

Designing our

FUTURE



2012 ANNUAL REPORT



2013
2014
2015
2016
2017
2018
2019
2020
2021
2022

Contents

Milestones	2
Planning	3
Building	4
Partnering	5
Innovating	6
Educating	8
Patient Stories	10
Sansum Clinic in the Community	18
Welcome New Providers	24
Welcome, Vince Jensen	25
Recognition & Awards	26
By the Numbers	30
A Legacy of Giving	32
Financial Statements	36
Thank You to Our Donors	40



Designing our
FUTURE

Kurt N. Ransohoff, MD, CEO and
Chief Medical Officer; Vicki Hazard,
Chair, Board of Trustees; and
Vince Jensen, MBA, President and
Chief Operating Officer

Sansum Clinic Board of Trustees

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Sansum Clinic has been providing high quality, innovative healthcare to residents of our community and beyond for more than 90 years. Our longevity is due to our culture of collaboration, our commitment to the community and the quality of care we provide to every patient who comes through our doors.

While the healthcare environment is changing rapidly, we continue to evolve to stay out in front of the community's needs. In 2012, we took significant steps in our Clinic's history to prepare for the changes we face as a result of the Accountable Care Act's expanded access to healthcare services.

In March we initiated a strategic planning process, "Designing Our Future," to create a long range vision and plan of action for the future of the Clinic.

In June and July we obtained approval from the Santa Barbara Planning Commission and City Council for a new advanced surgical and medical center, in partnership with The Towbes Group. This joint venture will enable us to align departments with similar needs and create new space for primary and specialty care to meet the growing healthcare needs of this community.

In September we formalized a partnership with the Cancer Center of Santa Barbara to bring new, specialized services to oncology patients. By expanding our medical team, research department, and support and wellness services, we offer new, specialized care to our cancer patients in and around the Central Coast.

In November of 2012 we completed the two-year rollout of one of our most ambitious projects to date – a transition from paper

charts to an electronic health record system that we call The Wave. By the year's end more than 25,000 patients had already activated accounts for access to their own medical records through our online patient portal we call MyChart.

Finally, as a tribute to the late Jon Lovelace and the Lovelace Family for their visionary support of Sansum Clinic, the Sansum Clinic Board of Trustees established The Lovelace Fund for Medical Excellence to be used for programs and projects which will assist in physician recruitment and retention.

Sansum Clinic has been caring for the people of our community since before the advent of Social Security, group health insurance and Medicare. As the healthcare industry continues to evolve, we remain well positioned to deliver quality healthcare and outstanding service to our patients for generations to come.

Sincerely,



Vicki Hazard
Chair,
Board of Trustees



Kurt N. Ransohoff, MD
CEO and
Chief Medical Officer



Vince Jensen, MBA
President and
Chief Operating Officer



Milestones

2016

EMR-Electronic Health Records

PLAN



BUILD



PARTNER



INNOVATE



EDUCATE



Designing Our Future

2020

CSB Merger

Sansum
Single P

Robust philanthropy program
Trustee/physician involvement
of philanthropy

THE MOST
OUTSTANDING
SURGICAL

2040

No physical clinic requirement

Strategic Planning Work Session

Members of the Board of Trustees and Executive Staff collaborate to develop long-range plan for Sansum Clinic.



PLANNING

Recognizing that the healthcare environment is changing as the industry moves toward greater accountability for quality and cost of care, the Sansum Clinic Board of Trustees and leadership staff completed a five-year strategic plan that resulted in four strategies that will drive our actions in the coming years.

Four Strategies

1 Deliver An Excellent Healthcare Experience

Sansum Clinic will provide an excellent patient care experience using a patient-centered approach to medicine. Our focus will be People, Facilities and Process. We will invest in personnel who recognize our patients are the focal point of our mission. We will develop facilities that promote well-being and are conveniently located to serve our community. We will continue to adopt information technology to measure and improve the quality of care. We will focus on providing an efficient delivery of care through continuous process improvement.

2 Promote a Culture of Accountability

Sansum Clinic will promote an environment of accountability in quality, cost, outcome and service through constant measurement, refinement and improvement. We will align our performance measures to reward excellence in our staff and physicians. We will build upon our strengths in population management, providing our patients with superior outcomes through best practices in medicine. We will develop a culture central to our mission, vision and values by evaluating our performance against their standards. We will provide transparency in quality and outcomes.

3 Create a Sustainable Mission

Sansum Clinic will continue to invest in the brightest, most talented physicians and personnel as they are our future. We will partner with our doctors to advance our mission and vision. We will ensure our success through talented leaders who are empowered to set the direction of the organization. We will ensure the public needs are well served through a strong community Board of Trustees. We will partner with payers, providers and purchasers that share our common goals. We will deliver affordable, value-based care by reducing administrative and care delivery costs. We will stay true to our mission, vision and values in all we do.

4 Meet the Community Need

In response to community need, Sansum Clinic will serve a greater population throughout the continuum of care. We will develop services central to our mission and convenient to our patients. We will partner, where appropriate, to develop a comprehensive network of health services through a seamless delivery system. Sansum Clinic will be the preferred, non-profit physician and outpatient provider of healthcare services to the communities we serve.

More than 160 leaders throughout the organization contributed to the development of the strategic plan. Sansum Clinic's new mission, vision and values are also a result of this process. ■



BUILDING

Sansum Clinic and The Towbes Group to Develop Advanced Surgery Center

For the first time in the history of Sansum Clinic we formed a partnership with The Towbes Group to develop an advanced ambulatory surgery center in Santa Barbara. This new facility will accommodate the growing needs of the community and enable us to respond to the greater demand for outpatient procedures.

The project consists of two buildings with a total of approximately 60,000 square feet of medical office space and an ambulatory surgery center that will house the surgical specialties Orthopedics, Podiatry, Urology, ENT/Otolaryngology, as well as Physical Therapy, Radiology and Audiology. This will enable

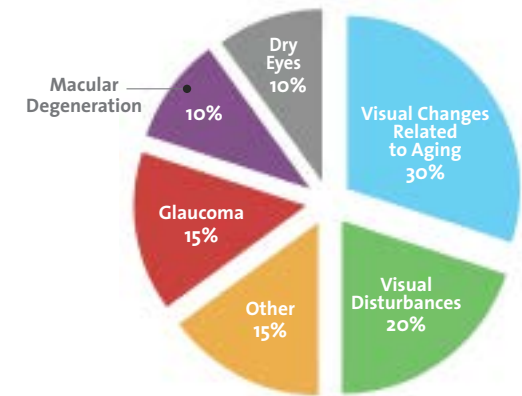
us to strategically align departments with similar needs under one roof with modern facilities, equipment and technology.

The second building will house our Eye Care Center, the only multi-specialty ophthalmology center in the area.

This new outpatient medical and surgical center embodies what Sansum Clinic is all about: multiple specialties working together to better serve our patients and the community.

We anticipate the center will open in mid-2014. ■

OPHTHALMOLOGY



Diagnoses Treated in 2012





PARTNERING

Coming Together for Cancer Care

For nearly 100 years Sansum Clinic has enjoyed collaborative relationships with hospitals, healthcare providers and nonprofit organizations both in and outside our community.

In 2011 it became clear that a partnership with Cancer Center of Santa Barbara would improve the level of oncology care available in our community. In 2012, we formally joined forces to create the Cancer Center of Santa Barbara with Sansum Clinic, with a shared vision of enhancing cancer care on the Central Coast.

This partnership will allow for an expanded scope of services that will help keep Santa Barbara at the forefront of modern cancer care, enabling us to

provide the same high level of services available in major metropolitan areas. Together, Cancer Center of Santa Barbara with Sansum Clinic offers patients a more comprehensive approach to care in an environment dedicated to excellent treatment, comfort and healing.

Additionally, by sharing one electronic medical record and scheduling system, physicians and staff have a complete view of a patient's medical history and appointment schedule, resulting in more coordinated, comprehensive care. ■

*Rated highest on the Central Coast for ensuring that patients between the ages of 50-80 get Colorectal Cancer Screening.**

**Source: State of California Office of the Patient Advocate*



In 2012, **328** Patients were assisted by our Nurse Navigation & Genetic Counseling Programs.

196 Patients were assisted by a Nurse Navigator who coordinates care throughout diagnosis, treatment and survivorship with **451** visits.

132 Patients – ages 27 to 79 – were seen for hereditary cancer risk counseling.

85 Patients pursued genetic testing when an in-depth review of their family history revealed susceptibility to certain cancers.

38 Patients did not require genetic testing based on their pre-screen findings.

9 Patients were provided invaluable information and guidance through genetic counseling and received genetic testing elsewhere.





INNOVATING

Milestones

Expanded Clinical Research Enhances Patient Care

One of Sansum Clinic's founders, Dr. William David Sansum, was a pioneering researcher who launched the clinic with the intent to study and eventually conquer diabetes. He was the first American to successfully isolate, produce and administer insulin to treat diabetes. That spirit of innovation carries on today through our Clinical Research Department, where we conduct trials that bridge the gap between research and patient care by evaluating therapies, drugs and diagnostic tools.

The combined entity of the Cancer Center of Santa Barbara with Sansum Clinic has expanded our research capabilities to provide enhanced care and options for our patients, on par with major academic medical facilities. The result: more patients have access to the newest treatments available close to home. Additionally, our physicians gain

first-hand experience with the newest therapies and ideas in oncology and other fields, and our patients have the opportunity to lend their cancer experience to the greater pool of knowledge, resulting in better treatment options for the next generation of patients.

