# Interim Unaudited Consolidated Financial Statements and Other Information

For The Period Ended June 30, 2017

# The Cleveland Clinic Foundation d.b.a. Cleveland Clinic Health System





# CLEVELAND CLINIC HEALTH SYSTEM INTERIM UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS AND OTHER INFORMATION FOR THE PERIOD ENDED JUNE 30, 2017

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# CLEVELAND CLINIC HEALTH SYSTEM INTERIM UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS FOR THE PERIOD ENDED JUNE 30, 2017

### **Unaudited Consolidated Balance Sheets**

(\$ in thousands)

	June 30	December 31
	2017	2016
Assets		
Current assets:		
Cash and cash equivalents	\$ 577,797	\$ 520,628
Patient receivables, net	1,023,580	1,059,171
Investments for current use	52,126	52,126
Other current assets	410,386	396,892
Total current assets	2,063,889	2,028,817
Investments:		
Long-term investments	6,943,141	6,476,259
Funds held by trustees	81,920	75,892
Assets held for self-insurance	138,622	128,128
Donor restricted assets	643,306	612,221
	7,806,989	7,292,500
Property, plant, and equipment, net	4,520,404	4,512,078
Other assets:		
Pledges receivable, net	158,035	150,709
Trusts and interests in foundations	71,892	67,219
Other noncurrent assets	363,038	410,007
	592,965	627,935
Total assets	\$ 14,984,247	\$ 14,461,330



# CLEVELAND CLINIC HEALTH SYSTEM INTERIM UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS FOR THE PERIOD ENDED JUNE 30, 2017

## **Unaudited Consolidated Balance Sheets (continued)** (\$ in thousands)

	June 30	December 31
Link William and made another	2017	2016
Liabilities and net assets		
Current liabilities:	Φ 070.400	Φ 400.407
Accounts payable	\$ 378,103	\$ 482,427
Compensation and amounts withheld from payroll	367,570	322,493
Current portion of long-term debt	455,872	81,739
Variable rate debt classified as current	526,975	527,115
Other current liabilities	427,548	462,561
Total current liabilities	2,156,068	1,876,335
Long-term debt:		
Hospital revenue bonds	2,867,681	2,926,949
Notes payable and capital leases	138,807	516,719
	3,006,488	3,443,668
	, ,	, ,
Other liabilities:		
Professional and general insurance liability reserves	154,298	146,109
Accrued retirement benefits	467,443	478,874
Other noncurrent liabilities	485,896	490,545
	1,107,637	1,115,528
Total liabilities	6,270,193	6,435,531
Net assets:		
Unrestricted	7,784,092	7,088,209
Temporarily restricted	612,900	627,426
Permanently restricted	317,062	310,164
Total net assets	8,714,054	8,025,799
Total liabilities and net assets	\$ 14,984,247	\$ 14,461,330
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See notes to unaudited consolidated financial statements.

# **Unaudited Consolidated Statements of Operations and Changes in Net Assets** (\$ in thousands)

### **Operations**

operano	Three Months Ended June 30 2017 2016				
	2017	2016			
Unrestricted revenues					
Net patient service revenue	\$1,963,274	\$1,853,404			
Provision for uncollectible accounts	(82,715)	(76,089)			
Net patient service revenue less					
provision for uncollectible accounts	1,880,559	1,777,315			
Other	283,898	206,555			
Total unrestricted revenues	2,164,457	1,983,870			
Expenses					
Salaries, wages, and benefits	1,158,304	1,109,427			
Supplies	199,424	189,971			
Pharmaceuticals	234,411	211,305			
Purchased services and other fees	133,573	123,986			
Administrative services	48,743	46,834			
Facilities	79,187	85,883			
Insurance	20,675	20,199			
	1,874,317	1,787,605			
Operating income before interest, depreciation,		_			
and amortization expenses	290,140	196,265			
Interest	35,711	32,601			
Depreciation and amortization	122,545	116,950			
Operating income before special charges	131,884	46,714			
Special charges	1,426	6,507			
Operating income	130,458	40,207			
Nonoperating gains and losses					
Investment return	173,453	119,269			
Derivative losses	(6,239)	(30,517)			
Other, net	5,608	(1,976)			
Net nonoperating gains and losses	172,822	86,776			
Excess of revenues over expenses	303,280	126,983			

# **Unaudited Consolidated Statements of Operations and Changes in Net Assets (continued)** (\$ in thousands)

### **Changes in Net Assets**

	Net Assets								
	Temporarily Permanently								
	Unrestricted		Restricted		Restricted			Total	
Total net assets at April 1, 2016 Excess of revenues over expenses	\$	6,603,430 126,983	\$	592,337	\$	296,822	\$	7,492,589 126,983	
Donated capital and assets released from restrictions for capital purposes		3,888		(2,956)		_		932	
Gifts and bequests		-		13,053		3,032		16,085	
Transfer of net assets		(304)		304		, -		, -	
Net investment income		-		2,401		_		2,401	
Net assets released from restrictions used for operations included									
in other unrestricted revenues		-		(11,227)		-		(11,227)	
Retirement benefits adjustment		(554)		-		-		(554)	
Change in interests in foundations		-		(360)		-		(360)	
Change in value of perpetual trusts		-		-		(1,329)		(1,329)	
Net change in unrealized gains									
on nontrading investments		435		-		-		435	
Other		4,652		-		=		4,652	
Increase in net assets		135,100	_	1,215	_	1,703		138,018	
Total net assets at June 30, 2016	\$	6,738,530	\$	593,552	\$	298,525	\$	7,630,607	
Total net assets at April 1, 2017	\$	7,399,938	\$	656,524	\$	314,815	\$	8,371,277	
Excess of revenues over expenses		303,280		-		-		303,280	
Donated capital and assets released from									
restrictions for capital purposes		67,799		(67,799)		-		-	
Gifts and bequests		-		19,836		1,748		21,584	
Transfer of net assets		251		(251)		-		-	
Net investment income		-		10,195		-		10,195	
Net assets released from restrictions used for operations included									
in other unrestricted revenues		_		(8,767)		_		(8,767)	
Retirement benefits adjustment		(659)		(0,707)		_		(659)	
Change in interests in foundations		(000)		3,162		_		3,162	
Change in value of perpetual trusts		_		-		499		499	
Foreign currrency translation		12,880		_		-		12,880	
Net change in unrealized gains		,000						,000	
on nontrading investments		403		_		_		403	
Other		200		_		_		200	
Increase (decrease) in net assets		384,154		(43,624)		2,247		342,777	
Total net assets at June 30, 2017	\$	7,784,092	\$	612,900	\$	317,062	\$	8,714,054	

