                              |   | 11,315,000        | 8,353,000         |
| Changes in Unrealized Gain/Loss on Investments |   | 35,831,000        | 21,154,000        |
| Change in Fair Value of Interest Rate Swaps    |   | -                 | (3,884,000)       |
| Other  |   | <br>(133,000)     | <br>(875,000)     |
| NET NONOPERATING GAINS                         |   | <br>47,013,000    | <br>24,748,000    |
| EXCESS OF REVENUE OVER EXPENSES                | 4 | \$<br>68,552,000  | \$<br>45,043,000  |

## CHILDREN'S HOSPITAL AND HEALTH SYSTEM, INC. AND AFFILIATES CONSOLIDATED STATEMENT OF CHANGES IN NET ASSETS SIX MONTHS ENDED JUNE 2017

|  | JUNE 2017        | <b>JUNE 2016</b> |
|--|------------------|------------------|
| UNRESTRICTED NET ASSETS:                                     |                  |                  |
| Excess of Revenue over Expenses                              | \$ 68,552,000    | \$ 45,043,000    |
| Net Assets Released from Restrictions - Capital Acquisitions | 768,000          | 1,326,000        |
| Increase in Unrestricted Net Assets                          | 69,320,000       | 46,369,000       |
| TEMPORARILY RESTRICTED NET ASSETS:                           |                  |                  |
| Contributions  | 2,849,000        | 3,370,000        |
| Investment Income  | 205,000          | 123,000          |
| Net Assets Released from Restrictions - Capital Acquisitions | (768,000)        | (1,326,000)      |
| Net Assets Released from Restrictions - Operations           | (8,268,000)      | (8,199,000)      |
| Change in Net Unrealized Gains and Losses                    |                  |                  |
| on Restricted Investments                                    | 1,240,000        | 597,000          |
| Endowment Fund - Annual Allocation                           | 4,897,000        | 4,717,000        |
| Increase (Decrease) in Temporarily Restricted Net Assets     | 155,000          | (718,000)        |
| PERMANENTLY RESTRICTED NET ASSETS:                           |                  |                  |
| Contributions  | 722,000          | (105,000)        |
| Investment Income  | 1,402,000        | 929,000          |
| Change in Net Unrealized Gains and Losses                    |                  |                  |
| on Restricted Investments                                    | 8,387,000        | 2,896,000        |
| Endowment Fund - Annual Allocation                           | (4,897,000)      | (4,717,000)      |
| Increase (Decrease) in Permanently Restricted Net Assets     | 5,614,000        | (997,000)        |
| INCREASE IN TOTAL NET ASSETS                                 | 75,089,000       | 44,654,000       |
| NET ASSETS - Beginning of Year                               | 1,266,952,000    | 1,187,310,000    |
| NET ASSETS - End of Period                                   | \$ 1,342,041,000 | \$ 1,231,964,000 |

## CHILDREN'S HOSPITAL AND HEALTH SYSTEM, INC. AND AFFILIATES EXECUTIVE SUMMARY OF COMPARATIVE STATISTICS SIX MONTHS ENDED JUNE 2017

|   | 2017       | 2016       |  |  |
|---|------------|------------|--|--|
| Description   | Actual YTD | Actual YTD |  |  |
| Operating Statistics                                  |            |            |  |  |
| Total FTEs  | 4,457.2    | 4,226.0    |  |  |
| Children's Hospital of Wisconsin Inpatient Statistics |            |            |  |  |
| Patient Days  | 38,742     | 34,928     |  |  |
| Average Daily Census                                  | 214.0      | 191.9      |  |  |
| Admissions  | 4,967      | 4,565      |  |  |
| Average Length of Stay                                | 7.8        | 7.7        |  |  |
| Medical Short Stay Days*                              | 2,487      | 2,720      |  |  |
| Observation Days                                      | 2,745      | 2,842      |  |  |
| Outpatient Visits                                     |            |            |  |  |
| Children's Hospital of Wisconsin                      | 152,214    | 141,970    |  |  |
| Children's Hospital of Wisconsin Emergency Room       | 35,810     | 34,223     |  |  |
| Children's Medical Group                              | 142,929    | 135,492    |  |  |
| Children's Health System - Urgent Care Visits         | 18,455     | 14,421     |  |  |
| Total Outpatient Visits                               | 349,408    | 326,106    |  |  |
| Operating Room  |            |            |  |  |
| Children's Hospital of Wisconsin                      | 7,505      | 7,141      |  |  |
| Surgicenter of Greater Milwaukee                      | 2,250      | 2,368      |  |  |
| Total Operating Room Cases                            | 9,755      | 9,509      |  |  |
| <b>CCHP Member Months</b>                             |            |            |  |  |
| Medicaid HMO Member Months                            | 776,766    | 794,894    |  |  |
| C4Kids Member Months                                  | 18,436     | 18,165     |  |  |
| Together Member Months (Commercial)                   | 17,402     |            |  |  |
| <b>Total CCHP Member Months</b>                       | 812,604    | 813,059    |  |  |
| Children's Hospital Payer Mix                         |            |            |  |  |
| Government  | 53.8%      | 50.7%      |  |  |
| Commercial  | 45.6%      | 48.3%      |  |  |
| Other   | 0.6%       | 1.0%       |  |  |
| Total   | 100.0%     | 100.0%     |  |  |

<sup>\*</sup> Note: 2016 Short Stay Days were restated to conform with definition adopted in 2017.



