DEAR FRIENDS,

CHOC Children’s doesn’t operate alone. Our success is due to a community of stakeholders who together support our organization in countless ways. From our outstanding associates, medical staff and boards of directors to our tremendous donors, patients and families, every single individual makes an enormous impact.

Why has CHOC attracted such a loyal and enthusiastic community of support, both within our walls and throughout the region and even nationwide? We devoted the 2017 Annual Report to finding out.

Our goal with the Annual Report theme “Through the eyes of...” was to discover how a variety of individuals—and even a therapy dog—view CHOC. How has CHOC touched them? What motivates them to become deeply involved in the organization? Every story sheds light on what makes CHOC truly inspiring.

All of this, of course, leads me to reflect on how I view CHOC. Without a doubt, 2016-2017 has been a tremendous year. There are so many highlights—from opening our new, private-room neonatal intensive care unit in July, to pediatric orthopaedic surgeon Dr. Afshin Aminian being awarded $1 million from CHOC Children’s Foundation’s innovative Philanthropic Venture Funding Program, to continued progress on building our mental health inpatient center.

Through my eyes, I see a selfless community ready to go the distance to advance pediatric care. This includes the thousands of walkers who participated in last year’s CHOC Walk in the Park, presented by Disneyland® Resort, donating close to $3.2 million, to the volunteers who spend hours upon hours improving the lives of patients and families.

I see CHOC Children’s Network—a health system that includes 1,500 pediatric primary care and specialty providers in the region—deliver seamless, quality care to patients. And I see an active Board of Directors and Foundation work together to raise crucial funds, design innovative projects and ensure that children, adolescents and young adults receive the highest quality care in a compassionate, pediatric-centered environment.

I see our precious patients battle diseases day in and day out, supported by a tremendous team of physicians, nurses and associates who are devoted to the health of young people. I feel the energy every day I walk through the doors; the energy of diverse people coming together for a common goal.

Through my eyes, I see a bright future for CHOC Children’s as we continue on our path of excellence in clinical care, innovative research and training the next generation of medical professionals. I am excited for what the next few years will bring.

Kimberly Chavalas Cripe
President and Chief Executive Officer
CHOC Children’s
Imagine one day you are enjoying a carefree life as a college student, with your biggest worry revolving around your next midterm. And then, in a split second, you find yourself hospitalized for an aggressive cancer—torn from your friends, your normal routine, your studies.

In November 2016, this scenario became a reality for Angeliki Pelehrinis, then a 19-year-old junior studying biology at the University of California, Santa Barbara.

"My symptoms started as an intense itching all over my body that later became incredibly painful," Angeliki recalls. "I suffered for three months while nobody could determine the cause of the itching. Then overnight, a Ping-Pong ball-sized lump appeared on my chest."

A trip to the emergency room and a biopsy resulted in a diagnosis of aggressive Hodgkin's lymphoma. Angeliki's pediatrician recommended CHOC Children's, which treats cancer patients up to 26 years of age.

Over the course of eight months, Angeliki endured four rounds of intensive chemotherapy, two rounds of less intensive chemotherapy, and 14 days of radiation. She was hospitalized several times, and experienced multiple side effects including debilitating pain and nausea.

One of Angeliki's life-changing moments during treatment was her involvement with CHOC Children's Adolescent and Young Adult (AYA) cancer program, which is facilitated by specialists from the Cherese Mari Laulhere Child Life Department.

"The program is made up of patients who are also going through cancer treatment. We are so comfortable with one another and find great strength together as we experience ups and downs," she explains. "This is so important because I never felt alone."

AYA activities include picnics, painting classes, bonfires and the AYA prom. "We choose our prom dress and jewelry, and the guys wear tuxes. We have our makeup done and for one magical night we feel glamorous. It's an amazing evening," says Angeliki.

Other memorable moments of Angeliki's CHOC experience include meeting Taboo from The Black Eyed Peas in Seacrest Studios, receiving a visit from the Anaheim Ducks, and spending her birthday in her hospital room decorated like a winter wonderland, complete with gifts from the nurses and a party with food brought in for her family.

In June 2017, Angeliki was declared cancer free, and has since returned to school in Santa Barbara. But through the AYA program, she remains closely connected to CHOC. "I will be mentoring newly diagnosed patients, sharing my experience. We will be starting a Big Patient Little Patient Program, writing notes of encouragement to each other," promises Angeliki.

"I can't imagine going through my cancer treatment without the support of CHOC and the AYA program," she adds. "Even through the rough times, I've had a lot of fun experiences."
THROUGH THE EYES OF A PARENT:  
A MOTHER’S 19-YEAR JOURNEY TO KEEP HER SON HEALTHY, PHYSICALLY AND MENTALLY

Giselle M. Bailey’s 19-year relationship with CHOC Children’s began shortly after the birth of her third child, Gavyn. Her baby boy underwent surgery for kidney failure two hours after being born, and was then transported to CHOC’s neonatal intensive care unit (NICU).