See notes to unaudited consolidated financial statements.



# **Unaudited Consolidated Statements of Operations and Changes in Net Assets** (\$ in thousands)

### **Operations**

	Six Months E	nded	d June 30
	2017		2016
Unrestricted revenues			
Net patient service revenue	\$ 3,921,653	\$	3,714,484
Provision for uncollectible accounts	(171,811)		(162,508)
Net patient service revenue less provision for uncollectible accounts	3,749,842		3,551,976
Other	483,518		376,831
Total unrestricted revenues	4,233,360		3,928,807
Expenses Salaries, wages, and benefits	2,315,541		2,228,415
Supplies	393,049		369,979
Pharmaceuticals	458,076		415,523
Purchased services and other fees	259,699		244,325
Administrative services	92,794		92,029
Facilities	162,564		173,879
Insurance	40,824		40,076
	3,722,547		3,564,226
Operating income before interest, depreciation,			
and amortization expenses	510,813		364,581
Interest	71,884		65,058
Depreciation and amortization	244,374		232,719
Operating income before special charges	194,555		66,804
operating moonic before special charges	104,000		00,004
Special charges	3,384		19,234
Operating income	191,171		47,570
Non-projection residence and leaves			
Nonoperating gains and losses	446 405		120 740
Investment return	416,135		132,740
Derivative losses	(4,183)		(64,860) (5,643)
Other, net	8,719		(5,643)
Net nonoperating gains and losses  Excess of revenues over expenses	420,671 611,842		62,237
EVOCESS OF LEAGURES OACH CYhcuses	011,042		109,807



# **Unaudited Consolidated Statements of Operations and Changes in Net Assets (continued)** (\$ in thousands)

### **Changes in Net Assets**

	Net Assets								
		Temporarily	Р	ermanently					
	Unrestricted	Restricted	F	Restricted		Total			
Balances at January 1, 2016	\$6,627,406	\$586,276	\$	295,316	\$	7,508,998			
Excess of revenues over expenses	109,807	φοσο,27σ	Ψ	200,010	Ψ	109,807			
Donated capital and assets released from	100,007					100,001			
restrictions for capital purposes	5,042	(4,110)		_		932			
Gifts and bequests	0,042	24,988		6,078		31,066			
Transfer of net assets	1,606	(1,606)				31,000			
Net investment income	1,000	7,181		_		7,181			
Net assets released from restrictions		7,101				7,101			
used for operations included									
in other unrestricted revenues	-	(18,815)		_		(18,815)			
Retirement benefits adjustment	(1,109)	(10,010)		_		(1,109)			
Change in interests in foundations	(1,100)	(362)		_		(362)			
Change in value of perpetual trusts	-	-		(2,869)		(2,869)			
Net change in unrealized losses				(-,)		(_,,,,,,			
on nontrading investments	(231)	_		-		(231)			
Other	(3,991)	_		-		(3,991)			
Increase in net assets	111,124	7,276		3,209		121,609			
Balances at June 30, 2016	\$6,738,530	\$593,552	\$	298,525	\$	7,630,607			
Balances at January 1, 2017	\$7,088,209	\$627,426	\$	310,164	\$	8,025,799			
Excess of revenues over expenses	611,842	Ψ021,420	Ψ	310,104	Ψ	611,842			
Donated capital and assets released from	011,042					011,042			
restrictions for capital purposes	68,706	(68,706)		_		_			
Gifts and bequests	-	43,333		5,854		49,187			
Transfer of net assets	251	(251)				-10,107			
Net investment income	201	24,597		_		24,597			
Net assets released from restrictions		21,007				2 1,001			
used for operations included									
in other unrestricted revenues	-	(16,661)		_		(16,661)			
Retirement benefits adjustment	(1,317)	(10,001)		-		(1,317)			
Change in interests in foundations	-	3,162		-		3,162			
Change in value of perpetual trusts	_	-		1,044		1,044			
Foreign currency translation	16,553	-		-		16,553			
Net change in unrealized losses	-,					-,			
on nontrading investments	(430)	_		-		(430)			
Other	278	-		-		278			
Increase (decrease) in net assets	695,883	(14,526)		6,898		688,255			
Balances at June 30, 2017	\$7,784,092	\$612,900	\$	317,062	\$	8,714,054			

See notes to unaudited consolidated financial statements.



