Gastroenterology
Formerly North Idaho Gastroenterology, the center opened in June, 2002 in response to the rising demand for quality gastroenterology services in northern Idaho. Although the center officially merged with Kootenai Health in 2013, plans were put in motion late in 2012 to create Kootenai Clinic’s gastroenterology center.

Hand and Reconstructive Surgery
Kootenai Clinic’s hand and reconstructive surgery center specializes in the surgical treatment of problems of the hand, wrist and elbow. Lead by Patrick Mullen, MD, the center welcomes patients of all ages from northern Idaho, eastern Washington and western Montana. The center was established in 1988 by Peter Jones, MD, as the Coeur d’Alene Hand Center. A merger with Dr. Mullen’s practice resulted in the creation of Kootenai Clinic’s hand and reconstructive surgery center.

Rheumatology
Kootenai Health brought on rheumatologist, Dustin Dinning, DO, in 2012. A rheumatologist is an internist who has received further training in the diagnosis and treatment of arthritis and other musculoskeletal diseases. Rheumatologists treat arthritis, certain autoimmune diseases, musculoskeletal pain and osteoporosis. At his new practice, Dr. Dinning is treating arthritis, certain autoimmune diseases, musculoskeletal pain and osteoporosis.

Heart Clinics Northwest
Kootenai Health officially acquired Heart Clinics Northwest in January 2012. Plans for expanding cardiac facilities also began in 2012. This includes the addition of an electrophysiology (heart rhythm services) lab, which recently opened. Thanks to the expansion of cardiac services at Kootenai Health, over 400 patients each year are now able to receive cardiac care in northern Idaho instead of going out-of-state for treatment.

2012 continued a pattern of growth for Kootenai Health. The strategic vision Kootenai developed in 2011 began to take shape throughout 2012 with the addition of new services and specialties. Over the year, Kootenai Health added more than 300 jobs to our local economy while continuing to expand health care services in northern Idaho.

Here is a look at some of the milestones from 2012.

2012 BOARD OF TRUSTEES

Paul Anderson
Chairman

Ernest Fokes, MD
Vice Chairman

Electrophysiology (EP) Lab Open House
Kootenai Health continued to provide free medical transportation services for the community in 2012. The Kootenai Health patient transport program was made possible by the generous community-minded supporters of the 1995 Kootenai Health Foundation Festival of Trees. Approximately 20,592 rides were given to and from medical appointments during 2012.

Neonatal Services
In 2011, Kootenai Health began developing a neonatal intensive care program. Throughout 2012 neonatologists Priscilla Hancock, MD, Kathleen Webb, MD, and Kimberly Judd, MD, worked with the nurses and staff at Kootenai’s birthing center began refining the way they delivered care. Now even tiny preemies can receive the treatment they need at Kootenai. The 2012 Festival of Trees benefited neonatal services and the special care nursery is already seeing growth and expanding its ability to care for premature babies.

Internal Medicine, Primary Care and Family Care
Kootenai Health expanded its primary care, internal medicine and family care to include several locations in Coeur d’Alene, Post Falls, Rathdrum, and Bonners Ferry.

Kootenai’s family medicine practitioners are devoted to comprehensive health care for people of all ages. They provide traditional family medical care for the entire family. Internists may also act as primary care physicians, but they have additional training are dedicated to learning how to prevent, diagnose, and treat diseases that affect adults.

Community Value Award
Kootenai Medical Center was named a Top 100 Hospital in a survey ranking over 3,000 hospitals nationwide on quality of care and value to their communities. It was Kootenai’s eighth year in a row to receive the award, which evaluates hospitals in four key areas: financial viability and capital reinvestment, cost structures, patient charge structures and quality of performance. Community value results from costs and charges being low relative to other hospitals; being profitable and reinvesting those profits in new facilities, technology and services.

Medical Transportation Services
Kootenai Health continued to provide free medical transportation services for the community in 2012. The Kootenai Health patient transport program was made possible by the generous community-minded supporters of the 1995 Kootenai Health Foundation Festival of Trees. Approximately 20,592 rides were given to and from medical appointments during 2012.
Outstanding Achievement
The Kootenai Cancer Center received the Outstanding Achievement Award from the American College of Surgeons Commission on Cancer in 2012. Only 106 cancer care facilities across the United States received this recognition. The award is granted to facilities that receive commendation in areas of cancer committee leadership, cancer data management, clinical management, research, community outreach and quality improvement.