For almost three years, Giselle would drive Gavyn to CHOC twice a week for blood work—with his older siblings tagging along. “Gavyn was too young for a transplant, and the goal was to maintain him until he got older and a kidney could be found,” Giselle recalls. “CHOC became a huge part of our routine.”

Miraculously, just before Gavyn’s third birthday, a perfectly matched cadaver kidney from an adult donor in Albany, N.Y., became available. Giselle’s little boy was rushed to UCLA for the transplant—and thus began the second phase of their journey with CHOC... keeping Gavyn healthy post-transplant. “CHOC has been such an integral part of our lives,” Giselle says. “They are like family.”

It’s been a tough, challenging journey for Giselle and Gavyn. Gavyn must take a slew of medications to keep his body from rejecting the kidney (he spent nine weeks at UCLA after one bout of rejection five years ago). “The drugs are nasty, and cause a range of problems including thickening of his heart muscle, necrosis of his hip, horrible GI issues and multiple bacterial infections,” she says, “not to mention fighting with insurance nonstop to cover the medications.”

What Giselle did not see coming, and what threw this strong mother for a curve, was the deep depression Gavyn experienced going through the medical turmoil. His struggles have included self-medicating and self-harming, all in an attempt to cope with the pain and challenges of his chronic condition.

“Unfortunately, while CHOC was supportive, inpatient pediatric mental health services were non-existent in Orange County. This is why Gavyn and I were so heartened to hear of CHOC’s recent Mental Health Initiative, which includes the creation of inpatient pediatric mental health beds,” Giselle says. Giselle and Gavyn were so enthusiastic that they have become spokespeople for CHOC’s initiative, and Gavyn has served as a CHOC ambassador.

In addition to speaking about his journey, Gavyn shares his music—both at CHOC events and in concerts across the globe. An accomplished guitarist and vocalist, Gavyn has toured the world playing to audiences enthralled with his message of love, identity and adulthood. His songwriting skills captured the attention of Warner/Chappell Music, which offered a publishing deal to Gavyn to write songs for the label.

“I hope that young people who face challenges like mine will continue to connect with my music,” Gavyn says. “The ability to inspire others motivates me as a songwriter.”

For Giselle, it has been a long journey, and she is grateful for the support from CHOC. “I still talk to Dr. Antonio Arrieta, Gavyn’s pediatric infectious disease specialist, to this day. He gave me his cell number and helped guide Gavyn’s medical care. CHOC has made an incredible impact on our lives.”
THROUGH THE EYES OF A NURSE: BUILDING STRONG BONDS WITH BABIES, FAMILIES AND FELLOW STAFF

On July 18, 2017, after years of planning, CHOC Children’s opened an advanced, family-centered 36-bed neonatal intensive care unit (NICU).

In the unit, you will find specially designed private rooms, each with a bassinet, a chair that allows the mother to recline while nursing, a sofa that converts into a bed, locked cabinet, television with a DVR for baby education and privacy curtains.

You will also find Jessie T. McCoy, RN, BSN, and her fellow NICU nurses, devoting their skills and their hearts to caring for these premature infants and worried parents. It’s the only place Jessie could ever imagine spending her 12-hour days.

“Originally, I had wanted to be an elementary school teacher because I have always liked working with children,” Jessie says. “But midway through college I visited my aunt in Texas, and spent an entire shift with her at the NICU where she worked. It was at that moment I knew I was meant to be a NICU nurse.”

After earning her degree and doing various nursing jobs, Jessie received the call she had been waiting for from CHOC—a nursing position in the NICU. She joined the hospital in 2015, and the last two years have been “extraordinary.”

Jessie explains, “I never knew what an impact these babies could have on your life. They are strong, and are fighters, and you never want to give up.”

Since Jessie can request caring for the same baby during each of her three weekly 12-hour shifts, she inevitably becomes close to the infants and their families. “It gives us a chance to really get to know the parents, and to help educate them about how to take care of their babies,” Jessie points out. “We also organize activities such as movie nights for the siblings as well, so they become part of the experience.”

Jessie says what really makes CHOC’s NICU special is how the nursing staff, unit staff and volunteers are like a second family. They are a close-knit group that supports each other and cares for each other day in and day out.

One of Jessie’s most rewarding experiences is watching babies who have been in the NICU finally get to go home. “When I think of the journey these babies take, from being born prematurely to becoming ready for discharge, I realize how fortunate I am to be able to be closely involved in their care. It is truly inspiring to watch a baby born at 25 weeks grow and thrive, and then return a year later with his or her family to say hello,” Jessie says.