## **Unaudited Consolidated Statements of Cash Flows** (\$ in thousands)

		2017		2016
Operating activities and net nonoperating gains and losses				
Increase in net assets	\$	688,255	\$	121,609
Adjustments to reconcile increase in net assets to net cash provided by				
operating activities and net nonoperating gains and losses:				
Loss on extinguishment of debt				3,925
Retirement benefits adjustment		1,317		1,109
Net realized and unrealized gains on investments		(416,111)		(118,801)
Depreciation and amortization		246,163		244,288
Provision for uncollectible accounts		171,811		162,508
Foreign currency translation gain		(16,553)		-
Donated capital		-		(932)
Restricted gifts, bequests, investment income, and other		(77,990)		(35,016)
Accreted interest and amortization of bond premiums		(733)		(933)
Net (gain) loss in value of derivatives		(13,027)		52,495
Changes in operating assets and liabilities:		(400.000)		(000 004)
Patient receivables		(136,220)		(268,661)
Other current assets		(15,796)		38,212
Other noncurrent assets		46,003		(24,854)
Accounts payable and other current liabilities		(50,834)		43,083
Other liabilities		(4,949)		22,220
Net cash provided by operating activities and		404 000		040.050
net nonoperating gains and losses		421,336		240,252
Financing activities				
Proceeds from short-term borrowings, net		_		60,000
Proceeds from long-term borrowings		_		100,148
Payments for redemption of long-term debt		_		(148,260)
Principal payments on long-term debt		(71,106)		(86,826)
Debt issuance costs		-		(169)
Change in pledges receivables, trusts and interests in foundations		(9,697)		6,536
Restricted gifts, bequests, investment income, and other		77,990		35,016
Net cash used in financing activities		(2,813)		(33,555)
<b>3</b>		( , ,		(,,
Investing activities				
Expenditures for property and equipment, net		(263,830)		(304,025)
Net change in cash equivalents reported in long-term investments		(163,799)		(30,074)
Purchases of investments	(1	1,233,511)		(762,381)
Sales of investments	1	1,298,932		919,162
Net cash used in investing activities		(362,208)		(177,318)
Effect of exchange rate changes on cash		854		_
Increase in cash and cash equivalents		57,169		29,379
Cash and cash equivalents at beginning of year		520,628		249,580
Cash and cash equivalents at beginning of year		020,020		270,000
Cash and cash equivalents at end of period	\$	577,797	\$	278,959
See notes to unaudited consolidated financial statements.			-	

Six Months Ended June 30



# CLEVELAND CLINIC HEALTH SYSTEM NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS FOR THE PERIOD ENDED JUNE 30, 2017

#### 1. Basis of Presentation

The accompanying unaudited consolidated financial statements have been prepared in accordance with generally accepted accounting principles (GAAP) for interim financial information. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. In the opinion of management, all adjustments considered necessary for a fair presentation have been included and are of a normal and recurring nature. Operating results for the three and six months ended June 30, 2017 are not necessarily indicative of the results to be expected for the year ending December 31, 2017. For further information, refer to the audited financial statements and notes thereto for the year ended December 31, 2016.

#### 2. Organization and Consolidation

The Cleveland Clinic Foundation (Foundation) is a nonprofit, tax-exempt Ohio corporation organized and operated to provide medical and hospital care, medical research, and education. The accompanying consolidated financial statements include the accounts of the Foundation and its controlled affiliates, d.b.a. Cleveland Clinic Health System (System).

The System is the leading provider of healthcare services in northeast Ohio. The System operates 14 hospitals with approximately 3,900 staffed beds. Thirteen of the hospitals are operated in the Northeast Ohio area, anchored by the Foundation. The System operates 21 outpatient Family Health Centers and 10 ambulatory surgery centers, as well as numerous physician offices located throughout a seven-county area of northeast Ohio, and specialized cancer centers in Sandusky and Mansfield, Ohio. In addition, the System operates a hospital and a clinic in Weston, Florida, health and wellness centers in West Palm Beach, Florida and Toronto, Canada, and a specialized neurological clinical center in Las Vegas, Nevada. Pursuant to agreements, the System also provides management services for Ashtabula County Medical Center, located in Ashtabula, Ohio, with approximately 180 staffed beds and Cleveland Clinic Abu Dhabi, a multispecialty hospital offering critical and acute care services that is part of Mubadala Development Company's network of healthcare facilities located in Abu Dhabi, United Arab Emirates with approximately 250 staffed beds.

All significant intercompany balances and transactions have been eliminated in consolidation.

#### 3. Accounting Policies

#### **Recent Accounting Pronouncements**

In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers*, which outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers and supersedes most current revenue recognition guidance, including industry-specific guidance, and requires significantly expanded disclosures about revenue recognition. The core principle of the revenue model is that an entity recognizes revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The guidance in ASU 2014-09, including subsequent amendments, is effective for the System as of January 1, 2018. The System is currently evaluating the impact on the consolidated financial statements and the options of adopting using either a full retrospective or a modified approach.

In February 2016, the FASB issued ASU 2016-02, *Leases*. This ASU requires lessees to recognize assets and liabilities on the balance sheet for leases with lease terms greater than twelve months. The recognition, measurement and presentation of expenses and cash flows arising from a lease by a lessee primarily will depend on its classification as a finance or operating lease. This amends current guidance that requires only capital leases to be recognized on the lessee balance sheet. ASU 2016-02 will also require additional disclosures on the amount, timing and uncertainty of cash flows arising from leases. The guidance is effective for the System for reporting periods beginning after December 15, 2018 with early adoption permitted. The System is currently evaluating the impact that ASU 2016-02 will have on its consolidated financial statements and will adopt the provisions upon the effective date.

In August 2016, the FASB issued ASU 2016-14, *Presentation of Financial Statements for Not-for-Profit Entities*. This standard intends to make certain improvements to the current reporting requirements for not-for-profit entities. This standard sets forth changes to net asset classification requirements and the information presented about a not-for-profit entity's liquidity, financial performance and cash flows. ASU 2016-14 is effective for the System for reporting periods beginning after December 15, 2017. The System is currently evaluating the impact that ASU 2016-14 will have on its financial statements and will adopt the provisions upon the effective date.