### CHILDREN'S HOSPITAL AND HEALTH SYSTEM, INC. AND AFFILIATES CONSOLIDATING BALANCE SHEET JUNE 2017

|  | Childrer<br>Hospital<br>Wiscons   | of   | Childre<br>Hospita<br>Wiscon<br>Foundat | l of<br>sin  | Eliminations                 | Obligated<br>Group   | Children's<br>Health<br>System   | Surgicenter<br>of Greater<br>Milwaukee                           | Children's<br>Medical<br>Group   | Children's<br>Community<br>Health Plan  | Children's<br>Service<br>Society of<br>Wisconsin   | Eliminations   | Consolidated<br>Total   |
|--|-----------------------------------|--|---|--|------------------------------|--|--|--|--|---|--|--|---|
| ASSETS  Cash and Cash Equivalents  Net Patient Accounts Receivable  Intercompany Receivable  Other Receivables  Inventory of Supplies  Prepaids and Other Current Assets   | 83,3<br>70,2<br>6,0<br>7,1        | 33,000<br>69,000<br>48,000<br>92,000<br>95,000<br>33,000                     | 28                                      | 32,000<br>-<br>-<br>81,000<br>-<br>64,000                          | (29,813,000)                 | \$ 117,865,000<br>83,369,000<br>40,435,000<br>6,373,000<br>7,195,000<br>4,097,000                                  | \$<br>1,058,000<br>1,762,000<br>108,000<br>970,000<br>-<br>9,960,000                               | \$ 2,352,000<br>1,131,000<br>1,085,000<br>-<br>562,000<br>59,000 | \$ 623,000<br>4,001,000<br>-<br>45,000<br>1,009,000<br>338,000                         | \$ 27,149,000<br>12,000<br>-<br>32,008,000<br>-<br>411,000                                    | \$ 1,658,000<br>164,000<br>-<br>4,546,000<br>-<br>171,000                                | \$ -<br>(5,903,000)<br>(41,628,000)<br>-<br>-                | \$ 150,705,000<br>84,536,000<br>-<br>43,942,000<br>8,766,000<br>15,036,000  |
| Investments Assets Limited as to Use Net Property and Equipment Interest in Net Assets of CHHSF Other Assets   | 262,9<br>404,8<br>564,9           | 70,000<br>77,000<br>-<br>48,000<br>37,000<br>83,000                          | 516,99<br>218,09                        | 77,000<br>96,000<br>95,000<br>03,000<br>-<br>03,000                | (29,813,000) - (564,937,000) | 259,334,000<br>779,973,000<br>218,095,000<br>405,451,000<br>-<br>2,386,000   | <br>13,858,000<br>14,396,000<br>-<br>30,818,000<br>3,700,000<br>10,104,000                         | 5,189,000<br>10,927,000<br>-<br>9,706,000<br>-<br>-              | 6,016,000<br>-<br>9,668,000<br>-<br>4,404,000  | 59,580,000<br>20,035,000<br>-<br>568,000<br>-<br>-  | 6,539,000<br>-<br>2,497,000<br>1,977,000   | (47,531,000)<br>(14,362,000)<br>(34,000)<br>-<br>(5,677,000) | 302,985,000<br>810,969,000<br>218,061,000<br>458,708,000<br>-<br>16,894,000   |
| TOTAL ASSETS   | \$ 1,512,5                        | 15,000   | \$ 747,47                               | 74,000   | \$ (594,750,000)             | \$ 1,665,239,000   | \$<br>72,876,000   | \$ 25,822,000  | \$ 20,088,000  | \$ 80,183,000   | \$ 11,013,000  | \$ (67,604,000)  | \$ 1,807,617,000  |
| LIABILITIES AND NET ASSETS Accounts Payable Accrued Salaries and Benefits Personal Leave Benefits Intercompany Payable Accrued Interest Payable Estimated Third-Party Payor Settlements Current Installment of LTD Medical Services Payable (IBNR) Other Current Liabilities TOTAL CURRENT LIABILITIES | 22,4<br>15,0<br>4,9<br>4,1<br>7,6 | 37,000<br>08,000<br>62,000<br>-<br>24,000<br>07,000<br>25,000<br>-<br>31,000 | 22-<br>33<br>29,8                       | 43,000<br>46,000<br>33,000<br>13,000<br>-<br>-<br>-<br>-<br>35,000 | (29,813,000)                 | 24,180,000<br>22,654,000<br>15,395,000<br>-<br>4,924,000<br>4,107,000<br>7,625,000<br>-<br>2,331,000<br>81,216,000 | 5,060,000<br>3,923,000<br>5,766,000<br>29,381,000<br>-<br>-<br>274,000<br>11,605,000<br>56,009,000 | 101,000<br>68,000<br>174,000<br>                                 | 1,898,000<br>2,266,000<br>994,000<br>8,019,000<br>-<br>-<br>-<br>198,000<br>13,375,000 | 1,062,000<br>374,000<br>384,000<br>234,000<br>-<br>-<br>31,275,000<br>1,879,000<br>35,208,000 | 338,000<br>799,000<br>1,471,000<br>3,994,000<br>-<br>-<br>-<br>-<br>939,000<br>7,541,000 | (41,628,000)<br>-<br>-<br>(5,903,000)<br>-<br>(47,531,000)   | 32,639,000<br>30,084,000<br>24,184,000<br>-<br>4,924,000<br>4,107,000<br>7,625,000<br>25,646,000<br>17,265,000<br>146,474,000 |
| Net Long Term Debt<br>Accrued Pension Costs<br>Other Liabilities<br>TOTAL LIABILITIES  | 31,8<br>18,0                      | 53,000<br>68,000<br>73,000<br>88,000   |   | -<br>78,000<br>13,000  | (29,813,000)                 | 245,153,000<br>31,868,000<br>18,651,000<br>376,888,000   | 13,057,000<br>69,066,000   | 656,000  | 6,884,000<br>20,259,000  | 17,000<br>35,225,000  | 2,122,000<br>1,350,000<br>11,013,000   | (47,531,000)   | 245,153,000<br>33,990,000<br>39,959,000<br>465,576,000  |