Linear Accelerator
In 2012 Kootenai Cancer Center added a second linear accelerator. This state-of-the-art equipment allows staff to give radiation treatments with greater precision. Tumors are treated and healthy tissue is spared. The new linear accelerator will allow even more cancer patients to receive the care they need close to home.

Safe Kids Kootenai County
As the lead agency of Safe Kids Kootenai County, Kootenai Health staff and volunteers provided 91 car seats for low-income children. In addition, the program provided safety checks and installation instruction for over 232 families throughout the community.

Patient Care Excellence

Walden House
Walden House is a nine-bedroom home near the Kootenai Health campus. It provides low-cost, comfortable lodging for patients and their families while they are receiving care. During 2012, 2,146 people stayed at the Walden House.

Community Health Screenings
Kootenai Cancer Center offered free skin cancer and prostate cancer screening events in 2012. All-together, 327 people were screened at the skin cancer screenings and 30 people were screened at the prostate cancer screenings. Kootenai Heart Center screened a total of 550 people for indicators of heart disease in 2012.

AACVPR Certification
Kootenai Health’s pulmonary rehabilitation program was certified by the American Association of Cardiovascular and Pulmonary Rehabilitation (AACVPR). Kootenai was recognized for its commitment to improving patients’ quality of life by enhancing standards of care. These rehabilitation programs are designed to help people with cardiovascular and pulmonary problems recover faster and improve their quality of life.

Avatar Award
For the ninth year in a row, Kootenai Health was ranked in the top 20 percent of participating health care facilities in the U.S. for exceeding patients’ expectations. The distinction is given by Avatar International Inc., a firm that annually surveys U.S. health care facilities. The award focus on how highly patients rate Kootenai in areas such as quality of care, reliability and individualization of treatment plans.
Most district hospitals such as Kootenai Health receive financial support from local taxes. Because of its careful financial planning and management, Kootenai has not levied taxes since 1995.

### TOTAL NUMBER OF PATIENTS SEEN FOR OUTPATIENT PROCEDURES

328,662

Yearly totals:
- **2010:** 252,869
- **2011:** 272,552

### PATIENTS SEEN IN THE EMERGENCY DEPARTMENT

46,510

### BABIES BORN

1,635

Yearly totals:
- **2010:** 1,657
- **2011:** 1,396

### TAXES LEVIED SINCE 1995

$0

### 2012 FINANCIAL REPORT

<table>
<thead>
<tr>
<th>NUMBER OF DISCHARGES</th>
<th>Audited 2012</th>
<th>Audited 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medicare discharges</td>
<td>5,663</td>
<td>5,502</td>
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<tr>
<td>Medicaid discharges</td>
<td>2,617</td>
<td>2,571</td>
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<tr>
<td>Other</td>
<td>5,790</td>
<td>5,335</td>
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<tr>
<td><strong>TOTAL DISCHARGES</strong></td>
<td><strong>14,070</strong></td>
<td><strong>13,408</strong></td>
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<table>
<thead>
<tr>
<th>PATIENT DAYS IN THE HOSPITAL</th>
<th>Audited 2012</th>
<th>Audited 2011</th>
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<tbody>
<tr>
<td>Medicare patient days</td>
<td>25,521</td>
<td>25,161</td>
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<tr>
<td>Medicaid patient days</td>
<td>9,717</td>
<td>8,982</td>
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<tr>
<td>Other</td>
<td>25,012</td>
<td>23,908</td>
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<tr>
<td><strong>TOTAL PATIENT DAYS</strong></td>
<td><strong>60,250</strong></td>
<td><strong>58,051</strong></td>
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<table>
<thead>
<tr>
<th>OUTPATIENT VISITS (Including Joint Ventures)</th>
<th>Audited 2012</th>
<th>Audited 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>328,662</td>
<td>272,552</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>PAYER MIX</th>
<th>Audited 2012</th>
<th>Audited 2011</th>
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<tbody>
<tr>
<td>Medicare</td>
<td>51.49%</td>
<td>48.45%</td>
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<tr>
<td>Medicaid</td>
<td>10.33%</td>
<td>9.23%</td>
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<tr>
<td>Insurance</td>
<td>27.47%</td>
<td>24.33%</td>
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<tr>
<td>Self-Pay</td>
<td>6.45%</td>
<td>5.69%</td>
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<tr>
<td>Charity/Other</td>
<td>4.27%</td>
<td>12.30%</td>
</tr>
<tr>
<td><strong>TOTAL PAYER MIX</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>100.00%</strong></td>
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### FINANCIAL REPORT