#### 3. Accounting Policies (continued)

In March 2017, the FASB issued ASU 2017-07, Compensation — Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost. This ASU requires the service cost component of net periodic benefit cost related to defined benefit pension and postretirement benefit plans to be reported in the same financial statement line as other compensation costs arising from services rendered during the period. The other components of net periodic benefit cost are required to be presented separately from service costs and outside of operating income in the statement of operations. Only the service cost component of net periodic benefit cost will be eligible for capitalization in assets. ASU 2017-07 is effective for the System for annual reporting periods beginning after December 15, 2018 and interim periods within annual reporting periods beginning after December 15, 2019 with early adoption permitted in the first quarter of 2017. Upon adoption, the System is required to apply the new guidance retrospectively to all periods presented in the consolidated financial statements, except for the guidance limiting the capitalization of net periodic benefit costs in assets which is required to be applied prospectively. The System early adopted ASU 2017-07 on January 1, 2107. The adoption of ASU 2017-07 was applied retrospectively to all periods presented in the consolidated financial statements. The impact of adopting ASU 2017-07 for the System when applied retrospectively to the six months ended June 30, 2016 increased salaries, wages and benefits on the consolidated statement of operations as presented herein by \$0.1 million, with a corresponding decrease to operating income and increase to net nonoperating gains. The adoption and retrospective application of ASU 2017-07 had no impact on excess of revenues over expenses or the consolidated balance sheets.

#### 4. Use of Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements. Estimates also affect the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

#### 5. Net Patient Service Revenue and Patient Receivables

Net patient service revenue before the provision for uncollectible accounts by major payor source for the six months ended June 30, 2017 and 2016, are as follows (in thousands):

	2017		2016			
Medicare	\$ 1,351,934	35%	\$ 1,245,584	33%		
Medicaid	304,702	8	286,766	8		
Managed care and commercial	2,210,149	56	2,075,311	56		
Self-pay	54,868	1	106,823	3		
	\$ 3,921,653	100%	\$ 3,714,484	100%		



#### 5. Net Patient Service Revenue and Patient Receivables (continued)

An estimated provision for uncollectible accounts is recorded that results in net patient service revenue being reported at the net amount expected to be received. The System has determined, based on an assessment at the consolidated entity level, that patient service revenue is primarily recorded prior to assessing the patient's ability to pay and as such, the entire provision for uncollectable accounts related to patient service revenue is recorded as a deduction from patient service revenue.

The System records an estimated provision for uncollectible accounts in the year of service for self-pay accounts receivable, which includes patient receivables associated with self-pay patients and deductible and copayment balances for which third-party coverage provides for a portion of the services provided. The System has experienced an increase in Medicare and Medicaid revenue primarily as a result of the Affordable Care Act and other industry trends. Self-pay write-offs decreased \$42.0 million in the first six months of 2017 compared to the same period in 2016. The System does not maintain a material allowance for uncollectible accounts from third-party payors.

The allowance for uncollectible accounts is based upon management's assessment of historical and expected net collections considering historical business and economic conditions, trends in healthcare coverage, major payor sources and other collection indicators. Periodically throughout the year, management assesses the adequacy of the allowance for uncollectible accounts based upon historical write-off experience by payor category. The results of this review are then used to make modifications to the provision for uncollectible accounts to establish an appropriate allowance for uncollectible receivables. After satisfaction of amounts due from insurance, the System follows established guidelines for placing certain past-due patient balances with collection agencies, subject to the terms of certain restrictions on collection efforts as determined by the System and in compliance with Internal Revenue Code 501(r).

#### 6. Fair Value Measurements

Fair value measurements are defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

The framework for measuring fair value is comprised of a three-level hierarchy based upon the transparency of inputs to the valuation of an asset or liability as of the measurement date. The three levels are defined as follows:

- Level 1 inputs to the valuation methodology are quoted prices (unadjusted) for identical assets
  or liabilities in active markets.
- Level 2 inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument.
- Level 3 inputs to the valuation methodology are unobservable and significant to the fair value measurement.

#### 6. Fair Value Measurements (continued)

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

The carrying values of accounts receivable and accounts payable are reasonable estimates of fair value due to the short-term nature of these financial instruments. Investments, other than alternative investments, are recorded at their fair value. Other current and noncurrent assets and liabilities have carrying values that approximate fair value.

The following tables present the financial instruments measured at fair value on a recurring basis as of June 30, 2017 and December 31, 2016, based on the valuation hierarchy (in thousands):

June 30, 2017	-	Level 1	Level 2	Level 3	Total
Assets					
Cash and investments:					
Cash and cash equivalents	\$	908,511	\$ 1	\$ - \$	908,512
Fixed income securities:					
U.S. treasuries		1,084,227	_	_	1,084,227
U.S. government agencies		_	20,092	_	20,092
U.S. corporate		_	154,261	_	154,261
U.S. government agencies			·		-
asset-backed securities		_	25,436	_	25,436
Corporate asset-backed			ŕ		·
securities		_	5,164	_	5,164
Foreign		_	45,731	_	45,731
Fixed income mutual funds		309,948	´ <b>-</b>	_	309,948
Common and preferred stocks:		ŕ			·
U.S.		423,802	2,287	_	426,089
Foreign		278,277	1,183	_	279,460
Equity mutual funds		292,595	_	_	292,595
Total cash and investments		3,297,360	254,155	_	3,551,515
Perpetual and charitable trusts		· · ·	46,862	_	46,862
Total assets at fair value	\$	3,297,360	\$ 301,017	\$ - \$	3,598,377
	÷	, ,	 	<u> </u>	<del></del>
Liabilities					
Interest rate swaps	\$	_	\$ 135,163	\$ - \$	135,163
Foreign currency forward contracts	\$	_	\$ 2,562	\$ - \$	2,562
Total liabilities at fair value	\$	_	\$ 137,725	\$ - \$	

# CLEVELAND CLINIC HEALTH SYSTEM NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS FOR THE PERIOD ENDED JUNE 30, 2017