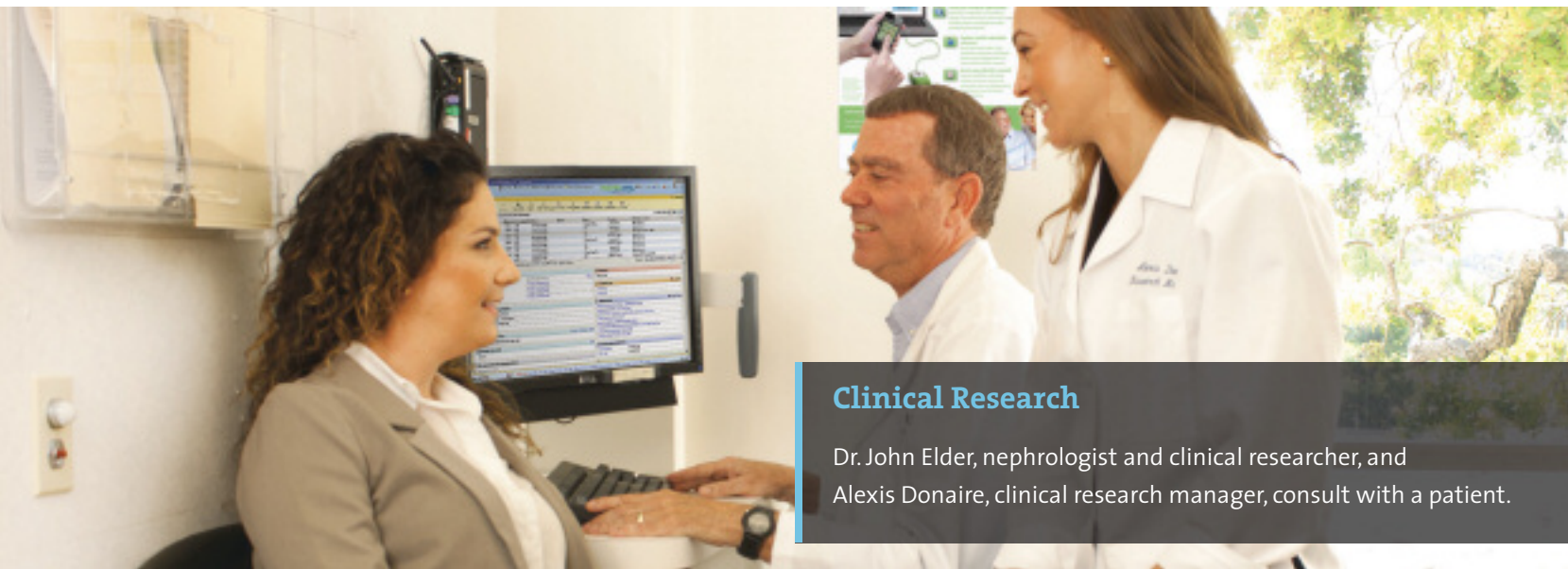
Now with a larger, more specialized team of physicians, we are an even stronger partner for research sponsors seeking to open clinical trials on the local level. ■

215 patients were seen by our research team either in active treatment or follow up.

A "Smash Hit" CLINICAL STUDY

Among the clinical trials that Sansum Clinic took part in during 2012, the "smash hit" was the Deep-C colorectal cancer screening study. The trial tested a new noninvasive, in-home stool-based DNA screening test for the early detection of colorectal cancer. Analysis of the sample for evidence of cancer was then correlated to colonoscopy results. Only patients due (or overdue) for colonoscopy were contacted for participation in the study, thereby serving as a vehicle to urge timely screening for this preventable cancer. Nationally 12,776 patients participated and Sansum Clinic was ranked 14th out of 90 clinical sites, among the many other major regional medical centers that participated in the study!

The dedication and commitment of our GI doctors, staff, and research department made it possible to offer more than 200 patients this new and innovative colorectal screening test under the direction of Principle Investigator and Sansum Clinic Gastroenterologist Dr. Vincent DeRosa. ■



Clinical Research

Dr. John Elder, nephrologist and clinical researcher, and Alexis Donaire, clinical research manager, consult with a patient.



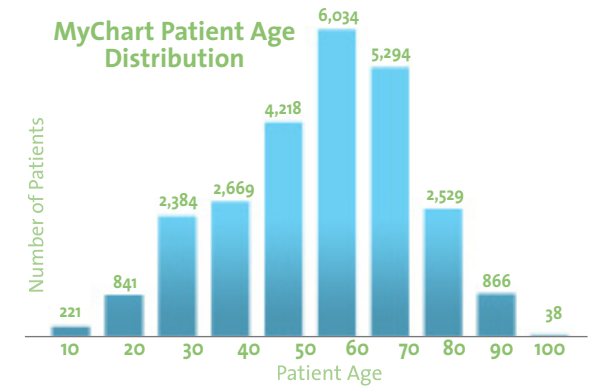
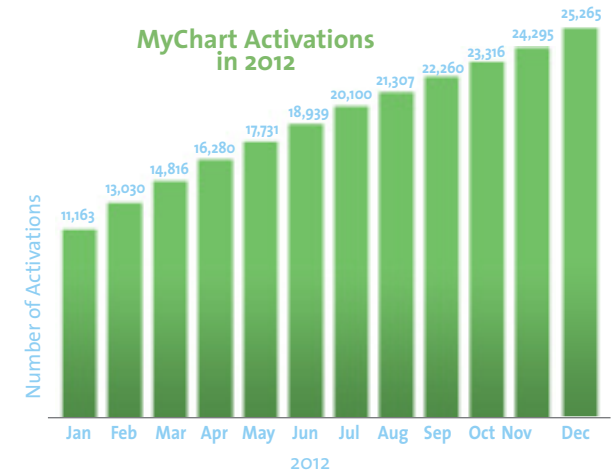
A New Wave in Patient Care: Electronic Health Records Replace Paper Charts

In November 2012 we completed the launch of our new electronic health record system, The Wave, throughout our 23 clinics. This completes a two-year transition from paper charts to electronic medical records. The Wave is powered by Epic, an industry-leading electronic health record provider. We chose Epic because it has the highest rate of patient, user and institutional approval of all electronic health record systems available. The Wave uses advanced technology to provide complete electronic documentation of the care we provide, which is accessible by Sansum Clinic healthcare providers from anywhere at any time.

More than 25,000 of our patients have activated accounts for secure online access to their personal health records through the patient portal we call MyChart. MyChart allows patients to view important

elements of their health information, such as lab results, medications, immunization records and details about doctor visits.

We continue our clinic-wide initiative to encourage all our patients to activate MyChart accounts for access to their own health information and enhanced communication with Sansum Clinic providers. ■



By December of 2012, 29% of all patients being seen were active on MyChart.





EDUCATING

Visiting Professor of Surgery Educational Program

The Visiting Professor of Surgery Endowment Fund was established in December 2010 by Ronald G. Latimer, MD (Emeritus) and Sansum Clinic to advance the educational opportunities of local surgeons and to demonstrate a commitment to quality surgical care in Santa Barbara. The fund allows a prominent national or international surgeon to be in residence in Santa Barbara for one week each year.

Sansum Clinic hosted our first Visiting Professor of Surgery, John L. Cameron, MD, The Alfred Blalock Distinguished Service Professor of Surgery at The Johns Hopkins University School of Medicine.

The *Santa Barbara News-Press* called Surgical Academic Week “Operation Education.” For five days Dr. Cameron interacted, taught and mentored practicing community surgeons and trained the general surgery residents at Santa Barbara Cottage Hospital.

Dr. Cameron has a longstanding interest in alimentary tract diseases, specifically in pancreatic cancer. He has operated on more patients with

pancreatic cancer and performed more “Whipple” operations than any other surgeon in the world.

“There is no bigger name in general surgery than Dr. John Cameron,” stated Dr. Jeffrey Gauvin, director of surgical education at Santa Barbara Cottage Hospital. “This is like getting a famous movie star as far as surgery goes.” The surgical residents enthusiastically echoed their delight with Dr. Cameron’s discussion of in-house surgical cases and the individual time he spent with them providing optimistic counsel about careers in surgery.

Dr. Cameron’s public lecture on William Stewart Halsted, MD, the Father of American Surgery, was “sold out.” An alumnus of Stanford and retired physician commented that “Dr. Cameron instilled the spirit of medicine the way a good teacher inspires excellence. The evening was perfect – one of the best lectures I have heard since medical school and probably one of the 10 best of all my years.”

The selection committee for the Visiting Professor program organized by Dr. Latimer is composed of the Clinic’s active surgical staff, Drs. James Dunn, Gregory Greaney, Rosa Choi, Paul Cisek, and Marc Zerey, with Dr. Jeffrey Gauvin and Dr. Steve

Kaminski representing Santa Barbara Cottage Hospital’s fulltime teaching staff.

Cottage Health System was the title sponsor and we received gifts of support for the education program from grateful patients, medical groups, individual community surgeons and physicians, and corporate donors. ■



Visiting Professors of Surgery

Doctors Greg Greaney, John Cameron, James Dunn and Ronald Latimer (Emeritus) at the Visiting Professor of Surgery reception following Dr. Cameron's public lecture



Physical Therapy

Physical Therapist Kristin Wise, MPT, leads a class for mature adults who want a gentle way to become more active.