| TOTAL NET ASSETS   | 1,137,2                           | -  | 716,00                                  | ,  | (564,937,000)                | 1,288,351,000  | <br>3,810,000  | 25,166,000   | (171,000)  | 44,958,000  |  | (20,073,000)   | 1,342,041,000   |
| TOTAL LIAB. AND NET ASSETS   | \$ 1,512,5                        | 15,000   | \$ 747,47                               | 74,000   | \$ (594,750,000)             | \$ 1,665,239,000   | \$<br>72,876,000   | \$ 25,822,000  | \$ 20,088,000  | \$ 80,183,000   | \$ 11,013,000  | \$ (67,604,000)  | \$ 1,807,617,000  |

### CHILDREN'S HOSPITAL AND HEALTH SYSTEM, INC. AND AFFILIATES CONSOLIDATING BALANCE SHEET DECEMBER 2016

|   | Children's<br>Hospital of<br>Wisconsin   | Children's<br>Hospital of<br>Wisconsin<br>Foundation            | Eliminations     | Obligated<br>Group   | Children's<br>Health<br>System   | Surgicenter<br>of Greater<br>Milwaukee                                | Children's<br>Medical<br>Group   | Children's<br>Community<br>Health Plan   | Children's<br>Service<br>Society of<br>Wisconsin                                 | Eliminations                                  | Consolidated<br>Total  |
|---|--|---|------------------|--|--|---|--|--|--|---|--|
| ASSETS  Cash and Cash Equivalents  Net Patient Accounts Receivable  Intercompany Receivable  Other Receivables  Inventory of Supplies  Prepaids and Other Current Assets  | \$ 140,444,000<br>77,796,000<br>60,916,000<br>5,491,000<br>7,277,000<br>3,601,000                  | \$ 17,985,000<br>-<br>-<br>135,000<br>-<br>256,000              | (28,807,000)     | \$ 158,429,000<br>77,796,000<br>32,109,000<br>5,626,000<br>7,277,000<br>3,857,000                  | \$ 549,000<br>1,065,000<br>107,000<br>705,000<br>-<br>8,072,000                        | \$ 2,590,000<br>857,000<br>936,000<br>-<br>579,000<br>6,000           | \$ 515,000<br>3,826,000<br>-<br>166,000<br>1,294,000<br>221,000          | \$ 44,804,000<br>8,000<br>-<br>13,213,000<br>-<br>713,000                            | \$ 968,000<br>126,000<br>-<br>5,207,000<br>-<br>225,000                          | \$ -<br>(4,200,000)<br>(33,152,000)<br>-<br>- | \$ 207,855,000<br>79,478,000<br>-<br>24,917,000<br>9,150,000<br>13,094,000                                     |
| TOTAL CURRENT ASSETS  | 295,525,000  | 18,376,000  | (28,807,000)     | 285,094,000  | 10,498,000   | 4,968,000   | 6,022,000  | 58,738,000   | 6,526,000  | (37,352,000)                                  | 334,494,000  |
| Investments   | 215,966,000  | 466,986,000   |                  | 682,952,000  | 14,396,000   | 9,711,000   | -  | 21,155,000   | -  | (14,386,000)                                  | 713,828,000  |
| Assets Limited as to Use<br>Temporarily Restricted by Donors<br>Permanently Restricted by Donors  | <u> </u>   | 60,308,000<br>151,994,000                                       |                  | 60,308,000<br>151,994,000  | -  |   | -<br>  | -  | -<br>-   | (10,000)                                      | 60,298,000<br>151,994,000  |
| Total Assets Limited as to Use  | -  | 212,302,000   | -                | 212,302,000  | -  | -   | -  | -  | -  | (10,000)                                      | 212,292,000  |
| Net Property and Equipment<br>Interest in Net Assets of CHHSF<br>Other Assets   | 412,131,000<br>531,227,000<br>1,994,000  | 622,000<br>-<br>102,000   | (531,227,000)    | 412,753,000<br>-<br>2,096,000  | 31,231,000<br>3,184,000<br>10,131,000  | 9,891,000<br>-<br>2,000   | 8,514,000<br>-<br>4,019,000  | 594,000  | 2,282,000<br>2,050,000   | (5,234,000)                                   | 465,265,000<br>-<br>16,248,000   |
| TOTAL ASSETS  | \$ 1,456,843,000   | \$ 698,388,000  | \$ (560,034,000) | \$ 1,595,197,000   | \$ 69,440,000  | \$ 24,572,000   | \$ 18,555,000  | \$ 80,487,000  | \$ 10,858,000  | \$ (56,982,000)                               | \$ 1,742,127,000   |
| LIABILITIES AND NET ASSETS  Accounts Payable Accrued Salaries and Benefits Personal Leave Benefits Intercompany Payable Accrued Interest Payable Estimated Third-Party Payor Settlements Current Installment of LTD Medical Services Payable (IBNR) Other Current Liabilities | 23,468,000<br>31,047,000<br>14,597,000<br>-<br>4,951,000<br>2,636,000<br>7,697,000<br>-<br>735,000 | 529,000<br>495,000<br>292,000<br>28,807,000<br>-<br>-<br>-<br>- | (28,807,000)     | 23,997,000<br>31,542,000<br>14,889,000<br>-<br>4,951,000<br>2,636,000<br>7,697,000<br>-<br>735,000 | 7,651,000<br>5,763,000<br>4,827,000<br>20,224,000<br>-<br>-<br>2,932,000<br>11,395,000 | 128,000<br>85,000<br>155,000<br>-<br>-<br>-<br>-<br>-<br>-<br>182,000 | 2,670,000<br>4,096,000<br>804,000<br>5,687,000<br>-<br>-<br>-<br>121,000 | 835,000<br>355,000<br>275,000<br>2,149,000<br>-<br>-<br>-<br>29,452,000<br>2,013,000 | 550,000<br>878,000<br>1,337,000<br>5,092,000<br>-<br>-<br>-<br>-<br>-<br>499,000 | (33,152,000)<br>-<br>-<br>(4,200,000)         | 35,831,000<br>42,719,000<br>22,287,000<br>-<br>4,951,000<br>2,636,000<br>7,697,000<br>28,184,000<br>14,945,000 |