### 6. Fair Value Measurements (continued)

December 31, 2016		Level 1	Level 2	Level 3	Total
Assets					
Cash and investments:					
Cash and cash equivalents	\$	687,410	\$ _	\$ - \$	687,410
Fixed income securities:					
U.S. treasuries		963,715	_	_	963,715
U.S. government agencies		_	20,270	_	20,270
U.S. corporate		_	167,025	_	167,025
U.S. government agencies					
asset-backed securities		_	25,102	_	25,102
Corporate asset-backed					
securities		_	2,829	_	2,829
Foreign		_	44,759	_	44,759
Fixed income mutual funds		222,670	_	_	222,670
Common and preferred stocks:					
U.S.		420,744	2,203	_	422,947
Foreign		265,689	1,372	_	267,061
Equity mutual funds		381,686	_	_	381,686
Total cash and investments		2,941,914	263,560	_	3,205,474
Perpetual and charitable trusts		_	45,350	_	45,350
Total assets at fair value	\$	2,941,914	\$ 308,910	\$ - \$	3,250,824
Liabilities					
Interest rate swaps	\$	_	\$ 139,422	\$ - \$	139,422
Foreign currency forward contracts	\$	_	\$ 11,076	\$ - \$	11,076
Total liabilities at fair value	\$	_	\$ 150,498	\$ - \$	150,498



#### 6. Fair Value Measurements (continued)

Financial instruments at June 30, 2017 and December 31, 2016 are reflected in the consolidated balance sheets as follows (in thousands):

		June 30 2017	D	ecember 31 2016
Cash, cash equivalents, and investments measured at fair value	\$	3,551,515	\$	3,205,474
Commingled funds measured at net asset value Alternative investments accounted for under the		2,649,254		2,376,840
equity method	_	2,236,143		2,282,940
Total cash, cash equivalents, and investments	<u>\$</u>	8,436,912	\$	7,865,254
Perpetual and charitable trusts measured at fair value Interests in foundations	\$	46,862 25,030		45,350 21,869
Trusts and interests in foundations	\$	71,892		67,219

Interest rate swaps and forward currency forward contracts (Note 7) are reported in other noncurrent liabilities and other current liabilities, respectively, in the consolidated balance sheets.

The following is a description of the System's valuation methodologies for assets and liabilities measured at fair value. Fair value for Level 1 is based upon quoted market prices. Fair value for Level 2 is determined as follows:

Investments classified as Level 2 are primarily determined using techniques that are consistent with the market approach. Valuations are based on quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all significant assumptions are observable in the market or can be corroborated by observable market data for substantially the full term of the assets. Inputs, which include broker/dealer quotes, reported/comparable trades, and benchmark yields, are obtained from various sources, including market participants, dealers, and brokers.

The fair value of perpetual and charitable trusts in which the System receives periodic payments from the trust is determined based on the present value of expected cash flows to be received from the trust using discount rates ranging from 1.9% to 5.0%, which are based on Treasury yield curve interest rates or the assumed yield of the trust assets. The fair value of charitable trusts in which the System is a remainder beneficiary is based on the System's beneficial interest in the investments held in the trust, which are measured at fair value.

# CLEVELAND CLINIC HEALTH SYSTEM NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS FOR THE PERIOD ENDED JUNE 30, 2017

#### 6. Fair Value Measurements (continued)

The fair value of interest rate swaps is determined based on the present value of expected future cash flows using discount rates appropriate with the risks involved. The valuations include a credit spread adjustment to market interest rate curves to appropriately reflect nonperformance risk. The credit spread adjustment is derived from other comparably rated entities' bonds recently priced in the market. The System manages credit risk based on the net portfolio exposure with each counterparty.

The fair value of foreign currency forward contracts is based on the difference between the contracted forward rate and current market foreign currency exchange rates. A credit spread adjustment is included in the valuations to appropriately reflect nonperformance risk. The credit spread adjustment is derived from other comparably rated entities' bonds recently priced in the market.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the System believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the reporting date.

#### 7. Derivative Instruments

The System has entered into various derivative financial instruments to manage interest rate risk and foreign currency exposures.

The System's objective with respect to interest rate risk is to manage the risk of rising interest rates on the System's variable rate debt and certain variable rate operating lease payments. Consistent with its interest rate risk management objective, the System entered into various interest rate swap agreements with a total outstanding notional amount of \$622.1 million and \$633.1 million at June 30, 2017 and December 31, 2016, respectively. During the term of these transactions, the System pays interest at a fixed rate and receives interest at a variable rate based on the London Interbank Offered Rate (LIBOR) or the Securities Industry and Financial Markets Association Index (SIFMA). The swap agreements are not designated as hedging instruments. Net interest paid or received under the swap agreements is included in derivative losses in the consolidated statements of operations and changes in net assets.

#### 7. Derivative Instruments (continued)

The following table summarizes the System's interest rate swap agreements (in thousands):

				<b>Notional Amount at</b>		
Swap Type	Expiration Date	System Pays	System Receives	June 30 2017	December 31 2016	
Fixed	2021	3.21%	68% of LIBOR	31,725	33,265	
Fixed	2024	3.42%	68% of LIBOR	27,200	27,800	
Fixed	2027	3.56%	68% of LIBOR	124,303	128,333	
Fixed	2028	5.12%	100% of LIBOR	37,730	38,800	
Fixed	2028	3.51%	68% of LIBOR	29,125	29,965	
Fixed	2030	5.07%	100% of LIBOR	60,825	60,825	
Fixed	2030	5.06%	100% of LIBOR	60,800	60,800	
Fixed	2031	3.04%	68% of LIBOR	49,850	52,625	
Fixed	2032	4.32%	79% of LIBOR	2,321	2,361	
Fixed	2032	4.33%	70% of LIBOR	4,643	4,723	
Fixed	2032	3.78%	70% of LIBOR	2,321	2,361	
Fixed	2036	4.90%	100% of LIBOR	49,725	49,725	
Fixed	2036	4.90%	100% of LIBOR	78,350	78,350	
Fixed	2037	4.62%	100% of SIFMA	63,135	63,135	
				\$ 622,053	\$ 633,068	

The System is exposed to fluctuations in various foreign currencies against its functional currency, the U.S. dollar (USD). The System uses foreign currency derivatives including currency forward contracts and currency options to manage its exposure to fluctuations in the USD – British Pound (GBP) exchange rate. Currency forward contracts involve fixing the USD – GBP exchange rate for delivery of a specified amount of foreign currency on a specified date. The currency forward contracts are typically cash settled in USD for their fair value at or close to their settlement date. The System has also used currency option contracts to manage its foreign currency exchange risk.