“I am blessed to get to live my dream at CHOC Children’s.”
THROUGH THE EYES OF A COMMUNITY PEDIATRICIAN:
CHOC CHILDREN’S NETWORK HELPS ORANGE COUNTY DOCTORS DELIVER SEAMLESS CARE

Ever since he can remember, Eric H. Ball, MD, wanted to be a pediatrician. “I realized the longer you wait to intervene in patients’ lives, the harder it is for them to change their habits,” says Dr. Ball. “However, children are teachable. You can give them essential tools about healthy lifestyle choices and preventive care that will benefit them for the rest of their lives.”

For the past 12 years, Dr. Ball has treated thousands of patients in his practice at Southern Orange County Pediatric Associates (SOCPA). “Most of what we do are check-ups, with a focus on raising happy, healthy, well-adjusted children,” Dr. Ball says. “We spend a lot of time talking with parents about parenting, nutrition, vaccines, discipline, the importance of kids getting enough sleep and setting social media boundaries.”

Occasionally, however, Dr. Ball sees a child with a serious disease, everything from cardiac and orthopaedic conditions to a diagnosis of epilepsy or cancer. Years ago, sending these patients to different specialists often proved challenging because there was no way to directly communicate with the many health professionals and specialists involved. This, in turn, sometimes led to disjointed care for patients, including duplicate or unnecessary testing, and inefficiencies.

With the creation of the CHOC Children’s Network—a health system of close to 1,500 pediatric primary care providers and specialists in Southern California designed to provide seamless care to patients—treating children with complex illnesses has become more coordinated and responsive.

“In my practice, we needed to have a partner to unify our health care system,” explains Dr. Ball. “CHOC Children’s was our logical partner.” In spring 2018, CHOC Children’s Network will launch an upgraded electronic medical record (EMR) system that will allow community-based pediatricians and specialists, along with CHOC’s physicians and allied health professionals, to use one electronic chart.

“This new EMR system will lead to more efficiencies with patients, decreased unnecessary testing and improved communication between physicians,” Dr. Ball says. “Aligning with CHOC is a huge step in becoming a modern health system fully integrated from top to bottom.”

The system will also facilitate the collection of population health data, which provide physicians throughout Orange County with best practices information to help deliver scientific, evidence-based medical care. The network currently focuses on creating best practice guidelines for six conditions: asthma, bronchiolitis, community-acquired pneumonia, headaches, acute gastroenteritis and acne.

“I love watching the kids grow up in my practice,” says Dr. Ball. “I feel so fortunate that I get to play a role in their lives. And I like that the CHOC Children’s Network is helping primary care pediatricians throughout the county deliver excellent, evidence-based care. It is a partnership that benefits the entire community.”
THROUGH THE EYES OF A RESEARCHER: 
A MILLION DOLLAR IDEA AIMS TO HELP CHILDREN WITH MOVEMENT CHALLENGES

Pediatric orthopaedic surgeon and researcher Afshin Aminian, MD, is driven by one goal: to “give children with movement challenges a life without limits.”

Dr. Aminian sees patients with a wide array of conditions, from rare genetic disorders and neuromuscular diseases to scoliosis and fractures. All have one challenge in common: problems with simple movement in their daily activities. “We know every one of these young patients has a dream—to be up and out on the playing field, running around and having fun with their peers,” says Dr. Aminian.

Dr. Aminian recalls a 6-year-old patient with severe cerebral palsy whose deformities were corrected with surgeries and intensive post-operative rehabilitation. She told him, “I thought I was a ship stuck in a sand dune, and now I have water under my sails.” Yet by high school, she had lost some of the gains she had made, leaving her with severe limitations in movement—and Dr. Aminian became more determined than ever to help these children with movement challenges.

Dr. Aminian’s quest for an innovative answer led him to team up with Chapman University’s Schmid College of Science and Technology and Crean College of Health and Behavioral Sciences to develop a transformational research initiative. They designed a research project that would involve placing wearable sensors on patients with movement challenges to collect data that will eventually, with the aid of artificial intelligence and computer learning, lead to improved outcomes. “We are hoping to design the new generation of smart, wearable customized orthoses that will help maintain their gains in the future,” Dr. Aminian explains.

In July 2017, this innovative concept earned Dr. Aminian and his Chapman University team a $1 million award from the CHOC Foundation’s new Philanthropic Venture Funding Program. Following a competitive proposal and presentation review process at CHOC that attracted 27 submissions, the CHOC’s Orthopaedic Institute team led by Dr. Aminian emerged victorious from eight finalists.

Dr. Aminian and the team subsequently attracted an additional $1 million grant from the OM Foundation, that matched the CHOC Foundation prize. “We look forward to working with the engineers and computer scientists at Chapman, alongside CHOC physical therapists and orthopaedic specialists, to provide this unique care under one roof,” he said.