| TOTAL CURRENT LIABILITIES   | 85,131,000   | 30,123,000  | (28,807,000)     | 86,447,000   | 52,792,000   | 550,000   | 13,378,000   | 35,079,000   | 8,356,000  | (37,352,000)                                  | 159,250,000  |
| Net Long Term Debt<br>Accrued Pension Costs<br>Other Liabilities<br>TOTAL LIABILITIES   | 245,019,000<br>33,068,000<br>16,166,000<br>379,384,000   | 620,000   | (28,807,000)     | 245,019,000<br>33,068,000<br>16,786,000<br>381,320,000   | 13,356,000   | 550,000   | 5,177,000  | 17,000<br>35,096,000   | 2,092,000<br>410,000<br>10,858,000   | (37,352,000)                                  | 245,019,000<br>35,160,000<br>35,746,000<br>475,175,000   |
| TOTAL NET ASSETS  | 1,077,459,000  | 667,645,000   | (531,227,000)    | 1,213,877,000  | 3,292,000  | 24,022,000  |  | 45,391,000   |  | (19,630,000)                                  | 1,266,952,000  |
| TOTAL LIAB. AND NET ASSETS  | \$ 1,456,843,000   | \$ 698,388,000  | \$ (560,034,000) | \$ 1,595,197,000   | \$ 69,440,000  | \$ 24,572,000   | \$ 18,555,000  | \$ 80,487,000  | \$ 10,858,000  | \$ (56,982,000)                               | \$ 1,742,127,000   |

## CHILDREN'S HOSPITAL AND HEALTH SYSTEM, INC. AND AFFILIATES CONSOLIDATING STATEMENT OF REVENUE AND EXPENSES SIX MONTHS ENDED JUNE 2017

|   | Children's<br>Hospital of<br>Wisconsin | Children's<br>Hospital of<br>Wisconsin<br>Foundation | Eliminations | Obligated<br>Group | Children's<br>Health<br>System | Surgicenter<br>of Greater<br>Milwaukee | Children's<br>Medical<br>Group | Children's<br>Community<br>Health Plan | Children's<br>Service<br>Society of<br>Wisconsin | Eliminations    | Consolidated<br>Total                 |
|---|--|--|--------------|--------------------|--------------------------------|--|--------------------------------|--|--|-----------------|---------------------------------------|
| NET PATIENT SERVICE REVENUE                   | \$ 316,823,000                         | \$ -   | -            | 316,823,000        | \$ 4,280,000                   | \$ 4,493,000                           | \$ 26,751,000                  | \$ 27,000                              | \$ 869,000                                       | \$ (16,309,000) | \$ 336,934,000                        |
| OTHER REVENUE                                 |  |  |              |                    |                                |  |                                |  |  |                 |                                       |
| Contributions                                 | -                                      | 3,407,000  | -            | 3,407,000          | -                              | _                                      | -                              | -                                      | 22,000   | -               | 3,429,000                             |
| Assets Released from Restrictions             | 3,060,000                              | 9,037,000  | (3,060,000)  | 9,037,000          | 3,371,000                      | -                                      | 491,000                        | -                                      | 600,000  | (5,231,000)     | 8,268,000                             |
| External Grants                               | 7,015,000                              | · · · · · · -  | -            | 7,015,000          | 635,000                        | _                                      | -                              | -                                      | 15,180,000                                       | -               | 22,830,000                            |
| Capitation Revenue                            | -                                      | _  | -            | -                  | 1,329,000                      | _                                      | _                              | 135,952,000                            | · -  | _               | 137,281,000                           |
| Other   | 9,086,000                              | _  | -            | 9,086,000          | 548,000                        | 193,000                                | 37,000                         | -                                      | 60,000   | (35,000)        | 9,889,000                             |
| Revenue from Related Entities                 | 639,000                                | _  | (4,000)      | 635,000            | 45,957,000                     | 432,000                                | 41,000                         | 537,000                                | 11,000   | (47,613,000)    | , , , , , , , , , , , , , , , , , , , |