Patient Stories

Jerry Richart A Story of Survival

Jerry Richart was an active man, walking one to four hours every day, strength training three times per week and winning bass fishing tournaments on a regular basis. So it came as a shock to Jerry to learn he had stage two pancreatic cancer during an appointment with his long-time physician, Kurt Ransohoff, in 2008. Jerry was surprised at the diagnosis. He was fit, active and did not have any pain or obvious symptoms.

Pancreatic cancer is the fourth most common cause of cancer-related deaths in the United States. Even with aggressive treatment, the survival rate of pancreatic cancer is extremely low, approximately 20% for one year of survival and 5% for surviving five years after the treatment. Given these chances, Jerry seriously considered not following through with the prescribed course of treatment. He spoke with Dr. Ransohoff about his concerns and was told that, without the treatment he might not survive longer than six months. Jerry had more life to live – so he found the determination and will to move forward with an aggressive treatment plan.

Jerry would require an exceptional team of physicians to treat his cancer. General surgeon, Dr. James Dunn, performed a seven-hour Whipple



During this time, Jerry reported feeling no pain and did not experience the usual sickness associated with chemotherapy. He was able to remain positive during treatment and soon returned to his normal level of activity.

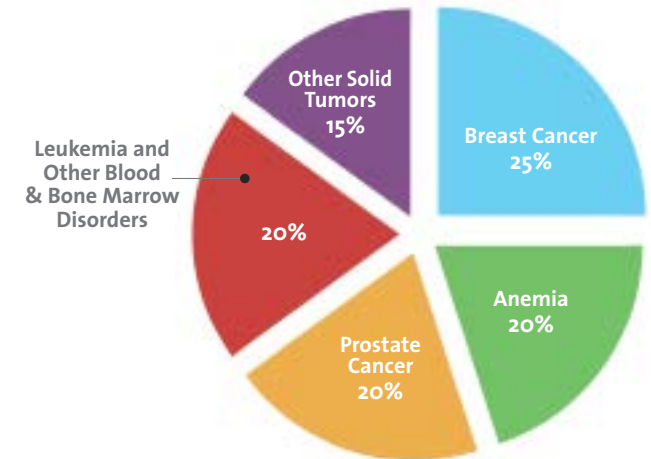
Five years after the initial diagnosis, Jerry is living cancer free and says he feels better than ever. “Though I had some dark days during my initial diagnosis and treatment, I found the strength to push through and remain positive.” Jerry

procedure, a complex surgery involving the pancreas, stomach and other organs. Dr. Gregg Newman of Sansum Clinic and Dr. Lindsay Blount of the Cancer Center of Santa Barbara with Sansum Clinic were chosen as his oncology team. Despite being told he would be in the hospital for 21 days after surgery and recovery could be quite painful, Jerry spent only nine days in the hospital and returned home to start 18 weeks of chemotherapy with Dr. Newman and five weeks of radiation treatment with Dr. Blount.

Though I had some dark days during my initial diagnosis and treatment, I found the strength to push through and remain positive.

credits Dr. Ransohoff and the team at Sansum Clinic with saving his life. “Dr. Ransohoff has been my physician and friend for over 20 years, I wouldn’t be here if it wasn’t for him.” Jerry is enjoying life to its fullest extent. He remains active and enjoys spending time with his loved ones. “This experience has given me a new lease on life. I’m back to competitive bass fishing, competing against men half my age and loving every minute of it.” Like fishing, life after cancer is a perpetual series of occasions for hope. ■

ONCOLOGY



Diagnoses Treated in 2012

“Dr. Ransohoff has been my physician and friend for over 20 years, I wouldn’t be here if it wasn’t for him.”



John Thayer On the Path to Good Health

John Thayer is a California native who moved to Santa Barbara in 1976 to take a position with the Santa Barbara Police Department. Since his official “retirement” in 2000 he has been a security consultant for the Santa Barbara Bowl helping to maintain the peaceful enjoyment that our treasured local venue has to offer.

Besides his professional pursuits he always enjoyed an active lifestyle as a recreational surfer, playing basketball and even competing in category 2 bicycle racing. That all changed after he returned from a trip to Italy in 2010. He had begun to experience severe back and hip pain, was unable to surf and found he could no longer keep up in his Pilates classes, so he sought medical advice. His Primary Care Physician, Dr. Erno Daniel, determined that John had advanced osteoarthritis in his hip and referred him to Orthopedic Surgeon, Dr. Bryan Emmerson.

Dr. Emmerson found the damage to John’s hip joint severe enough to consider hip replacement surgery as the best option to return him to his normal activities without pain.

John first attended one of Sansum Clinic’s Hip and Knee Replacement classes taught by Physical

Therapist, Kristin Wise, MPT. This class provides patients with all the information they need if they are considering a hip or knee replacement and gives them an opportunity to ask questions and to learn what to expect before and after surgery.

Dr. Emmerson decided that John was a good candidate for the anterior surgical procedure which can help limit post-operative discomfort and provide faster recovery. The minimally invasive procedure uses a muscle-splitting approach, meaning that the surgeon gets to the hip between two muscles, rather than removing and then reattaching a muscle. With this method, rehabilitation time is reduced.

John was up and walking with the aid of supports the very day following his surgery. After only three days in the hospital, he returned home for three weeks of in-home physical therapy, which included daily walks with a walker to help rebuild the strength in his leg and hip. Soon he was getting around with only the use of a cane. Much improved by the end of three weeks, he began physical therapy sessions at Sansum Clinic Physical Therapy downtown. His physical therapist was Kristin, his instructor from the hip and knee class he had attended prior to surgery. John felt assured that she had an understanding of his condition and would

map out the best course for his recovery.

Kristin started him on a two-week program that would concentrate on strengthening the injured areas while helping to balance and improve his overall physical condition during his two weekly sessions. Within six weeks after his surgery, John was walking freely for periods of up to a half hour and within two months John got back on his bicycle for the first time.

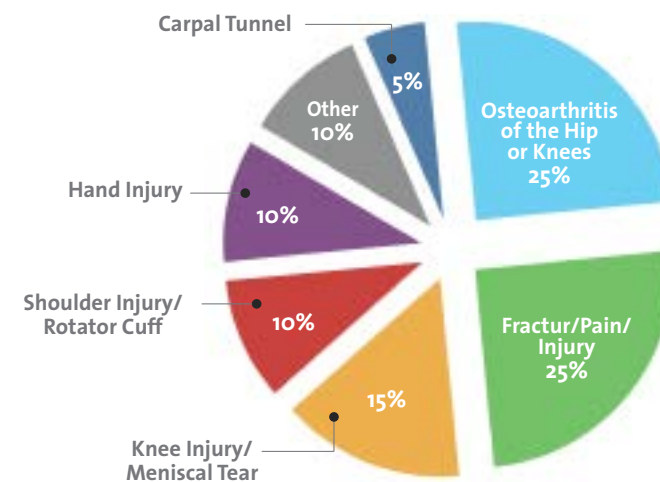
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John credits Dr. Emmerson's skill as a surgeon combined with Kristin's knowledge of his condition and customized therapy program with getting him back to bicycling, surfing and doing all the things he

loves. Now that his hip pain is gone, John is looking forward to planning his next vacation. Although this time, he may need to allow a little extra time for security agents at the airport to confirm it is only the titanium in his new hip that is setting off the alarms. ■



ORTHOPEDICS



Diagnoses Treated in 2012



Sally Simms The Cookie Lady

Sally Simms loves to bake cookies for friends, family and others to enjoy. During an examination and cookie delivery with Sansum Clinic cardiologist, Dr. Jason Boyatt, Sally discovered she was suffering from coronary artery disease (CAD). While conducting a treadmill stress test, examining the flow of blood through the arteries, Dr. Boyatt determined Sally had three blocked arteries near the top valve of her heart. He recommended coronary artery surgery right away.

Sally was admitted to the hospital and underwent triple bypass surgery. After five weeks post-op in the hospital and nursing facility, Sally was able to go home. She started rehab at the Sansum Clinic Cardiac Rehabilitation Center to develop aerobic capacity and build strength. At the center, doctors and nurses take time with each patient to create a customized plan for care which is based on individual needs and capabilities. Patients work out in a group setting that also acts as a support group, and they are monitored through special cardiac devices worn before, during and after each workout. Patients also are counseled on healthy eating habits and the importance of daily exercise to maintain a healthy heart. "My rehab team was amazing, especially Lynn Tabor, RN, who pushed

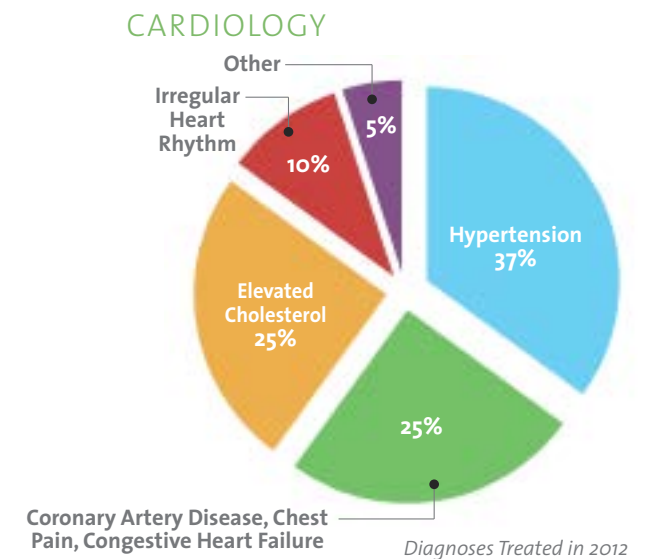
me and made me walk!” Sally can’t thank the team enough for the quality of care she received at the rehabilitation center.