Another one of Dr. Aminian’s research passions that closely aligns with his clinical work is improving the care of children with scoliosis—creating ways to fix the deformity while allowing the spine to grow.

“We completed a study in a porcine model that allowed the growth of the spine while the deformity was corrected, and presented these findings at the International Congress on Early Onset Scoliosis international meeting in the Netherlands in November 2016,” Dr. Aminian says.

“Advancing this concept will take a huge effort, including working with the U.S. Food and Drug Administration to receive approval for human trials,” Dr. Aminian says. “We are very encouraged with these results. Our ultimate goal with all of this research is to get kids with movement challenges off the sidelines and active again.”
THROUGH THE EYES OF A DONOR:
A TRUE HEART FOR CHILDREN LEADS TO A $5 MILLION GIFT

Cherese Mari Laulhere had a great love of adventure and a huge heart for children. Both passions were on display throughout a study abroad program named “Semester at Sea” in 1996 when the 21-year-old UCLA student visited such exotic locales as Venezuela, Brazil, South Africa and Kenya. At every stop, Cherese made connections with local children, and each experience touched her heart.

Cherese was especially moved by a visit to an orphanage in Kenya. Chris Laulhere, Cherese’s mother, recalls, “At the orphanage, Cherese met a little girl, who had a twin brother, both adorable. She was tall and thin, wearing a green and red-striped dress and a smile that melted Cherese’s heart. Cherese said it was incredible to have these kids clinging onto you trying to get some love and affection. It broke her heart to have to leave these beautiful children at the orphanage.”

After these encounters, Cherese desired to open up an orphanage in the United States. She had already identified some land with a friend she met on board the ship, and started making plans. Yet these plans would never be realized. On March 27, 1996, her life was tragically taken in a bus accident in Agra, India.

The world would never be the same for Cherese’s mother, Chris; father, Larry; or older brother, Todd. In the face of this devastating loss, they were determined to both keep Cherese’s memory alive and fulfill her wishes to make a difference in the lives of children. In 1996, the family established the Cherese Mari Laulhere Foundation, and in the ensuing years has donated millions of dollars to different entities to enrich and better the lives of children, adults and families through education, cultural and performing arts, and health care.

In December 2016, in their ongoing efforts to fulfill Cherese’s dreams and vision, Chris, Larry, Todd and his wife, Tere, through the Cherese Mari Laulhere Foundation, donated $5 million to CHOC’s Child Life Department. According to Chris and Larry, the family-centered mission of the department completely aligns with Cherese’s dreams for helping children in need.

“The Child Life Department plays a special role at CHOC,” Chris says. “It helps ease the stress of hospitalization through a wide variety of programs, including pre-surgical support so that medical equipment and procedures are less scary, and sibling support.”

Chris adds that the department’s pet therapy, music therapy and art therapy programs are especially close to Cherese’s passions. “Cherese was a dancer through high school. And she loved animals so much that in 10th grade, she became a vegetarian,” Chris says. “And she also got involved in a volunteer program where she would take pets for veterinary care when their owners were too sick to do so.”

With the $5 million donation, the newly named Cherese Mari Laulhere Child Life Department at CHOC will continue transforming the hospital experience for patients and families, supporting the vital programs that play crucial roles in patients’ healing and recovery.

“Cherese always sought to do better, to aim higher and to make the world a better place,” Larry says. “Cherese’s gift to CHOC helps to continue fulfilling her vision.” Adds Chris, “While the children she touches through this donation will never have the chance to meet Cherese, we hope they will get to know her heart and soul through the work of her Foundation.”

For more information about Cherese, please visit www.cherese.org.
CHERISE MARI LAULHERE
CHILD LIFE DEPARTMENT
THROUGH THE EYES OF A PET THERAPY DOG:
BRINGING SMILES AND SUNSHINE WHEREVER SHE GOES

Let me take a moment to introduce myself. I am an active volunteer at CHOC Children's, both at the main campus in Orange and at the CHOC Children's Corona Health Center. And even though I dress up in a tutu, never leave the house without one of my many sets of Minnie Mouse ears and wear incredibly sparkly nail polish, I take my job very seriously.

My name is Savvy, I am 7 years old and I am a proud pet therapy dog.

I am a Hungarian Vizsla, a breed that scores high on the traits of friendliness, trainability and energy. And believe me, my high energy level comes in handy: when I volunteer at CHOC's main campus, I visit several different outpatient settings in a day. These include the outpatient infusion center, pre-op and post-op units, rehabilitation department and all of the first floor general clinics.

I love the young patients and I have to admit, they love me too. I do all sorts of tricks—crowd favorites include showing off my yoga “downward dog” position, and rolling over and over on the ground while letting out some hilarious grunts.

And my trading cards are in big demand. Each of the CHOC therapy dogs, and they number more than 40, has a trading card featuring a picture and pertinent information. My trading card is a classic, with a photo of me all dressed up shaking hands with Minnie Mouse herself.