| TOTAL OTHER REVENUE                           | 19,800,000                             | 12,444,000   | (3,064,000)  | 29,180,000         | 51,840,000                     | 625,000                                | 569,000                        | 136,489,000                            | 15,873,000                                       | (52,879,000)    | 181,697,000                           |
| TOTAL OPERATING REVENUE                       | 336,623,000                            | 12,444,000   | (3,064,000)  | 346,003,000        | 56,120,000                     | 5,118,000                              | 27,320,000                     | 136,516,000                            | 16,742,000                                       | (69,188,000)    | 518,631,000                           |
| OPERATING EXPENSES                            |  |  |              |                    |                                |  |                                |  |  |                 |                                       |
| Salaries                                      | 91,729,000                             | 1,833,000  | -            | 93,562,000         | 34,087,000                     | 1,057,000                              | 18,445,000                     | 3,085,000                              | 10,046,000                                       | _               | 160,282,000                           |
| Employee Benefits                             | 23,363,000                             | 419,000  | -            | 23,782,000         | 7,692,000                      | 241,000                                | 3,502,000                      | 806,000                                | 3,448,000  | _               | 39,471,000                            |
| Medical Supplies                              | 35,667,000                             | -  | _            | 35,667,000         | 85,000                         | 837,000                                | 4,860,000                      | 1,000                                  | 1,000  | (420,000)       | 41,031,000                            |
| Non Medical Supplies and Other                | 6,577,000                              | 8,691,000  | (3,064,000)  | 12,204,000         | 4,656,000                      | 144,000                                | 520,000                        | 412,000                                | 1,179,000  | (5,384,000)     | 13,731,000                            |
| Net Medical Expenses                          | -                                      | -  | -            | -                  | 15,000                         | -                                      | -                              | 122,797,000                            | -  | (16,309,000)    | 106,503,000                           |
| Assessment Tax                                | 5,442,000                              | _  | -            | 5,442,000          | -                              | 87,000                                 | _                              | -                                      | _  | -               | 5,529,000                             |
| Purchased Services and Professional Fees      | 64,423,000                             | 1,250,000  | _            | 65,673,000         | 20,064,000                     | 917,000                                | 2,173,000                      | 9,514,000                              | 3,025,000  | (46,526,000)    | 54,840,000                            |
| Operation and Maintenance of Facilities       | 11,177,000                             | 15,000   | -            | 11,192,000         | 3,172,000                      | 471,000                                | 2,467,000                      | 204,000                                | 1,243,000  | (549,000)       | 18,200,000                            |
| Medical College Physician and Resident Fees   | 19,355,000                             | -  | _            | 19,355,000         | 766,000                        | -                                      | 373,000                        | 253,000                                | -  | -               | 20,747,000                            |
| Depreciation                                  | 27,053,000                             | 28,000   | _            | 27,081,000         | 1,410,000                      | 484,000                                | 718,000                        | 52,000                                 | 299,000  | _               | 30,044,000                            |
| Interest                                      | 6.712.000                              | <u>-</u>   | _            | 6.712.000          | -                              | 2.000                                  |                                | · -                                    | _  | _               | 6,714,000                             |