The System has outstanding foreign currency forward contracts, expiring at various dates through September 2017, with a total notional amount of \$25 million and \$75 million at June 30, 2017 and December 31, 2016, respectively. The foreign currency contracts are not designated as hedging instruments.

#### 7. Derivative Instruments (continued)

The following table summarizes the location and fair value for the System's derivative instruments (in thousands):

	Derivatives Liability									
	June 30, 2	2017	December 3	1, 2016						
	<b>Balance Sheet</b>		<b>Balance Sheet</b>							
	Location	Fair Value	Location	Fair Value						
Derivatives not designated as hedging instruments										
Interest rate swap agreements	Other noncurrent liabilities	\$ 135,163	Other noncurrent liabilities	\$ 139,422						
Foreign currency contracts	Other current liabilities	\$ 2,562	Other current liabilities	\$ 11,076						

The following table summarizes the location and amounts of derivative gains (losses) on the System's interest rate swap agreements (in thousands):

Derivatives not designated as hedging	Location of (Loss) Gain	Quarter June		Six months ended June 30				
instruments	Recognized	 2017	2016	2017		2016		
Interest rate swap agreements Foreign currency	Derivative losses Derivative gains	\$ (7,815)	\$ (20,752)	\$	(6,600)	\$ (55,095)		
contracts	(losses)	 1,576	(9,765)		2,417	(9,765)		
		\$ (6,239)	\$ (30,517)	\$	(4,183)	\$ (64,860)		

The System has used various derivative contracts in connection with certain prior obligations and investments. Although minimum credit ratings are required for counterparties, this does not eliminate the risk that a counterparty may fail to honor its obligations. Derivative contracts are subject to periodic "mark-to-market" valuations. A derivative contract may, at any time, have a positive or negative value to the System. In the event that the negative value reaches certain thresholds established in the derivative contracts, the System is required to post collateral, which could adversely affect its liquidity. At June 30, 2017 and December 31, 2016, the System posted \$81.6 million and \$75.6 million, respectively, of collateral with counterparties that is included in funds held by trustees in the consolidated balance sheets. In addition, if the System were to choose to terminate a derivative contract or if a derivative contract were terminated pursuant to an event of default or a termination event as described in the derivative contract, the System could be required to pay a termination payment to the counterparty.

#### 8. Pensions and Other Postretirement Benefits

The System has four defined benefit pension plans, including two plans assumed by the System from the Akron General member substitution. The CCHS Retirement Plan, the System's primary defined benefit pension plan, ceased benefit accruals as of December 31, 2009 for substantially all employees, with benefit accruals for remaining employees ceasing at various intervals through December 31, 2012. The CCHS Retirement Plan does not cover Akron General employees. Akron General has a defined benefit pension plan covering substantially all of its employees that were hired before 2004 who meet certain eligibility requirements. In 2009, the Akron General defined benefit plan ceased benefit accruals for substantially all nonunion employees. Benefits for union employees ceased at various intervals through 2013 except in certain circumstances. The benefits for the System's defined benefit pension plans are provided based on age, years of service, and compensation. The System's policy for its defined benefit pension plans is to fund at least the minimum amounts required by the Employee Retirement Income Security Act. The System also maintains two nonqualified defined benefit supplemental retirement plans, which cover certain of its employees.

The System sponsors two noncontributory, defined contribution plans, and three contributory, defined contribution plans, including two contributory defined contribution plans assumed by the System from the Akron General member substitution. The Cleveland Clinic Investment Pension Plan (IPP) is a noncontributory, defined contribution plan, which covers substantially all of the System's employees, except those employed by Akron General. The System's contribution for the IPP is based upon a percentage of employee compensation and years of service. The System sponsors an additional noncontributory, defined contribution plan, which covers certain of its employees. The System's contribution to the plan is based upon a percentage of employee compensation, as defined, determined according to age. The System also sponsors three contributory, defined contribution plans, including two plans at Akron General, which cover substantially all employees. Any System contribution to the applicable contributory plan is determined based on employee contributions.

The components of net periodic benefit cost for defined benefit pension plans are as follows (in thousands):

Amounts related to defined benefit pension plans:
Service cost
Interest cost
Expected return on assets
Net amortization and deferral
Total defined benefit pension plans
Defined contribution plans

Quarter En	ded June 30	Six Months Ended June 30						
2017	2016	2017	2016					
	_							
\$ 49	\$ 545	\$ 98	\$ 1,089					
17,836	19,019	35,672	38,037					
(21,167)	(19,864)	(42,335)	(39,728)					
(420)	(420)	(841)	(841)					
(3,702)	(720)	(7,406)	(1,443)					
61,130	56,929	122,409	117,289					
\$ 57,428	\$ 56,209	\$ 115,003	\$ 115,846					



#### 8. Pensions and Other Postretirement Benefits (continued)

The service cost component of net periodic benefit cost is included in salaries, wages and benefits in the consolidated statements of operations. The components of net periodic benefit cost other than the service cost component are included in other nonoperating gains and losses in the consolidated statements of operations.

