

*Annual Report 2007*

THE CHESTER COUNTY HOSPITAL



*Ahead of the curve*

*and just around the corner ➤*



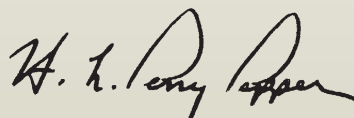
## Letter from the President

In the life of The Chester County Hospital, we have celebrated many 'firsts.' We were the County's first healthcare institution. We founded the first School of Nursing and opened the first pediatric ward. We implemented the first paramedic unit. We provided the County with its first cardiac catheterization service and performed the first open heart surgery. We have the first Level III Neonatal Intensive Care Unit, still the only one in Chester County. And we were the first to offer tertiary-level radiation oncology and cancer care, close to home.

As I briefly highlight our many 'firsts,' I must also acknowledge one very significant 'last.' We are the last truly independent healthcare provider in the region. Why is this noteworthy? As a stand-alone, not-for-profit facility, The Chester County Hospital can provide you with the best care at the most reasonable price. Pair this with excellent quality indicators, a sophisticated medical and nursing staff, and the provision of high-caliber services, patients from our area and beyond are turning to us for care. While welcome, this demand places a strain on our operations, as I'm sure you can understand. Now more than at any other point in our history, new growth through expansion is of vital importance to accommodate the growing healthcare needs of our community.

This year's Annual Report is a reflection of community members who have generously come forward to help meet our goal for future growth. In September, this expedition began with the kick off of our capital campaign – *Advancing Care. Building Community.* Many of our physicians, employees, board members, administrators and friends have already pledged their support with contributions to this ongoing campaign. We are grateful for their generosity, and we are continuing our appeal to the community for support. The benefits that an independent hospital provides to the infrastructure of one's community are important. Providing such care is our founding mission but it does come with a cost. To be here for you, your family and the generations of loved ones to come, your support of our plan for growth is necessary to help guarantee that the significant 'last' of which we are so proud – the independent status of The Chester County Hospital – will be secure for years and years to come.

Warm regards,



H.L. Perry Pepper  
President

## ADVANCING CARE. BUILDING COMMUNITY.

Today, The Chester County Hospital serves as the only independent, community-owned, community-governed non-profit hospital in Chester County. It maintains its commitment to delivering the highest quality of healthcare to the community it has served for 115 years. In addition to general medical and surgical services, the Hospital specializes in cardiovascular care, cancer diagnosis and treatment, orthopedics and a broad range of women's health services. Its specialty programs are unique in bringing strong clinical affiliations to the community. The Level III Neonatal Intensive Care Unit and the pediatrics program work in partnership with The Children's Hospital of Philadelphia and are staffed full time by Children's Hospital specialists. The Cancer Center of Chester County is owned jointly by the Hospital and the Abramson Cancer Center of the University of Pennsylvania; and the cardiac surgery program in The CardioVascular Center is affiliated with Cleveland Clinic. This affiliation with the #1 Heart Program in the country will help The CardioVascular Center become a leading regional provider of heart services in the Delaware Valley.

Chester County is growing at a very rapid rate and the Hospital must keep pace with the growth so that it can accommodate all who seek care. With the aging of the population, and the steady increase in heart disease, the demand for cardiac services will continue to rise. In just five years, regional demand for services at the Hospital's CardioVascular Center has increased substantially. Now, with the Cleveland Clinic affiliation, that demand will increase at an even more rapid rate. In the planned Heart Hospital within the Hospital, all cardiovascular services will be organized to best meet the needs of the patients and their families, to provide efficient and effective patient flow, and to improve patient and physician satisfaction. At the same time, the construction of the Heart Hospital will alleviate stresses on other sections of the Hospital which are now straining under the pressures of increasing demands. Finally, as the only such specialty center in the Delaware Valley, the Heart Hospital will be a unique regional resource for the prevention, diagnosis and treatment of cardiovascular disease. The Capital Campaign is being undertaken to support the construction of the Heart Hospital.

To once again meet the needs of the community, the Hospital has embarked on a building plan to add a new wing to the Hospital that will: **1** achieve The CardioVascular Center's goal of consolidating all cardiovascular services into a single location – the Heart Hospital within the Hospital; **2** add 48 new patient rooms, with space to expand to 72 patient rooms; **3** add additional operating and procedural rooms; and **4** increase efficiencies in the Emergency Department. The facility is projected to cost \$110 million, and while the Hospital plans to finance most of the cost through a bond issue, it has also embarked on a comprehensive fundraising campaign to raise \$30 million with at least \$25 million of that total to be raised toward the construction cost of the building. Groundbreaking is scheduled for spring 2008 with completion projected to occur in 2010.

After a "silent phase" of the Campaign in which 100% participation from Board members and senior administration was secured, as well as several pace-setting leadership gifts, the Hospital publicly announced the Campaign in September 2007 and is now asking the community at large to support this effort.