| TOTAL OPERATING EXPENSES                      | 291,498,000                            | 12,236,000   | (3,064,000)  | 300,670,000        | 71,947,000                     | 4,240,000                              | 33,058,000                     | 137,124,000                            | 19,241,000                                       | (69,188,000)    | 497,092,000                           |
| NET OPERATING INCOME                          | 45,125,000                             | 208,000  | -            | 45,333,000         | (15,827,000)                   | 878,000                                | (5,738,000)                    | (608,000)                              | (2,499,000)                                      | -               | 21,539,000                            |
| NON OPERATING INCOME (EXPENSE)                |  |  |              |                    |                                |  |                                |  |  |                 |                                       |
| Investment Income                             | 5,099,000                              | 5,962,000  | -            | 11,061,000         | -                              | 123,000                                | -                              | 129,000                                | 2,000  | -               | 11,315,000                            |
| Change in Unrealized Gain/Loss on Investments | 5,000                                  | 35,674,000   | -            | 35,679,000         | -                              | 144,000                                | _                              | 8,000                                  | -  | -               | 35,831,000                            |
| Change in Fair Value of Interest Rate Swaps   | -                                      | -  | -            | -                  | -                              | -                                      | -                              | -                                      | -  | -               | -                                     |
| Other Nonoperating Income (Expense)           | (268,000)                              | -  | -            | (268,000)          | 103,000                        | (1,000)                                | (3,000)                        | 38,000                                 | (2,000)  | -               | (133,000)                             |
| NON OPERATING INCOME (EXPENSE)                | 4,836,000                              | 41,636,000   | -            | 46,472,000         | 103,000                        | 266,000                                | (3,000)                        | 175,000                                | -  | -               | 47,013,000                            |
| EXCESS (DEFICIT) OF REVENUE                   |  |  |              |                    |                                |  |                                |  |  |                 |                                       |
| OVER EXPENSES                                 | \$ 49,961,000                          | \$ 41,844,000  | \$ -         | \$ 91,805,000      | \$ (15,724,000)                | \$ 1,144,000                           | \$ (5,741,000)                 | \$ (433,000)                           | \$ (2,499,000)                                   | \$ -            | \$ 68,552,000                         |

## CHILDREN'S HOSPITAL AND HEALTH SYSTEM, INC. AND AFFILIATES CONSOLIDATING STATEMENT OF REVENUE AND EXPENSES SIX MONTHS ENDED JUNE 2016

|   | Children's<br>Hospital of<br>Wisconsin | Children's<br>Hospital of<br>Wisconsin<br>Foundation | Eliminations | Obligated<br>Group | Children's<br>Health<br>System | Surgicenter<br>of Greater<br>Milwaukee | Children's<br>Medical<br>Group | Children's<br>Community<br>Health Plan | Children's<br>Service<br>Society of<br>Wisconsin | Eliminations    | Consolidated<br>Total |
|---|--|--|--------------|--------------------|--------------------------------|--|--------------------------------|--|--|-----------------|-----------------------|
| NET PATIENT SERVICE REVENUE                   | \$ 300,939,000                         | \$ -   | \$ -         | \$ 300,939,000     | \$ 1,863,000                   | \$ 4,555,000                           | \$ 24,425,000                  | \$ 49,000                              | \$ 790,000                                       | \$ (11,260,000) | \$ 321,361,000        |
| OTHER REVENUE                                 |  |  |              |                    |                                |  |                                |  |  |                 |                       |