As of June 30, 2017, the System has made contributions of \$3.5 million to the defined benefit pension plans. The System expects to make additional contributions of \$8.5 million to the defined benefit pension plans for the remainder of 2017.

#### 9. Special Charges

The System incurred and recorded special charges of \$3.4 million and \$19.2 million in the first six months of 2017 and 2016, respectively. Special charges in the first six months of 2017 and 2016 include \$3.4 million and \$13.8 million, respectively, related to Lakewood Hospital and the agreement between the City of Lakewood, Lakewood Hospital Association (LHA) and the Foundation that outlines the transition of healthcare services in the City of Lakewood. Participation in the agreement by the City of Lakewood was authorized by an ordinance adopted by Lakewood City Council. Under the terms of the agreement, the Foundation and LHA will make contributions over the next 17 years for the creation of a new health and wellness community foundation to be used to address community health and wellness needs in the City of Lakewood. In addition, the Foundation will construct, own and operate an approximately 62,000square-foot family health center expected to open in 2018 that will be located adjacent to the current site of the hospital. LHA ceased inpatient operations at the hospital in February 2016, while the current emergency department and several outpatient services at the hospital will continue until the opening of the new family health center and emergency department. The cessation of inpatient services at the hospital is not considered a discontinued operation since the System provides inpatient hospital services at the Foundation and its subsidiary hospitals in the Northeast Ohio area. Special charges incurred and recorded for LHA primarily relate to accelerated depreciation expense and other property, plant and equipment costs on LHA assets. Special charges in the first six months of 2016 also include \$5.4 million of statutory compensation payments related to the termination of tenant leases at Grosvenor Place. The System is converting the building from office space to a healthcare facility.

#### 10. Subsequent Events

The System evaluated events and transactions occurring subsequent to June 30, 2017 through August 29, 2017, the date the consolidated financial statements were issued. During this period, there were no subsequent events requiring recognition in the consolidated financial statements. In addition, there were no nonrecognized subsequent events requiring disclosure, except that in August 2017, pursuant to certain agreements between the System and the State of Ohio (State) acting by and through the Ohio Higher Education Facility Commission, the State issued \$818.8 million of Hospital Refunding Revenue Bonds (Series 2017A Bonds) and \$169.3 million of Taxable Hospital Refunding Revenue Bonds (Series 2017B Bonds) for the benefit of the System. Proceeds from the sale of the Series 2017A Bonds and Series 2017B Bonds were used to refund all or a portion of the outstanding Series 2008A, 2008B, 2009A, 2009B and 2012A Bonds and to pay the cost of issuance.



### **Unaudited Consolidating Balance Sheets**

(\$ in thousands)

(φ III triousarius)								
	-	June 3	30, 2017			Decembe	er 31, 2016	
	011: 4 1	N. O.F	Consolidating		0111 1		Consolidating	
	Obligated	Non-Obligated	•		Obligated	•	Adjustments &	
Assets	Group	Group	Eliminations	Consolidated	Group	Group	Eliminations	Consolidated
Current assets:								
Cash and cash equivalents	\$ 333,384	\$ 244,413	\$ -	\$ 577,797	\$ 303,101	\$ 217,527	s -	\$ 520,628
Patient receivables, net	932,040	125,674	(34,134)		980,245	105,227	(26,301)	1,059,171
Due from affiliates	2,498	31,379	(33,877)		4,091	28	(4,119)	-
Investments for current use	2,400	52,126	(00,077)	52,126	-,001	52,126	(4,110)	52,126
Other current assets	326,461	86,674	(2,749)		315,650	83,553	(2,311)	396,892
Total current assets	1,594,383	540,266	(70,760)		1.603.087	458,461	(32,731)	2,028,817
	1,004,000	0-10,200	(70,700)	2,000,000	1,000,007	400,401	(02,701)	2,020,017
Investments:	0.500.045	440.000		0.040.444	0.000.040	005.040		0 170 050
Long-term investments	6,526,245	416,896	-	6,943,141	6,090,613	385,646	-	6,476,259
Funds held by trustees	81,920	-	-	81,920	75,892	0	-	75,892
Assets held for self-insurance	<del>-</del>	138,622	-	138,622		128,128	-	128,128
Donor restricted assets	610,252	33,054	-	643,306	572,982	39,239	-	612,221
	7,218,417	588,572	-	7,806,989	6,739,487	553,013	-	7,292,500
Property, plant, and equipment, net	3,678,739	841,665	-	4,520,404	3,678,817	833,261	-	4,512,078
Other assets:								
Pledges receivable, net	157,224	811	-	158,035	149,889	820	-	150,709
Trusts and beneficial interests in foundations	63,458	8,434	-	71,892	59,069	8,150	-	67,219
Other noncurrent assets	468,173	43,202	(148,337)	363,038	514,693	51,138	(155,824)	410,007
	688,855	52,447	(148,337)		723,651	60,108	(155,824)	627,935
Total assets	\$ 13,180,394		\$ (219,097)	\$ 14,984,247	\$ 12,745,042	\$ 1,904,843	\$ (188,555)	\$ 14,461,330
, ota, accord	ψ 10,100,001	Ψ 2,022,000	ψ (210,001)	ψ . 1,00 1,2 11	ψ 12,1 10,0 12	ψ 1,001,010	ψ (100,000)	Ψ 1 1, 10 1,000
		June 3	30, 2017		December 31, 2016			
	Obligated	Non-Obligated	Consolidating Adjustments &		Obligated	Non-Obligated	Consolidating Adjustments &	
	Obligated Group	Group	Eliminations	Consolidated	Group	Group	Eliminations	Consolidated
Liabilities and net assets	Group	Стоир	Liiiiiiiations	Corisolidated	Group	Group	LIIIIIIIIIIIIII	Corisolidated
Current liabilities:								
Accounts payable	\$ 312,784	\$ 65,599	\$ (280)	\$ 378,103	\$ 409,699	\$ 75,038	\$ (2,310)	\$ 482,427
Compensation and amounts withheld from payroll	333,203	34,367	-	367,570	291,384	31,109	-	322,493
Short-term borrowings	-	-	-	-	0	0	-	-
Current portion of long-term debt	75,247	380,697	(72)	455,872	75,918	5,893	(72)	81,739
Variable rate debt classified as current	466,057	60,918	-	526,975	466,203	60,912	-	527,115
Due to affiliates	118	2,485	(2,603)	-	28	4,091	(4,119)	-
Other current liabilities	364,256	97,439	(34,147)	427,548	388,228	100,635	(26,302)	462,561
Total current liabilities	1,551,665	641,505	(37,102)	2,156,068	1,631,460	277,678	(32,803)	1,876,335
Long-term debt:								
Hospital revenue bonds	2,867,681	-	-	2,867,681	2,926,949	0	-	2,926,949
Notes payable and capital leases	113,247	170,377	(144,817)		121,896	547,127	(152,304)	516,719
	2,980,928	170,377	(144,817)	3,006,488	3,048,845	547,127	(152,304)	3,443,668
Other liabilities:								
Professional and general insurance liability reserves	58,592	95,706	-	154,298	57,290	88,819	-	146,109
Accrued retirement benefits	419,313	48,130	-	467,443	429,965	48,909	-	478,874
Other noncurrent liabilities	433,534	86,092	(33,730)	485,896	434,093	56,452	-	490,545
	911,439	229,928	(33,730)	1,107,637	921,348	194,180	-	1,115,528
Total liabilities	5,444,032	1,041,810	(215,649)	6,270,193	5,601,653	1,018,985	(185,107)	6,435,531
Net assets:								
Unrestricted	6,847,922	939,618	(3,448)	7,784,092	6,253,358	838,299	(3,448)	7,088,209
Temporarily restricted	589,246	23,654	-	612,900	597,449	29,977	-	627,426
Permanently restricted	299,194	17,868	-	317,062	292,582	17,582	<u> </u>	310,164
Total net assets	7,736,362	981,140	(3,448)	8,714,054	7,143,389	885,858	(3,448)	8,025,799
	,,	001,110	(0,110)	0,1 1 1,00 1	.,,	000,000	(0, 1.0)	
Total liabilities and net assets	\$ 13,180,394			\$ 14,984,247	\$ 12,745,042			\$ 14,461,330