As Sally’s healthcare needs persist, she continues to receive comprehensive care from her team of physicians, including Dr. Jason Boyatt and Dr. Michael Shenoda, cardiologists; Dr. Christian Powell, rheumatologist; Dr. John Elder, nephrologist; and her primary care physician, Dr. Benjamin Diener, internist. “I love how they stay in communication with each other about my health and progress and work together as a team.” Sally has also signed up for MyChart. Having the ability to access her physicians and healthcare information from her iPad is of value to Sally. She is enthusiastic about the fact that MyChart will help her manage the comprehensive care she receives at Sansum Clinic.

Sally is starting to get back to her favorite activities – playing cards with her friends, cooking, sewing and baking! She recommends Sansum Clinic physicians to all her friends and says how grateful she is for the excellent care she receives at Sansum Clinic. She calls herself “The Cookie Lady,” and she always thanks her physicians and their staff with a basket of homemade cookies. ■



Rated highest on the Central Coast for Testing Cholesterol for People with Heart Disease.





Lisa Thonack As Luck Would Have It

Lisa Thonack's day started out like any other day – running errands, doing chores and keeping up with her 19 month old son, Adriano. One afternoon, as she was going through her normal daily routine, Lisa experienced a sudden turn in events – one that had her rushed to Sansum Clinic's Urgent Care in Lompoc.

As Lisa was preparing her mental checklist for the afternoon, her son decided he was ready for lunch...right then! With Adriano firmly held in one arm and her other hand grasped tightly on the banister Lisa made her way down the stairs to the kitchen. Singing to Adriano on the descent and running through thoughts of her to-do list, Lisa was distracted. In the blink of an eye she found herself tumbling down the stairs. "About three steps down, I lost my footing and while trying to recover my balance and reduce my speed, I lurched out my right foot as a sort of kickstand and leaned back to stop the fall." Lisa landed four steps down the staircase in a seated position with her son in her lap. She was shaken up and in pain. "I didn't want to scare Adriano, so I did what any mother would do – I laughed and made silly faces." Once she saw he was laughing, unaware of the alarm of the incident, she looked at her ankle and knew instantly that it required immediate attention. Quickly she called her mother and sister for help.

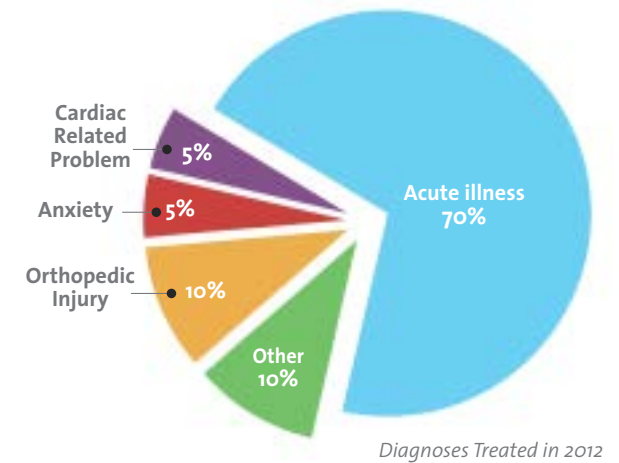
Rated highest on the Central Coast for Helpfulness of Office Staff*

Within the hour, Lisa's mother was looking after Adriano and her sister, Lennaya Smith, RN, rushed her to Sansum Clinic. Lisa was promptly sent to Radiology where Radiology Technician Donna Avila was caring and efficient with the imaging process. Lisa then consulted with Ken Hyman, a physician assistant in Lompoc's Urgent Care. "He was incredibly knowledgeable and kind." Ken told Lisa her ankle was fractured and she would possibly need surgery. He referred Lisa to Sansum Clinic Podiatrist Dr. Justin Meyer at the Pesetas multi-specialty clinic, who confirmed the ankle required surgery. "Dr. Meyer and

his team were very comforting and I knew I was in great hands."

Lisa was impressed with the overall level of service she experienced at both the Lompoc Urgent Care and the Pesetas clinic. "The good natured staff at Sansum Clinic handled my needs with compassion, kindness, humor and an impressive level of team work." Lisa is thrilled to be back to her daily routine and she approaches her staircase with less distraction and a bit more grace and agility. ■

URGENT CARE



*Source: State of California Office of the Patient Advocate

SANSUM CLINIC In the Community



2012 Heart Walk

Sansum Clinics' team of 125 walkers show support for the American Heart Association



Santa Barbara Neighborhood Clinics

Sansum Clinic's reach extends far beyond the walls of our 23 sites – we are your community partner in health.

Sansum Clinic provides care for people who could not otherwise afford medical services through its collaboration with the Santa Barbara Neighborhood Clinics (SBNC). SBNC serves nearly 17,000 people regardless of their ability to pay and 95% of their patients are below the federal poverty level.

In 2012 Sansum Clinic provided \$368,963 in services for cardiology and other diagnostic tests, including MRIs, electrocardiograms, ultrasounds and CT scans, at no charge to SBNC's patients. Sansum Clinic provided **755** patients with **949** diagnostic services.

In addition, Sansum Clinic provides the largest free colonoscopy screening program on record in the nation thanks to the generous support from Santa Barbara philanthropist, Virgil Elings, who funds the program. In the past year, we provided **101** screenings to underserved patients at the Santa Barbara Neighborhood Clinics with no health insurance. Since the inception of the program we have conducted over **400** free screenings. ■



Heart Walk

The Cardiology Department, Physical Therapy Department and Doctor's Weight Management Program turned out 125 Team Sansum Clinic walkers at the American Heart Association's Heart Walk in support of research and education on heart disease and stroke. ■



Heart + Sole AIDS Walk

The Infectious Disease Department organized Team Sansum Clinic in support of the Annual Heart + Sole AIDS Walk which supports the HIV/AIDS programs and services of the Pacific Pride Foundation. ■



Walk to End Alzheimers

The Sansum Clinic Forget Me Nots team led by the Neurology Department was one of the top fundraisers for this annual event benefitting Alzheimer's research and education. Sansum Clinic neurologists, Drs. Paul Willis, Karen DaSilva, Paul Gertler and Hsien Young were on hand to answer questions at the Sansum Clinic "Ask the Doctor" booth during the event. ■



Cancer Center Walk/Run

Cancer Center of Santa Barbara with Sansum Clinic celebrated an important milestone — the 20th anniversary of the Cancer Center's annual Walk/Run that for the first time, raised more than \$200,000. The event is the Cancer Center's largest fundraiser, and due to generous sponsorships, 100% of the proceeds benefit cancer research in our community. ■



Heart+Sole Walk

Team Sansum Clinic at the Heart+Sole Walk

AUXILIARY



Auxiliary Volunteers

(left to right) Linda Coen, Secretary; Bettye Fue, President; Gloria Autry; Glenda Renn, Treasurer; Bev Pelton, Office Manager; Pat Merrill; Jean Wright; Pat Haden and Marilynn Sullivan, Newsletter Editor.

Auxiliary Delivers a Cheerful Greeting and Assists Our Next Generation of Healthcare Providers

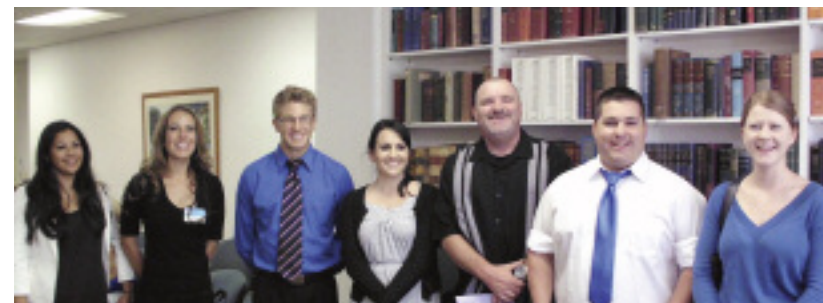
The Sansum Clinic Auxiliary is a volunteer organization that was formed in May of 1985 with 26 charter members. The main focus of the Auxiliary is for members to meet, greet and direct patients as they enter the two multi-specialty clinics at 215 Pesetas Lane and at 317 W. Pueblo Street.

The Auxiliary began its Nursing Scholarship awards in 1988. Awards are funded by donations,

memorials, and the December Bake Boutique Sale. The Auxiliary added a scholarship for a Radiology student funded by the generosity of Sansum Clinic Orthopedist Dr. John Gainor. To date the Auxiliary has awarded more than \$100,000 in scholarships to local students.

Scholarship candidates are selected and screened by the Director of Nursing at Sansum Clinic, the staff at Santa Barbara City College Nursing Program and our

Radiology Department, who make recommendations to the Auxiliary based on skills exhibited by candidates with very high achievement in their program. ■



2012 Auxiliary Scholarship Award Winners

(left to right) Megan Raya, Karen Moore, Spencer Pardee (Radiology), Heather Johnson, Greg Cooper, Nicolas Santibanez and Mollie Simmons.