My handler/mom, Kelly Rang, says I am a ham for attention, and I think I enjoy it more than the kids. But I know that the patients, and staff, appreciate my antics. In fact, the Pet Therapy Program, which is a component of the Cherese Mari Laulhere Child Life Department at CHOC Children's, does a lot of good.

Pet therapy dogs help minimize the stress and anxiety of hospitalization and illness, provide warmth, comfort and the sense of familiarity, offer play and “normal life” experiences, provide a distraction from pain and medical treatments, and of course, bring smiles.

Before I could volunteer, Kelly spent hours and hours training me. I was so good that I passed the rigorous requirements of Pet Partners, a national organization that works with CHOC's pet therapy program. Now I get to see my CHOC friends once a week, alternating weeks between Corona and the main campus.

I am also grateful for the $5 million donation from the Cherese Mari Laulhere Foundation to the Child Life Department. I know Cherese loved animals just like me, and the generous donation from her Foundation allows for the expansion of the Child Life Department.

Well, gotta run. Kelly and I need to get ready for our upcoming visit to CHOC. Some great kids and staff members are waiting to say hello.
THROUGH THE EYES OF A VOLUNTEER:
CHOC FOLLIES MEMBER’S PHILANTHROPIC JOURNEY REFLECTS HER HEART FOR CHILDREN

When the curtain rose on the 20th Anniversary CHOC Follies production, “CHOC Around The Clock,” in spring 2017, Lauren Karg Johnston took to the stage and did what she had done for 17 continuous years: perform her heart out to raise money for the CHOC Children’s Foundation.

“Children are our future and it is so important to have every child be the healthiest he or she can be,” Lauren says. “CHOC Children’s is dedicated to helping children thrive and succeed, regardless of their ability to pay, and it is vital that we support this mission.”

Over the past two decades, the CHOC Follies has been one of Orange County’s most popular fundraising events, featuring a cast and crew of more than 100 enthusiastic community members singing and dancing in professionally choreographed shows. The annual event has raised over $9 million since it first began.

Lauren successfully auditioned for her first Follies as soon as she turned 21. It was the perfect fit: In her childhood, she performed throughout Orange County in Opera Pacific’s “La Boheme,” “Turandot” and “A Masked Ball,” and South Coast Repertory’s “A Christmas Carol”; graced the stage with the Kirov Ballet; and performed in the Western states with TKO-The Technical Knock Outs.

In the past 17 years, Lauren graduated from Chapman University; became a National Board Certified Teacher in the Orange Unified School District, where she received Teacher of the Year accolades in 2010; got married; and had two sons. And she never missed one Follies performance. She was involved in the Follies two weeks after giving birth to her now 5-year-old son, and performed at 3½ months pregnant with her now 2-year-old son.

While every Follies has been special, the highlight for Lauren was her opportunity to dance with Dick Van Dyke in the 2004 Follies “Blast Through the Past.” Lauren recalls, “I will never forget that moment when we were dancing arm-in-arm on stage and I could see the twinkle in his eye. It was magical.”

The CHOC Follies gives Lauren and her fellow volunteers the opportunity to see firsthand the results of their fundraising efforts. “During the rehearsals, we get to meet some of the patients and parents who talk about their experiences at CHOC, and also listen to the physicians share their accomplishments,” Lauren says. “It really brings home why we are doing what we do.”

Lauren was so inspired by the CHOC Foundation’s mission that for the past five years she has also been involved with the CHOC Glass Slipper Guild, serving as Vice President, Ways and Means.

“I am so glad I got my foot in the door 17 years ago as a senior in college and had the opportunity to give back to the children in our community,” Lauren says. “Every day I do something for CHOC, and I look forward to continuing to grow in my philanthropic journey.”
DEAR FRIENDS,

The CHOC Children’s Foundation just completed an unparalleled year of fundraising success and innovative initiatives, continuing a tradition of compassion and caring that defines all who support CHOC Children’s mission. Without a doubt, this extraordinary success is due in large part to a vibrant community of donors who understand and support CHOC’s mission of providing excellence in clinical care, research and training.

A culture of philanthropy runs deep at CHOC. For a vivid example, you need look no further than 9-year-old Jordin Jackson, who, along with her dedicated family, made it their mission to single-handedly improve care for patients with sickle cell disease. When just 3 years old, Jordin was admitted to CHOC for complications due to her painful and life-threatening condition. With technology constraints at the time, her specialized laboratory tests had to be analyzed offsite, resulting in stressful delays waiting for results. Determined to resolve this problem, Jordin’s mother, Karen, recruited family and friends to raise $32,000 to purchase the sickle cell testing equipment needed to provide results faster, greatly improving the clinical experience for these patients and their families. On August 27, 2017 Jordin fulfilled a personal dream to serve as the CHOC Walk in the Park Ambassador, beautifully representing the unique stories of thousands of participants who have a deep personal attachment to CHOC.