As of December 31, 2007, The Chester County Hospital Foundation had raised \$24,333,867 toward the \$30 million Comprehensive Campaign goal (81% of goal) with \$20,732,975 of that amount designated to the \$25 million goal (83%) for construction of the new facility.

### Breakdown of the \$20,732,975 total:

\$12,378,756	Individual Gifts
\$7,441,498	Corporate/Foundation Gifts
\$649,516	Physician Gifts
\$263,205	Employee Gifts

PROPOSED EXTERIOR



KICK-OFF GUESTS  
DR. DENNIS BERMAN, DR. NICK VAGANOS AND MRS. CARLA BERMAN

PROPOSED INTERIOR



CAMPAIGN CO-CHAIR  
JOHN A. FEATHERMAN, III



# Capital Campaign

THE CAPITAL CAMPAIGN SUPPORTS THE HOSPITAL'S PLANS TO EXPAND ITS CAPACITY TO BETTER SERVE THE GROWING POPULATION OF CHESTER COUNTY. THE FOLLOWING INDIVIDUALS, FOUNDATIONS AND CORPORATIONS MADE GIFTS OR PLEDGE PAYMENTS OF \$100 OR MORE DURING FISCAL YEAR 2007 WHICH SPANNED JULY 1, 2006 THROUGH JUNE 30, 2007.

WE THANK THEM FOR THEIR GENEROUS AND CONTINUING SUPPORT. AT THE CONCLUSION OF THE CAMPAIGN,

A REPORT OF ALL CAMPAIGN GIFTS WILL BE PUBLISHED.

## *\$1 million or more*

Crystal Trust  
Longwood Foundation, Inc.

## *\$500,000 – \$999,999*

Mr. and Mrs. Robert D. McNeil

## *\$100,000 – \$499,999*

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Mr. John J. Ciccarone  
Estate of Mrs. Dorothy B. Hertig  
Mr. and Mrs. Oscar Lasko  
Mr. and Mrs. George C. Mason  
The Roemer Foundation

## *\$50,000 – \$99,999*

First Cornerstone Foundation, Inc.  
John Lazarich Foundation  
Mr. and Mrs. Jack R. Loew

## *\$25,000 – \$49,999*

A. Duie Pyle, Inc.  
Hankin Foundation  
Mr. and Mrs. Dallas L. Krapf

## *\$10,000 – \$24,999*

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Anonymous  
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## *\$5,000 – \$9,999*

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Mr. and Mrs. John S. Halsted  
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Rencourt Foundation  
Hon. Walter and Mrs. Georgianna H. Stapleton  
Mr. and Mrs. William S. Wood, II  
Mrs. C. B. Zimmerman

## *\$2,500 – \$4,999*

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Modern Mushroom Farms, Inc.

## *\$1,000 – \$2,499*

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Dr. and Mrs. Fredric Squires  
Mr. Nicholas Trainer

## *\$500 – \$999*

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## *\$100 – \$199*

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Dr. and Mrs. Robert Poole  
Suzanne Simenhoff and Dr. Louis Boxer  
Dr. and Mrs. L. Peter Soraruf, IV  
Dr. and Mrs. Frederic Squires

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# Annual Appeal

\* Designates grateful recognition to our friends who have donated for five or more consecutive years.

OUR ANNUAL DONORS GAVE GENEROUSLY TO SUSTAIN THE DAILY OPERATIONS OF OUR COMMUNITY-BASED CHARITABLE HOSPITAL. WE ARE VERY GRATEFUL FOR THEIR CONTINUING SUPPORT.

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*The Women's Auxiliary has been an integral part of the Hospital since nearly the beginning. Once again the Auxiliary has broken all records, and raised an amazing \$576,085 this year. The Auxiliary is well on its way to reaching the goal of donating \$1.0 million to the Capital Campaign over three years.*

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701 E. Marshall Street • West Chester, PA 19380  
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While we do everything in our power to report all donations accurately, omissions and errors do sometimes occur. We welcome hearing from you if you see an inaccuracy.

All contributions to The Chester County Hospital Foundation are tax deductible as provided by law.

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I WANT TO THANK ALL OF OUR COMMUNITY MEMBERS, STAFF, PHYSICIANS AND BOARD MEMBERS WHO HAVE GIVEN SO GENEROUSLY DURING THE 2007 FISCAL YEAR. THIS

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# Financials

## THE CHESTER COUNTY HOSPITAL BALANCE SHEET

JUNE 30, 2007

### ASSETS

Cash and short term investments	\$20,727,250
Patient accounts receivable (net)	22,335,050
Other accounts receivable	1,101,853
Due from affiliates	4,974,491
Assets whose use is limited	3,239,209
Inventories	3,022,110
Prepaid expenses and other current assets	274,874
<b>Total current assets</b>	<b>55,674,837</b>
Assets whose use is limited	7,486,440
Long-term investments	1,056,634
Beneficial interest in perpetual trusts	15,441,227
Investment in and advances to CCHOS	1,357,764
Interest in net assets of TCCH Foundation	9,640,562
Property, plant and equipment (net)	59,919,142
Deferred financing costs (net)	961,444
Other assets	1,258
<b>Total assets</b>	<b>\$151,539,308</b>