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<thead>
<tr>
<th>TOTAL REVENUE EARNED</th>
<th><strong>$639,014,440</strong></th>
<th><strong>$531,720,448</strong></th>
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</thead>
<tbody>
<tr>
<td>DEDUCTIONS FROM REVENUE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>From those unable and/or unwilling to pay</td>
<td><strong>$40,192,539</strong></td>
<td><strong>$24,033,562</strong></td>
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<tr>
<td>Contractual reductions</td>
<td><strong>$315,111,705</strong></td>
<td><strong>$258,381,327</strong></td>
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<tr>
<td><strong>TOTAL DEDUCTIONS FROM REVENUE</strong></td>
<td><strong>$355,304,244</strong></td>
<td><strong>$282,414,889</strong></td>
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<tr>
<td>OTHER INCOME</td>
<td><strong>$19,799,111</strong></td>
<td><strong>$12,929,057</strong></td>
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<tr>
<td><strong>TOTAL OPERATING REVENUE</strong></td>
<td><strong>$303,509,307</strong></td>
<td><strong>$262,234,616</strong></td>
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<tr>
<td>OPERATING EXPENSES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee wages and benefits</td>
<td><strong>$157,551,035</strong></td>
<td><strong>$119,075,187</strong></td>
</tr>
<tr>
<td>Supplies, services, utilities and other expenses</td>
<td><strong>$117,046,372</strong></td>
<td><strong>$111,969,543</strong></td>
</tr>
<tr>
<td>Depreciation, amortization, and interest</td>
<td><strong>$14,411,999</strong></td>
<td><strong>$13,340,954</strong></td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$289,009,406</strong></td>
<td><strong>$244,385,684</strong></td>
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<tr>
<td>NET OPERATING INCOME</td>
<td><strong>$14,499,901</strong></td>
<td><strong>$17,848,932</strong></td>
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<tr>
<td>NON-OPERATING REVENUE</td>
<td><strong>$832,001</strong></td>
<td><strong>$535,285</strong></td>
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<tr>
<td>KOOTENAI HOSPITAL DISTRICT INCOME</td>
<td><strong>$15,331,902</strong></td>
<td><strong>$18,384,217</strong></td>
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</tbody>
</table>
The generosity of the Kootenai Health Foundation donors was never more evident than in 2012.

With over $1 million raised through donations, employee contributions and sponsorships the Kootenai Health Foundation donors were able to support the enhancement of health care at Kootenai Health.

The Kootenai Health Foundation is a nonprofit organization that works year-round with generous donors in our community. Whether you made a direct gift or participated in an event such as the Festival of Trees, your gifts helped fund programs that enhanced the healing environment at Kootenai Health facilities. Gifts in 2012 include the purchase and installation of a new linear accelerator at the Kootenai Cancer Center in Coeur d’Alene and the purchase of equipment for both the Special Care Nursery and Emergency Department.

Here is a look back at the Foundation’s milestones for 2012.

2012 Festival of Trees
Continuing with tradition, the 24th annual Festival of Trees was held at the Coeur d’Alene Resort Thanksgiving weekend. Trees adorned with decorations from crystals to sock monkeys filled the room. The beautifully decorated trees and displays helped kick off a weekend full of holiday magic and giving.

Over $374,000 was raised during the Festival to expand neonatal services at Kootenai Health. Funds will be used to purchase equipment to expand Kootenai’s special care nursery for premature babies.

Your Gifts Make a Difference

The Kootenai Health Foundation donated over $1 million to Kootenai Health in 2012. The following is a partial list of programs and services receiving support through the Kootenai Health Foundation in 2012:

- $750,000 was given to help with the purchase of a second state-of-the-art Trilogy linear accelerator at the Kootenai Cancer Center. The new machine matches the technology and high efficiency of the current linear accelerator at the Post Falls Cancer Center. This equipment will provide more efficient and convenient radiation treatment for patients and improve quality and safety.

- Five new therapeutic heat and massage infusion chairs were provided for patients receiving chemotherapy at Kootenai Cancer Center in Sandpoint.

- $30,000 was given to the Cancer Patient Support Fund. This fund helps meet the personal needs of patients undergoing treatment at Kootenai Cancer Center by providing much needed items such as nutritional support, emergency prescriptions, gasoline and groceries that patients may not otherwise be able to afford.