The past year was a record setting one for our community-based fundraising, showcasing the tremendous generosity of the CHOC community. The Gala raised $5.2 million, the largest ever in Orange County, and the CHOC Follies celebrated its 20th season by raising more than $1.2 million secured to support CHOC’s mission.

The Cherese Mari Laulhere Foundation donated $5 million to the CHOC Child Life Department, which has been named the Cherese Mari Laulhere Child Life Department. According to Chris and Larry Laulhere, the family-centered mission of the department eloquently aligns with their late daughter’s dreams for helping children in need.

Fundraising efforts also supported the CHOC Children’s Foundation’s new Philanthropic Venture Funding Program, for which the Foundation was nominated for the Orange County Business Journal’s Innovator of the Year award. CHOC orthopaedic surgeon Afshin Aminian, MD, and a team of researchers from Chapman University were awarded $1 million to implement a series of novel research projects to address movement challenges in children. The first involves placing wearable sensors on patients to collect data that will eventually lead to the production of smart, wearable customized orthotics.

From our grassroots fundraising led by our Guilds and the partners and programs of Children’s Miracle Network Hospitals, to record-setting signature events, to generous endowments for innovative programs and research, the CHOC Foundation is reinforcing a culture of philanthropy that continues to advance the care of children.

Thank you for your role in helping CHOC Children’s vision become reality.

Dennis K. McClellan
Senior Vice President and Chief Development Officer
CHOC Children’s Foundation
THREE YEARS OF GIVING
Gross Revenue FY2015 – FY2017
(in millions)

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<th>Year</th>
<th>Revenue</th>
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<td>FY2015</td>
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<tr>
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<td>$26.6</td>
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<td>FY2017</td>
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Three year total - $82.2 million

CHOC CHILDREN’S FOUNDATION FINANCIALS
For Fiscal Year Ending June 30, 2016

GIVING BY AREA
- Endowment – 15.56%
- Capital/Equipment – 10.10%
- Education – 0.39%
- Patient Care – 6.12%
- Program Support – 14.28%
- Greatest Needs – 52.22%
- Research – 1.33%

GIVING BY SOURCE
- Individual – 29%
- Planned Giving – 19%
- Associate Giving – 2%
- Corporations – 17%
- Organizations – 11%
- Foundations – 22%

BUDGET ALLOCATIONS
- Program Investments* – $28.04
- Administrative Expenses – $3.60
- Fundraising Expenses – $5.18

*Commitment to CHOC Children’s research, clinical care, family-centered facilities and services and uncompensated care for all children.
## CHOC Children’s Orange

### Financials

#### Statistical Review

For Fiscal Year Ending June 30, 2017

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<th>Metric</th>
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<td>Total patient days</td>
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<td>Total inpatient discharges</td>
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<td>Average length of stay</td>
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<td>Day Health Unit/Infusion Center visits</td>
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<td>Inpatient surgeries</td>
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<td>Outpatient surgeries</td>
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<td>Emergency Room visits</td>
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<td>Admissions via ER</td>
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<td>Clinic visits - Primary Care and Specialty</td>
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<td>Transports to CHOC</td>
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<td>Pediatric capitated lives</td>
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<td>633</td>
<td>648</td>
<td>652</td>
</tr>
<tr>
<td>CHOC full-time equivalent associates</td>
<td>2,220</td>
<td>2,509</td>
<td>2,254</td>
<td>2,408</td>
<td>2,531</td>
</tr>
<tr>
<td>Licensed beds</td>
<td>279</td>
<td>279</td>
<td>279</td>
<td>279</td>
<td>279</td>
</tr>
</tbody>
</table>

Source: Internal Records

### Sources of Revenue FY 2017

- Health Plans – 34.2%
- Medi-Cal / CalOptima – 23.1%
- California Children’s Services (CCS) – 40.7%
- Other Third Party – 1.2%
- All Other – 0.8%
## CHOC Children’s Orange Financials

### Revenue:

<table>
<thead>
<tr>
<th></th>
<th>For Fiscal Year Ending June 30</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net patient service revenue</td>
<td></td>
<td>$497,892</td>
<td>$523,171</td>
<td>$572,927</td>
</tr>
<tr>
<td>Premium revenue</td>
<td></td>
<td>48,028</td>
<td>55,855</td>
<td>62,377</td>
</tr>
<tr>
<td>Other revenue</td>
<td></td>
<td>50,054</td>
<td>61,619</td>
<td>67,621</td>
</tr>
<tr>
<td>Net assets released from restrictions used for operations</td>
<td></td>
<td>12,379</td>
<td>9,011</td>
<td>29,695</td>
</tr>
<tr>
<td><strong>Total operating revenue</strong></td>
<td></td>
<td><strong>608,803</strong></td>
<td><strong>649,656</strong></td>
<td><strong>732,620</strong></td>
</tr>
</tbody>
</table>