### LIABILITIES AND NET ASSETS

Current installments of long-term debt	\$1,793,721
Accounts payable	4,601,817
Accrued salaries, wages and vacation	5,805,822
Accrued interest payable	1,445,488
Estimated third-party payor settlements	1,477,723
Other liabilities	156,670
<b>Total current liabilities</b>	<b>15,281,241</b>
Long-term debt	44,527,529
Accrued malpractice and workers comp	2,389,757
<b>Total liabilities</b>	<b>62,198,527</b>
Net assets:	
Unrestricted	63,436,280
Temporarily restricted	10,294,112
Permanently restricted	15,610,389
<b>Total net assets</b>	<b>89,340,781</b>
<b>Total liabilities and net assets</b>	<b>\$151,539,308</b>

## THE CHESTER COUNTY HOSPITAL STATEMENT OF OPERATIONS

JUNE 30, 2007

### REVENUES: Unrestricted, gains and other support

Net patient service revenues	\$168,905,779
Other revenues	6,537,184
Net assets released from restrictions used for operations	27,468
<b>Total unrestricted revenues, gains and other support</b>	<b>175,470,431</b>

### EXPENSES

Salaries and wages	72,636,576
Supplies expenses	64,993,550
Employee benefits	16,132,643
Depreciation	7,369,132
Provision for doubtful collections	6,152,800
Insurance	4,112,934
Interest	2,905,223
Amortization	114,463
<b>Total expenses</b>	<b>174,417,321</b>

Operating Income 1,053,110

### OTHER INCOME

Investment income	1,072,917
Equity gain in Chester County Hematology-Oncology Services	163,072
<b>Total revenues in excess of expenses</b>	<b>2,289,099</b>

Change in net unrealized losses on investments	427,825
Net asset released from restriction used for property & equipment	25,000
Transfers to Parent	(1,000,000)
<b>Increase in unrestricted net assets</b>	<b>\$1,741,924</b>

## MISSION STATEMENT

The mission of  
The Health Network of  
The Chester County Hospital  
is to provide  
high quality care,  
consistent with identifiable  
health care needs of  
Chester County area residents  
and within the constraints  
of sound fiscal management,  
as well as the education  
of health care professionals  
and the community.

Visit [www.cchosp.com](http://www.cchosp.com)  
to learn more about  
The Chester County Hospital.

## THE CHESTER COUNTY HOSPITAL FOUNDATION

JUNE 30, 2007

### BALANCE SHEET

#### ASSETS

Cash and short term investments	\$13,376,580
Other accounts receivable	549,449
Prepaid expenses	97,548
Total current assets	<u>14,023,577</u>

Pledges receivable	3,597,936
PP&E	1,090,959
Investments in affiliates	2,454,015
Total assets	<u>21,166,487</u>

#### LIABILITIES AND NET ASSETS

Demand note payable	500,000
Other liabilities	2,773,459
Total current liabilities	<u>3,273,459</u>

Other noncurrent liabilities	283,077
Total liabilities	<u>3,556,536</u>

Net Assets :	
Unrestricted	7,969,390
Temporarily Restricted	9,640,561
Total liabilities and net assets	<u>\$21,166,487</u>

### STATEMENT OF REVENUES AND EXPENSES

#### REVENUES

Capital Campaign contributions	\$6,042,627
Donations and other income	1,023,172
Total revenues	<u>7,065,799</u>

#### EXPENSES

Salaries and wages	530,304
Supplies and other expenses	740,150
Employee benefits	59,509
Depreciation	34,405
Interest	38,757
Total expenses	<u>1,403,125</u>

Net revenues	5,662,674
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#### OTHER INCOME

Investment income	428,783
Total revenues in excess of expenses	<u>6,091,457</u>

Increase in pledges	3,597,935
Change in unrealized gains on investments	368,547
Transfers to affiliates	(2,009,954)
Transfer from The Chester County Hospital	1,000,000
Increase in net assets	<u>\$9,047,985</u>

## THE CHESTER COUNTY HOSPITAL

STATISTICAL RECORD OF SERVICE : JUNE 30, 2006 AND JUNE 30, 2007

	2006	2007
Adult and Pediatric Patient Admissions (excluding Newborns)	14,065	14,720
Adult and Pediatric Days (excluding Newborns)	60,672	61,852
Average Length of Stay (excluding Newborns)	4.35	4.10
Newborn Admissions	2,268	2,447
Newborn Days	4,562	4,803
Average daily census, Adults and Pediatrics	166.2	169.5
Average daily census, Newborns	12.5	13.2
Patients treated in the Emergency Room	41,774	43,855
Outpatient visits to Clinic, Ambulatory Care Center, Laboratory, X-Ray, Cardiology, etc.	369,042	367,144
Surgical Operations: Inpatient	3,812	3,979
Surgical Operations: Outpatient	5,065	4,580
Laboratory tests	1,075,426	1,199,289
X-Ray Examinations and Treatments	176,958	185,664