RECYCLING



Left to Right: Chris McNamara, VP Professional Services; Cathy Ellis, MA, Rheumatology; Alberto Ortega, All Ways Clean; Jill Searchinger, Lead RN, Allergy; Juan Vera, All Ways Clean; Neive Tierney, City of SB, Environmental Services; Frank Hotchkiss, SB City Councilmember; Erica Morris, MA, Family Medicine; John Stampe, Manager Environmental Services; Helene Schneider, Mayor of SB; Kathleen Rodriguez, Patient Services Manager, Pesetas; Nelia Abuyen, Director, Pesetas; Vince Jensen, President and COO, Eric Lohela, City of SB, Environmental Services and Kurt Ransohoff, MD, CEO and Chief Medical Officer.

Environmental Stewardship

Sansum Clinic was the first outpatient medical facility in Santa Barbara to launch an innovative recycling and composting program at 215 Pesetas Lane to improve recycling and reduce landfill waste by composting exam table paper and hand towels.

Program Highlights:

January of 2011 Sansum Clinic sent **80%** of our trash to the landfill and **20%** to recycling. The Clinic started by posting recycling signs and

replacing trash cans throughout the Clinic with blue recycling bins. The effort began in the administrative offices and nurses stations and was later expanded to include the medical offices.

By February 2012, with new recycling efforts in place, the Clinic sent **60%** to landfill and **40%** to recycling. The City's recycling program then discovered that the Clinic could compost hand towels and exam table paper and created a custom color chart for compost-

recycle-trash for the building.

As of December 2012 the Clinic sent **40%** to compost, **40%** to recycle and only **20%** to landfill. This program is excellent for the environment and affords us a net savings on trash services each month. We continue to focus on composting table paper and hand towels, and have plans to add food scraps to the program. ■

HEALTH EDUCATION

In the Community



Camp Wheez 2012

For one week every summer, children with asthma experience old-fashioned camp fun.

Programs

- Advance Directives
- Alzheimer's Basics
- Back Wellness
- Balance & Mobility
- Bariatric Surgery Orientation
- Bariatric Surgery Support Group
- Camp Wheez (Asthma)
- Changing the Way We Eat
- Cholesterol Management
- Coumadin
- Diabetes Basics
- Diabetes Basics in Spanish
- Diabetes Blood Sugar Control
- Diabetes Day Nutrition Navigator
- Fibromyalgia Support Group
- Food Day
- Healthy Family Home
- Hip & Knee Replacement Weight Management
- HIV Support Group
- Insulin Users Peer Group
- Lymphedema Education
- Medicare
- Neck & Posture Wellness
- PreDiabetes
- Stress Management
- Walk & Train with a Physical Therapist
- WomenHeart Support Group

Sansum Clinic Health Education Program

The Sansum Clinic Health Education Department improves the quality of life of patients and the community by encouraging healthy lifestyle choices.

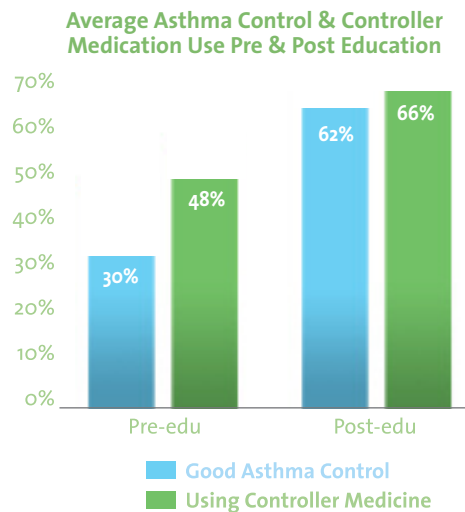
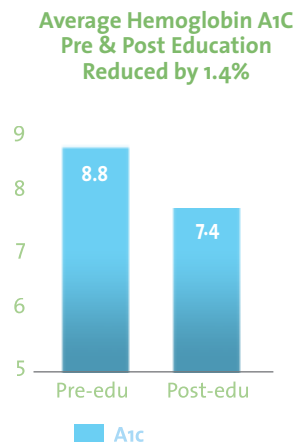
Diabetes education and asthma education are two examples of health outcomes we measure.

To evaluate the success of diabetes education, the Hemoglobin A1c of each participant is tracked. A1c gives a picture of blood sugar levels and is a good indicator of overall control of diabetes. Participants in education showed a drop in A1c from 8.8% to 7.4%, an improvement of **1.4%**.

Camp Wheez is another measurable example of the success of health education. This free, weeklong day camp for children ages 6 to 12 with chronic asthma provides education,

physical development skills, and arts and crafts projects designed for these kids with special needs. Camp Wheez received grants and gifts to cover all of its expenses and maintained many community partnerships to be able to provide camp at no charge.

To evaluate the success of asthma education, an overall measure of asthma control called the Asthma Control Test is tracked. Prior to asthma education 30% of patients show good control. In follow-up after education, 62% of patients show good control. In addition, prior to education 48% of patients use an asthma controller medicine properly. In follow-up after education 66% of patients properly use an asthma controller medicine. This shows an increase in the proper use of asthma controller medicine through education. ■



SERVICES PROVIDED ▼

In 2012, the Health Education Department provided services to **more than 8,500 people**, including:

3,400 professional consultations

in asthma, diabetes and nutrition.

300 class sessions with more than **2,000 attendees.**

Our Health Resource Center provided reliable information to approximately **1,000 people in more than 300 topic areas.** The most popular topics for voluntary visits were MyChart, Medicare and Diabetes.

2,000 people participated in community-based health events.

More than **175 staff hours** were dedicated in kind to community health improvement committees and events.

WELCOME NEW

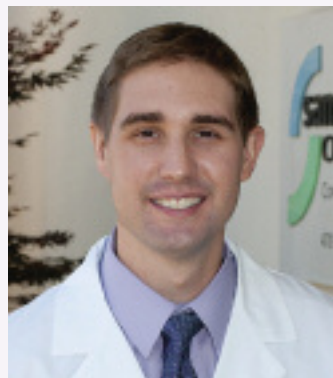
Providers & Leadership

One of the many strengths of Sansum Clinic's group practice model is our ability to recruit leading physicians from across the country. In 2012 we welcomed the following physicians.



Jonathan Berkowitz, MD, PHD
*Oncology and Hematology
Cancer Center of Santa Barbara
with Sansum Clinic*

Dr. Jonathan Berkowitz joined the Oncology and Hematology Department at the Cancer Center in Santa Barbara, Lompoc and Solvang. Dr. Berkowitz earned his medical and doctorate degree from State University of New York at Buffalo School of Medicine. He completed his residency and internship at Mount Sinai School of Medicine in New York City and completed his Medical Oncology and Hematology fellowship at the National Cancer Institute in Maryland.



Adam Cavallero, MD
*Internal Medicine
Lompoc Multi-Specialty Clinic
1225 North H Street, Lompoc*

Dr. Adam Cavallero joined Sansum Clinic's Primary Care Department at our Lompoc Branch. Dr. Cavallero received his medical degree from New York Medical College and recently completed his Internal Medicine residency at UCSF-Fresno Medical Education Program.



Jinny Chang, MD
*Allergy
Pesetas Multi-Specialty Center
215 Pesetas Lane, Santa Barbara*

Dr. Jinny Chang has joined Sansum Clinic's Allergy and Immunology Department at Pesetas Lane. Dr. Chang completed her residency and internship in Internal Medicine at the Washington University School of Medicine in St. Louis, and a fellowship in Allergy and Immunology at Scripps Clinic.



Salman Haq, MD
*Endocrinology
Pesetas Multi-Specialty Clinic*

Dr. Salman Haq joined Sansum Clinic's Endocrinology Department at Pesetas Lane. Dr. Haq received his medical degree from the Nishtar Medical College in Pakistan. He completed his Internal Medicine residency and internship at Santa Barbara Cottage Hospital (chief resident) and a fellowship in Endocrinology at VA Hospital/Cedars Sinai.



Robert Hughes, MD
*Urgent Care
51 Hitchcock Way, Santa Barbara &
1225 North H Street, Lompoc*

Dr. Robert Hughes, board certified in Family Practice, joined the Urgent Care Department. Dr. Hughes earned his medical degree from Loma Linda University School of Medicine and completed his residency, internship and sports medicine fellowship at the Kaiser Permanente Fontana Family Medicine Program.





Matti Jansen, MD
Internal Medicine
Pesetas Multi-Specialty Clinic
215 Pesetas Lane, Santa Barbara

Dr. Matti Jansen joined the Internal Medicine Department at Pesetas Lane. Dr. Jansen received her medical degree from Ben Gurion University of the Negev in Israel and recently completed her Internal Medicine residency at Santa Barbara Cottage Hospital.

W. Kiernan O'Callahan, MD
Urgent Care
Hitchcock Urgent Care & Pediatrics
51 Hitchcock Way, Santa Barbara

Dr. W. Kiernan O'Callahan, board certified Internal Medicine physician, joined our Urgent Care Department at Hitchcock Way. Dr. O'Callahan earned his medical degree from Georgetown University School of Medicine and completed his internship and residency at Good Samaritan Hospital in Los Angeles.

William Dunbar, MD
Orthopedics
Pesetas Multi-Specialty Clinic
215 Pesetas Lane, Santa Barbara

Dr. William Dunbar joined our Orthopedics Department. Dr. Dunbar earned his medical degree from St. Georges University School of Medicine in Great River, New York and completed his internship and residency at University of Wisconsin Hospital. He is certified by the American Board of Orthopedic Surgery.

Brett Simon, OD
Optometry
Ophthalmology & Optical Shop
29 W. Anapamu Street, Santa Barbara

Dr. Brett Simon joined our Ophthalmology Department. Dr. Simon earned his degree from Southern California College of Optometry in Fullerton, CA and is certified by the State of California Board of Optometry.