### Expenses:

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries, benefits, supplies and other</td>
<td>516,116</td>
<td>557,623</td>
<td>621,763</td>
</tr>
<tr>
<td>Interest expense</td>
<td>15,702</td>
<td>15,570</td>
<td>15,935</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>41,859</td>
<td>40,116</td>
<td>37,701</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td><strong>573,677</strong></td>
<td><strong>613,309</strong></td>
<td><strong>675,399</strong></td>
</tr>
</tbody>
</table>

### Income (loss) from operations:

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues and gains in excess of (less than) expenses and losses</td>
<td>$20,139</td>
<td>$10,518</td>
<td>$73,048</td>
</tr>
</tbody>
</table>

### Operating Margin:

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Margin</td>
<td>3.3%</td>
<td>5.6%</td>
<td>7.8%</td>
</tr>
</tbody>
</table>

### Net Profit Margin:

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Margin</td>
<td>5.8%</td>
<td>5.6%</td>
<td>7.8%</td>
</tr>
</tbody>
</table>

### Included in income from operations and revenues and gains in excess of expenses and losses are net provider fees of:

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net profit margin</td>
<td>5.6%</td>
<td>7.8%</td>
<td>10.0%</td>
</tr>
</tbody>
</table>

Source: Audited Financial Statements
CHOC Children's at Mission Hospital

Sources of Revenue FY 2017

- Health Plans – 57.3%
- Medi-Cal / CalOptima – 29.3%
- California Children’s Services (CCS) – 10.5%
- Other Third Party – 1.6%
- All Other – 1.3%

STATISTICAL REVIEW
For Fiscal Year Ending June 30, 2017

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total patient days</td>
<td>7,821</td>
<td>7,604</td>
<td>7,594</td>
<td>8,049</td>
<td>7,929</td>
</tr>
<tr>
<td>Total inpatient discharges</td>
<td>1,832</td>
<td>1,821</td>
<td>2,201</td>
<td>2,144</td>
<td>1,994</td>
</tr>
<tr>
<td>Average length of stay</td>
<td>4.3</td>
<td>4.2</td>
<td>3.5</td>
<td>3.8</td>
<td>4.0</td>
</tr>
<tr>
<td>Inpatient surgeries</td>
<td>311</td>
<td>305</td>
<td>294</td>
<td>269</td>
<td>256</td>
</tr>
<tr>
<td>Outpatient surgeries</td>
<td>354</td>
<td>441</td>
<td>337</td>
<td>346</td>
<td>415</td>
</tr>
<tr>
<td>Emergency Room visits</td>
<td>16,804</td>
<td>15,759</td>
<td>15,807</td>
<td>15,160</td>
<td>15,365</td>
</tr>
<tr>
<td>Medical staff</td>
<td>378</td>
<td>230</td>
<td>387</td>
<td>226</td>
<td>229</td>
</tr>
<tr>
<td>CCMH full-time equivalent associates</td>
<td>93</td>
<td>96</td>
<td>94</td>
<td>97</td>
<td>100</td>
</tr>
<tr>
<td>Licensed beds</td>
<td>54</td>
<td>54</td>
<td>54</td>
<td>54</td>
<td>54</td>
</tr>
</tbody>
</table>

Source: Internal Records
### Assets:

<table>
<thead>
<tr>
<th></th>
<th>As of June 30, 2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and short term investments</td>
<td>$10,431</td>
<td>$10,874</td>
<td>$11,701</td>
</tr>
<tr>
<td>Patient accounts receivable, net</td>
<td>10,695</td>
<td>14,892</td>
<td>11,187</td>
</tr>
<tr>
<td>Other receivables</td>
<td>41</td>
<td>17</td>
<td>1,134</td>
</tr>
<tr>
<td>Other current assets</td>
<td>3,208</td>
<td>3,623</td>
<td>2,372</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td><strong>24,375</strong></td>
<td><strong>29,406</strong></td>
<td><strong>26,394</strong></td>
</tr>
<tr>
<td><strong>Property and equipment, net</strong></td>
<td>9,165</td>
<td>8,711</td>
<td>7,901</td>
</tr>
<tr>
<td>Receivables long term</td>
<td>78</td>
<td>70</td>
<td>10</td>
</tr>
<tr>
<td>Other assets</td>
<td>6,434</td>
<td>6,341</td>
<td>6,340</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$40,052</strong></td>
<td><strong>$44,478</strong></td>
<td><strong>$40,645</strong></td>
</tr>
</tbody>
</table>

| **Liabilities and Net Assets** |      |      |      |
| Current liabilities      | $2,433 | $2,296 | $1,699 |
| Accounts payable and accrued liabilities | 5,496 | 3,962 | 5,286 |
| **Total current liabilities** | **7,929** | **6,258** | **6,985** |
| Other liabilities        | 143     | 121   | 119   |
| **Total liabilities**    | **8,072** | **6,379** | **7,104** |

| **Net assets** |      |      |      |
| Unrestricted     | 31,049 | 37,116 | 32,551 |
| Temporarily restricted | 931   | 983   | 990   |
| **Total net assets** | **31,980** | **38,099** | **33,541** |
| **Total liabilities and net assets** | **$40,052** | **$44,478** | **$40,645** |