| Contributions                                 | -                                      | 3,240,000  | -            | 3,240,000          | -                              | -                                      | -                              | -                                      | 11,000   | -               | 3,251,000             |
| Assets Released from Restrictions             | 3,355,000                              | 10,668,000   | (3,355,000)  | 10,668,000         | 3,286,000                      | -                                      | 240,000                        | -                                      | 591,000  | (6,586,000)     | 8,199,000             |
| External Grants                               | 6,188,000                              | -  | -            | 6,188,000          | 507,000                        | -                                      | -                              | -                                      | 16,490,000                                       | -               | 23,185,000            |
| Capitation Revenue                            | -                                      | -  | -            | -                  | 8,305,000                      | -                                      | -                              | 118,078,000                            | -  | -               | 126,383,000           |
| Other   | 8,606,000                              | -  | -            | 8,606,000          | 547,000                        | 218,000                                | 10,000                         | -                                      | 70,000   | -               | 9,451,000             |
| Revenue from Related Entities                 | 885,000                                | -  | (3,000)      | 882,000            | 45,773,000                     | 410,000                                | 15,000                         | _                                      | 16,000   | (47,096,000)    |                       |
| TOTAL OTHER REVENUE                           | 19,034,000                             | 13,908,000   | (3,358,000)  | 29,584,000         | 58,418,000                     | 628,000                                | 265,000                        | 118,078,000                            | 17,178,000                                       | (53,682,000)    | 170,469,000           |
| TOTAL OPERATING REVENUE                       | 319,973,000                            | 13,908,000   | (3,358,000)  | 330,523,000        | 60,281,000                     | 5,183,000                              | 24,690,000                     | 118,127,000                            | 17,968,000                                       | (64,942,000)    | 491,830,000           |
| OPERATING EXPENSES                            |  |  |              |                    |                                |  |                                |  |  |                 |                       |
| Salaries                                      | 88,716,000                             | 1,683,000  | -            | 90,399,000         | 31,194,000                     | 1,127,000                              | 16,302,000                     | 2,282,000                              | 10,141,000                                       | -               | 151,445,000           |
| Employee Benefits                             | 22,899,000                             | 369,000  | -            | 23,268,000         | 7,070,000                      | 259,000                                | 3,107,000                      | 654,000                                | 3,552,000  | -               | 37,910,000            |
| Medical Supplies                              | 33,710,000                             | -  | -            | 33,710,000         | 108,000                        | 996,000                                | 4,433,000                      | 1,000                                  | 1,000  | (479,000)       | 38,770,000            |
| Non Medical Supplies and Other                | 5,710,000                              | 10,142,000   | (3,358,000)  | 12,494,000         | 4,200,000                      | 121,000                                | 462,000                        | 277,000                                | 2,226,000  | (6,743,000)     | 13,037,000            |
| Net Medical Expenses                          | -                                      | -  | -            | -                  | 6,033,000                      | -                                      | -                              | 104,500,000                            | -  | (11,260,000)    | 99,273,000            |
| Assessment Tax                                | 5,633,000                              | -  | -            | 5,633,000          | -                              | 134,000                                | -                              | -                                      | -  | -               | 5,767,000             |