- The Cancer & Community Charities provided a grant to offset the cost of lodging at the Walden House for patients and family members receiving medical care away from home.

- The new Children’s Advocacy Center was made possible by a committee of hard working community volunteers and over $90,000 in donations through the Kootenai Health Foundation. Special thanks goes to Kootenai Health for providing the space. This newly remodel building is providing a much needed safe and child-friendly environment for interviewing and evaluating victims of suspected child abuse in Kootenai County.

- The Heart for Excellence Clinical Scholarship program awarded 11 Kootenai employees scholarships for continuing education to enhance patient care.

- Four Kootenai Health teen volunteers were awarded scholarships to begin their college educations courtesy of the Kim Svee Memorial Teen Volunteer Scholarship program.
Children’s Miracle Network
In 2005 Kootenai Health was designated a Children’s Miracle Network participating hospital. Through employee contributions, fundraisers, physician support and direct donations over $413,089 has been raised to help Kootenai Health’s littlest patients. 2012 donations allowed for the purchase of equipment, supported existing programs and ensured the needs of pediatric patients were met.

Kootenai Health Foundation Golf Tournament
Each spring the Kootenai Health Foundation hosts its annual Golf Tournament. In 2012 over $41,000 was raised bringing the total funds raised at the annual tournament to over $490,000.

Thank You!
Your gift to the Kootenai Health Foundation helps ensure quality healthcare for our community. To learn more about charitable giving, call 208.666.2345 or visit kootenaihealth.org/foundation. And make sure to follow the Kootenai Health Foundation on Facebook!

Visit the Kootenai Health Foundation at its new location at 2271 Ironwood Center Dr. in Coeur d’Alene.

Bicycle helmets were purchased and distributed through a bike safety program to area school children to help reduce head injuries.
- The Emergency Department received two new defibrillators.
- The medical library received support with software to enhance research and education.
- Children’s Miracle Network hospital grants helped provide infant car beds, equipment and supplies for the infant feeding program and distraction tools for patients.
- A neonatal orientation and education program series was purchased to provide theoretical knowledge and sharpen critical thinking skills for nurses in the neonatal units. The birthing center nurse manager was able to attend a neonatal intensive care leadership forum and two rehabilitation therapists received neonatal intensive care training at Seattle’s Children Hospital thanks to grants through the Kootenai Health Foundation.
Kootenai Health’s work goes far beyond providing programs and resources. It’s about touching lives, meeting needs and giving from the heart. We are committed to working in ways that benefit our community by improving access to healthcare, enhancing the quality of care and expanding the health services available in our community.

Here’s how Kootenai Health is making a difference:

Free and Discounted Care for Those in Need
As a community-owned district hospital, Kootenai Health is committed to providing care to people in need – regardless of their ability to pay. In 2012, Kootenai Health provided $4,235,561 in care to individuals who were unable to pay for services.

Children’s Advocacy Center, Opened September 2012
The northern Idaho Children’s Advocacy Center is a facility where children who are being evaluated for abuse can be interviewed and examined in a safe and child-friendly environment. A committee consisting of child protection workers, law enforcement officers, mental health providers, medical providers, victims’ advocates, and prosecutors worked for over a year to help make this a reality.

Education
- Health Occupations Students of America (HOSA)
- North Idaho College Health Education Programs
- Lakes Magnet Middle School
- School Nurses in Coeur d’Alene and Post Falls School Districts
- TESH Project SEARCH

Community Health
- Dirne Community Health Center
- Medical Transportation Services
- Salvation Army Kroc Center
- Support and Educational Groups
- Hospice of North Idaho
- SafeKids Kootenai County
- Cancer & Heart Disease Screenings
- Walden House

Community Support
- Boys and Girls Club
- Cancer and Community Charities
- Children’s Miracle Network
- Hospice of North Idaho
- Susan G. Komen for the Cure
- CASA
- Centennial Trail
- Drug-free high school party
- Relay for Life
- United Way of Kootenai County

2012 Community Benefit Overview

Community Programs and Services
Services that are provided for the benefit of our community as well as financial and in-kind donations
$932,310

Medical Education and Research
Subsidies for medical residency programs, nursing and other education and medical research
$1,088,070

Free and Discounted Care for Those in Need
Financial assistance for the uninsured and others who cannot pay for their care
$4,235,561

Kootenai Health Improvement Services
Such as health education, screenings, and support groups
$781,493