Sansum Clinic has a long history of recruiting the best and the brightest physicians from across the nation.

Welcome, Vince Jensen

Vince Jensen, joined Sansum Clinic as President and Chief Operating Officer. Mr. Jensen came from City of Hope Medical Group where he served for 12 years as Chief Operating Officer overseeing its clinical and business operations.



Immediately upon taking the helm, Mr. Jensen initiated a five-year strategic planning process to ensure a sustainable model for Sansum Clinic during a time of great uncertainty in the healthcare industry. With

a new organizational focus on quality, cost control and patient satisfaction, a new Sansum Clinic mission statement was developed along with four strategic goals for the future.

Mr. Jensen initiated the Clinic's first organizational incentive plan, designed to promote an extraordinary patient experience. By linking employee performance to the new Sansum Clinic mission and strategic goals, this move has ushered in a new era of accountability for its leadership and staff. Under Mr. Jensen's guidance, Sansum Clinic initiated a long term Facilities Master Plan designed to expand the Clinic's capacity to meet future needs, grow its clinical and research programs, and improve patient access to care.

In addition, Mr. Jensen has expanded Sansum Clinic's educational outreach, online presence and broadcast marketing materials. *Good Health* magazine is now among the most widely distributed publications in our community, providing more than 90,000 households with important health-related information.

Mr. Jensen is a recognized leader in healthcare in California. He serves on the Board of Directors for the California Association of Physician Groups (CAPG) and the University of California Santa Barbara (UCSB) Economic Forecast Project. ■

Recognition & Awards



America's Top Doctors

Left to Right:

Gregory C. Greaney, MD, *Colon & Rectal Surgery*
Heather I. Terbell, MD, *Obstetrics & Gynecology*
Rabindra A. Braganza, MD, *ENT/Otolaryngology*
Mark L. Silverberg, MD, *Ophthalmology*
David A. Raphael, MD, *Obstetrics & Gynecology*
Alex Koper II, MD, *Urology*
James V. Egan, MD, *Gastroenterology*

Sansum Clinic is the most comprehensive independent non-profit provider of outpatient services between the Los Angeles Basin and the San Francisco Bay Area.

America's Top Doctors

Seven Sansum Clinic physicians were recognized in *US News & World Report's* prestigious "America's Top Doctors" list among the nation's top doctors, both nationally and regionally, based on an extensive nomination process and review by a physician led research team. ■

The Nadel Family

Sansum Clinic honored Julie and Jack Nadel with a reception at the unveiling of the newly renovated OB/GYN department at 515 West Pueblo Street. The Nadels made the renovation possible through a gift in honor of Dr. David Raphael for the benefit of Sansum Clinic OB/GYN patients and staff. ■



Community Angel of the Year

Deanna Power, RN, CNRN in the Neurology Department was selected by the regional office of the National Multiple Sclerosis Society as the Community Angel of the Year to recognize her volunteer work and her dedication to patients and all who are served by the MS Society. ■



Community Partners in Excellence

The Internal Medicine Department at Pesetas Lane was honored by Santa Barbara's Visiting Nurse & Hospice Care for delivering the highest quality of care to their patients and for the positive impact they have on the health of our community. Dr. Richard Ponce accepted the Community Partners in Excellence award on behalf of Sansum Clinic. ■

Medical Staff Receives Top Honors

Donald B. Rhodes, MD was one of five former Sansum Clinic physicians who were honored by Cottage Health System as 2012 Honorary Medical Staff. Other honorees included Everett J. Hunt, MD, Edward J. McGinn, MD, Elliot D. Prager, MD and Thomas H. Weisenburger, MD of the Cancer Center. ■



Physicians of the Year

C. Eric Schroeder, MD of our Pulmonary/Critical Care Medicine Department was named 2012 Physician of the Year at Santa Barbara Cottage Hospital.



Kiran Mariwalla, MD, who practices Family Medicine at Sansum Country Clinic in Solvang, was named 2012 Physician of the Year at Santa Ynez Valley Cottage Hospital. ■



Generous support from our grateful patients contributes to our ongoing investment in our facilities and helps us to attract the highest caliber physicians from around the United States.

Dr. David Raphael, John VanderHeide and Carin Craig of the Sansum Clinic OB/GYN, with Julie and Jack Nadel.



Dr. James McNamara Cuts Ribbon on New Cottage Hospital

Dr. McNamara was selected to represent all Santa Barbara physicians in the Cottage Hospital ribbon-cutting ceremony.



Dr. James McNamara Cuts Ribbon on New Cottage Hospital

Dr. James McNamara was selected to represent all Santa Barbara physicians in the ribbon-cutting ceremony for the new Cottage Hospital, an important event and well deserved honor for our colleague.

Dr. McNamara has been with Sansum Clinic for more than 40 years and in that time he has made countless contributions to local, regional and state healthcare. He has served as President of the Clinic, Chair of the Internal Medicine department, and was honored as Physician of the Year by the Santa Barbara County Medical Society in 2004, where he also served as President. He has served as Chairman of the Board of the Rehabilitation Institute of Santa Barbara, as well as Chief of Staff and Vice Chair of the Board of Directors at Cottage Hospital. At the state level he has served on the Board of Trustees and various committees for the

Dr. McNamara was instrumental in the discussions that led to the merging of the Santa Barbara Medical Foundation Clinic with Sansum Medical Clinic, which led to what is Sansum Clinic today.

California Medical Association, and he served in the United States Army Medical Corps for nine years.

The ribbon-cutting ceremony is not the first event of historical significance in local healthcare from a McNamara. Dr. McNamara's parents, Dr. Delbert McNamara and Dr. Doris Erkenbeck McNamara, were among the first physicians hired by Dr. William Sansum when he sought to build his own Clinic in the 1920s. The onset of World War II had a

significant effect on the medical staff of the Clinic, and Dr. Delbert McNamara was the first to leave to engage in the effort. He went on to serve as Commander of the Medical Supply Office of the Third Marine Division and was awarded a Purple Heart, Silver Star, and a Presidential Citation. Dr. Doris McNamara had to work double time to make up for the absent male physicians at the Clinic.

When Dr. Sansum died and the Clinic was reorganized, the McNamaras were among the six doctors who formed a partnership, and Dr. Delbert McNamara served as chairman for the next 10 years.

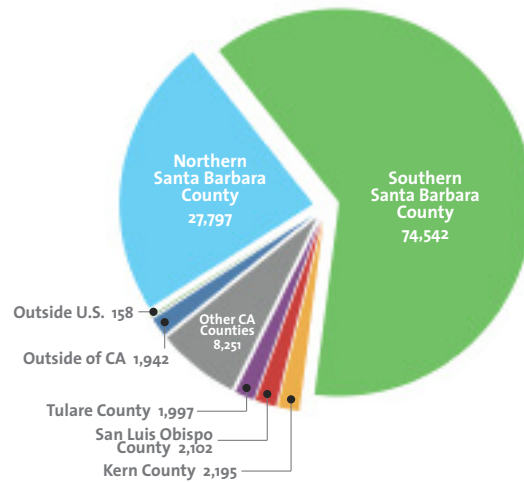
As Sansum Clinic expanded in the 50s and 60s by word of mouth, the superior reputation of the Clinic spread through the Central Valley and to Las Vegas and Mexico. By that time two-thirds of the patients seeking care at Sansum Clinic were from out of town. During this time it was common practice to admit patients to the hospital for checkups. It was then that Dr. Jim McNamara began his practice by doing the intake examinations for patients here for their extended checkups. Though the practice of several-day checkups decreased in the early 1970s when insurance no longer covered hospitalization for such extensive examinations, many patients from far away still choose to see Dr. McNamara for comprehensive evaluation.

Dr. McNamara was also instrumental in the discussions that led to the merging of the Santa Barbara Medical Foundation Clinic with Sansum Medical Clinic, which in turn led to what is Sansum Clinic today. ■

SANSUM CLINIC
By the Numbers

1 in 2 people in Santa Barbara and 1 in 4 people in Santa Barbara County receive care at Sansum Clinic.

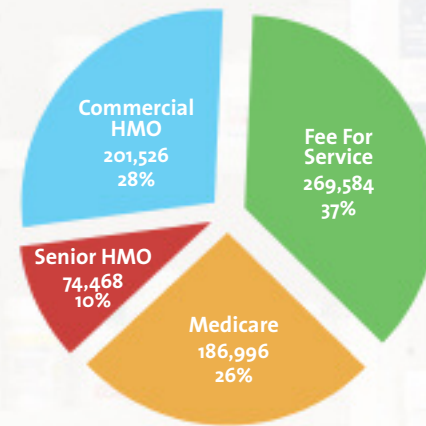
Number of Individual Patients by County 2012



Patient Satisfaction

Patient satisfaction is our highest priority. Patient satisfaction surveys show that more than **90.6%** of our patients are very satisfied or satisfied with their visit with our physicians and the courteousness of our staff.