| Purchased Services and Professional Fees      | 64,746,000                             | 1,117,000  | -            | 65,863,000         | 20,295,000                     | 925,000                                | 2,135,000                      | 7,279,000                              | 2,848,000  | (45,780,000)    | 53,565,000            |
| Operation and Maintenance of Facilities       | 9,566,000                              | 17,000   | -            | 9,583,000          | 2,759,000                      | 468,000                                | 2,035,000                      | 236,000                                | 988,000  | (680,000)       | 15,389,000            |
| Medical College Physician and Resident Fees   | 18,945,000                             | -  | -            | 18,945,000         | 891,000                        | -                                      | 392,000                        | 204,000                                | -  | -               | 20,432,000            |
| Depreciation and Amortization                 | 26,405,000                             | 34,000   | -            | 26,439,000         | 1,543,000                      | 499,000                                | 466,000                        | 54,000                                 | 239,000  | -               | 29,240,000            |
| Interest                                      | 6,707,000                              | -  |              | 6,707,000          | -                              |  |                                | _                                      |  |                 | 6,707,000             |
| TOTAL OPERATING EXPENSES                      | 283,037,000                            | 13,362,000   | (3,358,000)  | 293,041,000        | 74,093,000                     | 4,529,000                              | 29,332,000                     | 115,487,000                            | 19,995,000                                       | (64,942,000)    | 471,535,000           |
| NET OPERATING INCOME                          | 36,936,000                             | 546,000  | -            | 37,482,000         | (13,812,000)                   | 654,000                                | (4,642,000)                    | 2,640,000                              | (2,027,000)                                      | -               | 20,295,000            |
| NON OPERATING INCOME (EXPENSE)                |  |  |              |                    |                                |  |                                |  |  |                 |                       |
| Investment Income                             | 3,959,000                              | 4,114,000  | -            | 8,073,000          | 2,000                          | 113,000                                | -                              | 95,000                                 | 70,000   | -               | 8,353,000             |
| Change in Unrealized Gain/Loss on Investments | 7,807,000                              | 12,817,000   | -            | 20,624,000         | -                              | 418,000                                | -                              | 112,000                                | -  | -               | 21,154,000            |
| Change in Fair Value of Interest Rate Swaps   | (3,884,000)                            | -  | -            | (3,884,000)        | -                              | -                                      | -                              | -                                      | -  | -               | (3,884,000)           |
| Other Nonoperating Income (Expense)           | (869,000)                              | -  | -            | (869,000)          | 233,000                        | -                                      | (15,000)                       | (224,000)                              | -  | -               | (875,000)             |
| NON OPERATING INCOME (EXPENSE)                | 7,013,000                              | 16,931,000   | -            | 23,944,000         | 235,000                        | 531,000                                | (15,000)                       | (17,000)                               | 70,000   | -               | 24,748,000            |
| EXCESS (DEFICIT) OF REVENUE<br>OVER EXPENSES  | \$ 43,949,000                          | \$ 17,477,000  | \$ -         | \$ 61,426,000      | \$ (13,577,000)                | \$ 1,185,000                           | \$ (4,657,000)                 | \$ 2,623,000                           | \$ (1,957,000)                                   | \$ -            | \$ 45,043,000         |