### Summary Statement of Financial Position

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net patient service revenue</td>
<td>$56,470</td>
<td>$61,200</td>
<td>$67,386</td>
</tr>
<tr>
<td>Other revenue</td>
<td>434</td>
<td>412</td>
<td>128</td>
</tr>
<tr>
<td><strong>Total operating revenue</strong></td>
<td><strong>57,024</strong></td>
<td><strong>61,712</strong></td>
<td><strong>67,639</strong></td>
</tr>
<tr>
<td><strong>Expenses:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Salaries, benefits, supplies and other</td>
<td>50,256</td>
<td>52,306</td>
<td>53,338</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>1,012</td>
<td>1,105</td>
<td>1,149</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td><strong>51,268</strong></td>
<td><strong>53,411</strong></td>
<td><strong>54,487</strong></td>
</tr>
<tr>
<td><strong>Income from operations</strong></td>
<td><strong>5,756</strong></td>
<td><strong>8,301</strong></td>
<td><strong>13,152</strong></td>
</tr>
<tr>
<td><strong>Nonoperating gains</strong></td>
<td>125</td>
<td>211</td>
<td>233</td>
</tr>
<tr>
<td><strong>Revenues and gains in excess of expenses and losses</strong></td>
<td>$5,881</td>
<td>$8,512</td>
<td>$13,385</td>
</tr>
<tr>
<td><strong>Operating Margin</strong></td>
<td>10.1%</td>
<td>13.5%</td>
<td>19.4%</td>
</tr>
<tr>
<td><strong>Net Profit Margin</strong></td>
<td>10.3%</td>
<td>13.8%</td>
<td>19.8%</td>
</tr>
</tbody>
</table>

*Source: Audited Financial Statements*
DONORS

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Donors who have made a cumulative gift of $1,000,000 and above.

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Blue Shield of California Foundation
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CHOC Children’s Volunteers
CHOC Padrinos
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Weingart Foundation
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Donors who have made a cumulative gift of $100,000 - $999,999.

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Chick-fil-A at North Orange FSU
Chico’s FAS, Inc
CHOC Medical Staff
CHOC Kids’ Cards
Jerry Clark
Estate of Jean C. Cleary
The Coalition of Orange County
Community Clinics
Coast Iron & Steel Co
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Estate of Ruth Coryell
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Down Syndrome Association of Orange County
Maureen C. Downes, MD ❤
Tracey and John Dudenh ❤
May A. Dudley
Eagle Community Credit Union

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May A. Dudley
Eagle Community Credit Union
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Kelly and David Emmes
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First Interstate Bank
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Monica & Chris Furman
Mr. and Mrs. Owen B. Garrett
Anne and Kel Geddes
Gemini Resources and Marybelle and Sebastian Paul Musco
Estate of Leslie Gilling
Estate of Marla S. Gitterman
Give Blood Play Hockey
GlaxoSmithKline
Jim and Sharon Goodwin
gorjana & Griffin, inc
Bill and Chris Griffith
Henry L. Guenther Foundation
Ms. Shirlee Guggenheim
Emile and Dina Haddad
O.L. Halsell Foundation
Estate of Adeline Halter
Trothy Lee Hamann
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Heels 2 Heal, Orange County
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Mr. John C. Herklotz
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George Hoag Family Foundation
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Maxine Huber
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Mark D. Moses
Richard W. Movius
Muhonen Family
Sandy Munson
Mara and Keith Murray
Dorothy Ruth Myers
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National Childhood Cancer Foundation
New Century Mortgage
The Nicholas Endowment
Nordstrom
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Orange County’s Credit Union
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The PIMCO Foundation
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PiperVine, Inc
Sherry and John Phelkoff
The PIMCO Foundation
Estate of Dorothy Pinkney
PiperVine, Inc
Crystal L. Platten
The Robert and Helga Pralle Family Foundation
Estate of Ruth A. Prutt
Punch & Judy Guild
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RE/MAX Offices of Orange County
RE/MAX Tiffany Real Estate
Debra Reed and Phyllis Schuffler
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Estate of Karen A. Richmond
Ridings Family Trust
Estate of Edna O. Rinde
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