Number of Patient Visits by Insurance 2012



Category	# of Patients
Charity	1,152
Commercial HMO	191,679
Commercial HMO-IPA	9,847
Fee for Service	13,826
Indemnity	1,510
Medi-Cal	8,904
Medi-Cal HMO	14,225
Other Government	1,238
Medicare	186,996
Senior HMO	70,405
Senior HMO-IPA	4,063
PPO	209,871
Self-Pay	10,255
Workers Compensation	4,132
Other	4,471
Total Visits	732,574

Number of Patient Visits by Department 2012

Allergy	6,978
Ambulatory Surgical Center	6,850
Ambulatory Surgical Pain Management	392
Anticoagulation	5,045
Cardiology	30,998
Dermatology	38,423
Ear, Nose, Throat (ENT)	15,619
Endocrinology	16,649
Facial Plastic Surgery and Aesthetics	2,454
Family Practice	103,942
Gastroenterology	19,628
Genetic Counseling	31
Health Education	2,119
Infectious Disease	1,897
Internal Medicine	48,799
Lymphedema	702
Nephrology	3,775
Neurology	13,072
Neurosurgery	749
Nuclear Medicine	2,825
Obstetrics/Gynecology	29,298
Oncology	27,229
Ophthalmology	47,021
Orthopedics	23,272
Pain Management	784
Pediatrics	38,883
Physical Therapy	28,522
Podiatry	11,698
Procedure Center	7,166
Psychiatry	11,747
Pulmonary	6,791
Radiation Therapy	4,517
Radiology	8,1474
Research	68
Rheumatology	9,434
Surgery	14,154
Travel and Tropical Medicine	1,778
Urgent Care	52,001
Urology	13,977
Wellness	1,813

Total Number of Visits in 2012 **732,574**

Unique Patients Treated in 2012 **118,984**



Stephanie Daughters, PharmD

Stephanie Daughters, PharmD, Director of Pharmacy for Sansum Clinic's two Prescription Pharmacy locations at 51 Hitchcock Way and 215 Pesetas Lane

Recognized for the Highest Standards of Healthcare



- Institute for Medical Quality (IMQ) accreditation for ambulatory care
- California Association of Physician Group's (CAPG) Standards of Excellence Award for Exemplary Status
- California Office of the Patient Advocate Rating: Highest Overall on the Central Coast for meeting national standards of healthcare
- Integrated Healthcare Association Certificate of Outstanding Performance for patient experience
- Echocardiography Lab accredited by Intersocietal Commission for the Accreditation of Echocardiography Laboratories (ICAEL)
- Integrated Healthcare Association Certificate of Outstanding Performance for diabetes management
- American Diabetes Association (ADA) recognition for Diabetes Self-Management Education Program
- Bariatric Center of Excellence designation by American Society for Metabolic and Bariatric Surgery (ASMBS)
- Doctors' Weight Management Program Gold Standard Award from HMR
- American College of Radiology (ACR) Accreditation for US, Stereotactic Breast Biopsy, MRI, CT, and PET/CT
- American College of Radiology (ACR) Mammography Quality Standards Act (MQSA) – State and Federal accreditation for all mammography
- Breast Care Alliance accredited by the National Accreditation Programs for Breast Centers (NAPBC)



Sansum Clinic's 180 physicians provide medical care through our 23 facilities between Carpinteria and Santa Maria.

A Legacy of Giving

Sansum Clinic Legacy Society

The Sansum Clinic Legacy Society recognizes those that have included Sansum Clinic in their estate plans. Our members represent all ages, come from all walks of life and are dedicated to helping Sansum Clinic bring together the best physicians, the latest technologies, and the most comprehensive healthcare to meet the specialized needs of our community.

Today more than ever philanthropic support is vital to our mission to provide an excellent healthcare experience, recognizing our first priority is the patients we serve. A provision in your estate to remember Sansum Clinic enhances our opportunity to provide future generations with quality healthcare services. Please consider leaving a legacy to Sansum Clinic by which you will be remembered.

If you have provided a gift in your estate plans please let us know so that we can say thank you and include you as a member in our Legacy Society.

If you wish to leave a gift or would like information please contact Dru A. Hartley, Director of Philanthropy at (805) 681-7726 or dhartley@sansumclinic.org. We can arrange a meeting with our gift planning specialist at your convenience.



Dr. Donald and Alita Rhodes

The Rhodes have included Sansum Clinic as a beneficiary in their estate plans

We would like to acknowledge and thank our loyal family of friends that comprises the Sansum Clinic Legacy Society: ▼

Sansum Clinic Legacy Society Members

Thank you to our donors!

William R. Allen Alves Family Living Trust*	Mr. and Mrs. Robert William Cox, Jr.*	Tim and Linda Gamble	Daisy J. Hudson*	John W. and Christine C. Morrisset	Ed and Bobbie Rosenblatt
Beatrice A. Askman*	Robert G. and Elnora J. Cuillier*	Dr. Daniel and Jean Gibson	Paul and Jennifer Jaconette	Esther A. Nielsen*	Richard and Maryan Schall
Garrison E. and Kathleen A. Bielen	Azile L. and Florence H. Currier*	Lucile R. Graham*	The Kaye Family Trust	Herbert R. and Barbara Burke Peterson*	James D. Scheinfeld*
Dr. and Mrs. Peter Brill	Dr. and Mrs. Wilton Doane	Jon W. and Barbara K. Greenleaf	Mary Kershner*	Kurt Ransohoff, MD	Ailie E. Sten*
Mary Miller	Dr. and Mrs. C. Christopher Donner	Ellie* and Tom Harriman	Marion Crawley Lamont*	C.H. Reisner*	Jennifer and Sean Thomas
Rose Bruick*	Florence Mary Franco*	Melville H. Haskell, Jr., MD*	Ray and Vicky MacGregor	Donald B. and Alita W. Rhodes	Elna R. Thuesen*
Drs. JW and Sue Colin		Ethel Heller*	Dr. James V. and Christine McNamara	Drs. Ann and Mike* Rice	Clifford E. and Dorothy P. Wrightson*
Mr. and Mrs. Charles Cox		Ardis O. Higgins*	Dr. and Mrs. George Messerlian		<i>*deceased</i>
		James Kenneth Hill*			

Lovelace Fund for Medical Excellence

In 2012 the Sansum Clinic Board of Trustees established The Lovelace Fund for Medical Excellence. The fund was established as a tribute to the late Jon Lovelace and the Lovelace Family for their visionary support of Sansum Clinic.

These funds are to be used for programs and projects that will assist in physician recruitment, the Facility Improvement Program, the Physician Housing Program and other endeavors which are deemed to attract and retain physicians and ensure medical excellence for our patients.

Facility Improvement Program

In early 2012 we embarked on the silent phase of a campaign to raise \$3 million for the Phase I modernization of our multi-specialty clinic at Pesetas Lane. Improvements include the redesign and remodel of the front entrance façade, the main lobby, patient registration area, and the creation of a separate entrance for the patient laboratory on the first floor. This phase will improve privacy for patients checking in for appointments and will also improve the clinical waiting areas.

Physician Housing Program

The other major fundraising effort is to add \$1.5 million to the Physician Housing Program endowment. The Physician Housing Program supports the recruitment of the best and brightest physicians. Physician recruitment and retention is central to the Clinic's efforts to maintain excellence and keep pace with the highest standards of medical care for our patients and the community.

Through shared-appreciation home loans, the Physician Housing Program assists new physicians with the purchase of homes which they would otherwise find unaffordable in our high-priced real estate market.

We had previously raised \$3.5 million for this program. Since 2008, Sansum Clinic has used this special program to attract 16 highly skilled physicians (2006 through 2012) in a broad range of specialties and practice areas.

In 2012, these physicians cared for **20,687** unique patients during **42,788** appointments in Cardiology, Gastroenterology, Infectious Disease,

Internal Medicine, Neurology, Obstetrics and Gynecology, Orthopedics, Pulmonary and Critical Care, and Rheumatology.

By the end of 2012 we raised \$3 million in gifts and pledges for these two programs towards our goal of \$4.5 million. Clearly a benefit to our community, Sansum Clinic aims to raise an additional \$1.5 million for this fund. ■

2012 Philanthropy at a Glance

Unrestricted	\$ 50,935
Capital	\$ 978,702
Endowment	\$ 116,283
Programs & Operations	<u>\$1,034,908</u>
TOTAL	<u><u>\$ 2,180,828</u></u>
	629 donors





**Dick and
Maryan Schall**

The Schalls have provided a legacy gift to Sansum Clinic in their estate plans to help insure that future generations have access to high quality healthcare

Dick and Maryan Schall It's All About Caring

Dick and Maryan Schall care about others! There is an enthusiasm in their eagerness to make a difference in the lives of people in need. "I hope to be remembered as someone who cared," commented Maryan. Dick was equally engaged, saying when asked, "I would like my tombstone to read, "He tried to make things better."

As life-long residents of Minneapolis, the Schalls began giving of their time and energy long before they could do so in any financially-meaningful way. In the early years of their marriage, which began in 1951, their contributions came in the form of community volunteerism, with an emphasis on arts organizations and school functions, such as PTA. Sharing their resources, material or personal, has always been of importance to both of them.

Dick and Maryan have a special place in their hearts for the value of education, perhaps enhanced by their having both been the first generation of their families to graduate from college -- Dick from Macalester College in St. Paul, where he was the first alumnus to Chair the Board of Trustees, and where he was recently honored for his "distinguished service", and Maryan from the University of Minnesota, where she graduated Phi Beta Kappa, with high honors. When their four children were in elementary school, Dick graduated

from the Harvard Advanced Management Program, and when the children were in high school, Maryan returned to the University, earning two Masters degrees and a PhD.

The Schalls' respect for the value of education is reflected locally by their major support of Santa Barbara City College and the Scholarship Foundation of Santa Barbara. They are also long-time supporters of CALM, CADA, PPSBVSLO, and the Santa Barbara Foundation, among many other local non-profits.

After Dick's distinguished career in business, much of which was split between General Mills and the Dayton-Hudson Corporation, the Schalls left the frozen North for the warmth and comfortable confines of beautiful Santa Barbara. When they arrived here, they were eager to find the kind of healthcare that would match the excellent personal and professional experience they were accustomed to in Minneapolis -- a facility offering comprehensive healthcare through teamwork and community collaboration. They found it nicely presented at Sansum Clinic!

The Schalls' relationship with Sansum Clinic has grown and thrived over the years. During that time, they have worked with many Sansum providers, with Dr. Kurt Ransohoff's impactful oversight of Dick's care being particularly meaningful. Maryan joined the Board of Trustees in 1994, serving for 12



The Schall Family

Back Row: Doug Saglio, David Schall, Jeff Davis, Dick Schall
Center row: Dawn Saglio, Maryan Schall, Caryn Schall, Patty Schall
Front row: Janny Gothro, Geoff Gothro

years. She continues to serve as an Honorary Trustee. During her active Board years, Maryan was responsible for developing comprehensive new policies with regard to board membership and governance. During all these years, the Schalls have been major donors to the Clinic.

Sansum Clinic is a grateful recipient of the Schalls' generous support. As Maryan says, "What could be more important than supporting the people who manage your health and well-being?"

It will come as no surprise that Maryan and Dick have also provided a legacy gift for Sansum Clinic, to help insure that future generations will have access to the superior healthcare they've experienced there. The Schalls proclaim that "Sansum is a community treasure!" ■

Financial Statements



In 2012, we provided more than \$547,000 in charity care to patients who met certain criteria at reduced rates or no charge.

Balance Sheet

Assets	December 31,		Liabilities and Net Assets	December 31,	
	2012	2011		2012	2011
Current assets			Current liabilities		
Cash and short-term investments	\$ 19,955,191	\$ 21,666,660	Accounts payable and accrued expenses	\$ 23,420,849	\$ 19,154,118
Patient accounts receivables	13,405,669	9,063,651	Current portion of long-term debt	2,844,870	3,086,601
Other current assets	6,263,420	4,812,024	Total current liabilities	26,265,719	22,240,719
Total current assets	39,624,280	35,542,338	Long-term liabilities		
Property, plant and equipment, net of accumulated depreciation and amortization	38,693,190	37,399,755	Long-term debt	25,281,952	28,188,958
Other assets			Other long-term liabilities	6,880,255	6,032,151
Donor restricted assets	2,468,002	2,468,000	Total long-term liabilities	32,162,207	34,221,109
Investments	6,088,405	4,783,025	Net assets		
Other assets	6,465,273	5,831,199	Unrestricted	29,916,362	25,818,949
Total other assets	15,021,680	13,082,224	Total unrestricted	29,916,362	25,818,949
	\$ 93,339,150	\$ 86,024,317	Restricted	4,994,862	3,743,540
			Total net assets	34,911,224	29,562,489
				93,339,150	86,024,317

Sansum Clinic scored highest on the Central Coast for Coordinating Patient Care.

Source: State of California Office of the Patient Advocate

Statement of Cash Flows

Statement of Cash Flows

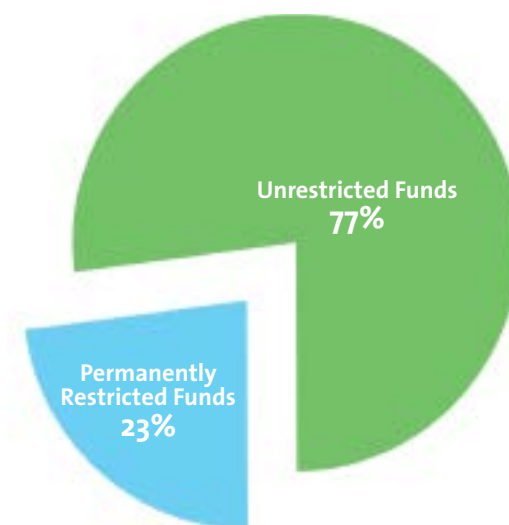
	December 31,	
	2012	2011
Cash flows from operating activities		
Increase in net assets	\$ 5,348,735	3,067,110
Provision for uncollectible accounts	1,771,600	1,249,602
Depreciation and amortization	5,312,042	4,343,309
Other changes in operating assets and liabilities	3,928,964	1,477,564
Net cash provided by operating activities	8,503,413	7,182,457
Cash flows from investing activities		
Additions to assets whose use is limited	-	(463,376)
Purchases of property and equipment	(6,490,447)	(6,811,538)
Other	646,596	1,778,203
Net cash used in investing activities	(6,537,043)	(5,496,711)
Cash flows from financing activities		
Net cash used in financing activities	(3,353,345)	(3,904,155)
Net change in cash and cash equivalents	(1,386,975)	(2,218,409)
Cash and cash equivalents, beginning of year	20,320,121	22,538,530
Cash and cash equivalents, end of year	<u>\$ 18,933,146</u>	<u>20,320,121</u>

“ We are regular patients at Sansum and have been seeing various doctors for 25 years. We absolutely love the Clinic. Our appointments are always taken care of in a timely manner. We are very pleased with the promptness of getting results. Thank you for the opportunity to sing your praises. ”



Endowment Funds

Endowment net asset composition by type of fund as of December 31, 2012 was as follows:



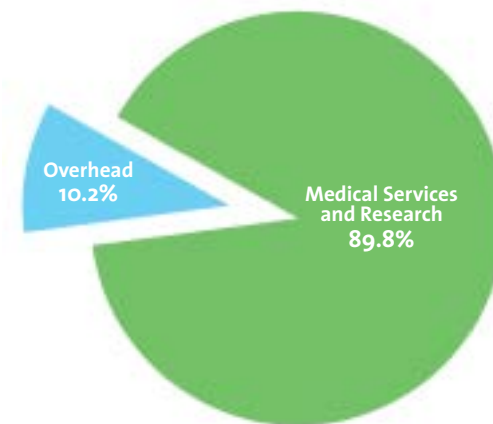
Statement of Operations

Statement of Operations	December 31,	
	2012	2011
Revenues:		
Net patient service revenue	115,604,293	101,113,337
Premium revenue	73,504,318	70,659,963
Other revenue	5,634,006	3,578,066
Total unrestricted revenues, gains and other support	194,742,617	175,351,366
Expenses:		
Medical service contracts	75,545,888	71,164,220
Salaries and employee benefits	57,278,152	50,951,363
Medical and professional expense	39,266,764	33,735,559
Occupancy expense	7,077,815	6,287,491
Other expenses	12,406,603	10,268,186
Total expenses	191,575,222	172,406,819
Operating income	3,167,395	2,828,390
Excess of revenues over expenses to fund clinical programs	\$3,167,395	\$2,944,547

More than 8,500 people participate in Sansum Clinic's 300 free or low-cost education programs each year.

Functional Expenses

The Clinic provides general healthcare services to residents within its geographic location. Expenses related to providing these services for 2012 are as follows:



Sansum Clinic, A Treasure In Our Town Tony Perez's Story

I am writing this love letter to my people (doctors, nurses, front desk, lab and radiologist) at Carpinteria Sansum Clinic just to let them all know that my whole family and I love and appreciate them wholeheartedly. Without going into detail about my health, I can tell you that the whole crew at the Clinic swung into action and showed genuine concern when I needed it. My observation is that they deliver first class care to everyone receiving their services. Staff members at the clinic are caring professionals who are extremely good at what they do.

Because I can, I enjoy giving money to the deserving of this world. It won't be a large donation, but I can assure you that we will give something to Sansum Clinic out of the joy of our heart. If everyone who uses the clinic regularly were to pitch in a small amount, our donations would help assure that we continue to receive the best care available right here in Carpinteria and throughout Santa Barbara. God bless one and all at Sansum Clinic.

— Tony Perez, Jr.
Carpinteria resident



How You Can Help

Sansum Clinic is a nonprofit organization. Generous support from donors and grateful patients enables Sansum Clinic to offer community service programs that contribute to the wellbeing and quality of life of all members of the community.

If you wish to leave a gift or would like information, please contact Dru A. Hartley, Director of Philanthropy at (805) 681-7726 or dhartley@sansumclinic.org.



The Perez Family

Tyler, Linda, Tony (Jr.), Tony (III),
front row Isabel and Jordan

THANK YOU TO OUR Donors

Cumulative gifts of \$500+ as of December 31, 2012

Sansum Clinic gratefully acknowledges the generous support of our donors. As a nonprofit organization, Sansum Clinic relies on private support so that we may continue our commitment to the healthcare needs of our patients and the community. Working together, we are making a difference.

\$500,000+

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“The best care I’ve ever had and after 56 years that’s saying a lot. I love this place!”



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“ I want to thank you for the great service I received at Urgent Care. Everyone was so pleasant and compassionate. I felt very safe and well cared for. ”

“ I am so grateful. Without the programs at Sansum Clinic, I would never be where I am today. ”

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Mission

To provide an excellent healthcare experience, recognizing our first priority is the patients we serve.

Vision

As a premier integrated delivery system we provide high-value healthcare to the communities we serve, managing the population's healthcare needs while also creating a model of care that will thrive in California's rapidly changing healthcare arena.

Values

*Compassion
Accountability
Respect
Excellence
Stewardship*

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