See notes to unaudited consolidated financial statements.

Please refer to Management's Discussion and Analysis for a listing of the hospitals in the Obligated Group. Avon Hospital, which became a member of the Obligated Group in August 2017, is reported in the Obligated Group for all periods presented.



# **Unaudited Consolidating Statements of Operations and Changes in Net Assets** (\$ in thousands)

**Operations** 

Operations										
	Th	ree Months En	ded June 30, 20	)17	TI	rree Months En	ded June 30, 20	16		
			Consolidating				Consolidating			
	Obligated	Non-Obligated	Adjustments &		Obligated	Non-Obligated	•			
	Group	Group	Eliminations	Consolidated	Group	Group	Eliminations	Consolidated		
Unrestricted revenues										
Net patient service revenue	\$ 1,794,338	\$ 233,509	\$ (64,573)	\$ 1,963,274	\$ 1,695,342	\$ 214,567	\$ (56.505)	\$ 1,853,404		
Provision for uncollectible accounts	(66,273)	(16,442)	- (5.1,51.5)	(82,715)	(67,136)	(8,953)	- (,)	(76,089)		
Net patient service revenue less provision	(00,210)	(10,110)		(==,::=)	(01,100)	(0,000)		(10,000)		
for uncollectible accounts	1.728.065	217,067	(64,573)	1,880,559	1,628,206	205,614	(56,505)	1,777,315		
Other	239,971	81,144	(37,217)	283,898	160,861	81,316	(35,622)	206,555		
Total unrestricted revenues	1,968,036	298,211	(101,790)		1,789,067	286,930	(92,127)	1,983,870		
Expenses										
Salaries, wages, and benefits	1,082,810	147,662	(72,168)	1,158,304	1,027,879	147,987	(66,439)	1,109,427		
Supplies	172,635	27,116	(327)		164,118	26,228	(375)	189,971		
Pharmaceuticals	215,480	18,931	- 1	234,411	194,456	16,849	-	211,305		
Purchased services and other fees	110,948	29,880	(7,255)	133,573	100,280	27,389	(3,683)	123,986		
Administrative services	38,401	15,162	(4,820)	48,743	39,695	13,503	(6,364)	46,834		
Facilities	64,405	15,837	(1,055)	79,187	69,307	17,566	(990)	85,883		
Insurance	17,733	19,107	(16,165)	20,675	16,827	17,648	(14,276)	20,199		
	1,702,412	273,695	(101,790)	1,874,317	1,612,562	267,170	(92,127)	1,787,605		
Operating income before interest,										
depreciation, and amortization expenses	265,624	24,516	-	290,140	176,505	19,760	-	196,265		
Interest	32,893	2,818	-	35,711	30,302	2,299	-	32,601		
Depreciation and amortization	107,107	15,438	-	122,545	99,356	17,594	-	116,950		
Operating income (loss) before special charges	125,624	6,260	-	131,884	46,847	(133)	-	46,714		
Special charges	-	1,426	-	1,426	-	6,507	-	6,507		
Operating income (loss)	125,624	4,834	-	130,458	46,847	(6,640)	-	40,207		
Nonoperating gains and losses										
Investment return	160,402	13,051	-	173,453	110,536	8,733	-	119,269		
Derivative losses	(5,642)	(597)	-	(6,239)	(29,832)	(685)	-	(30,517)		
Other, net	2,627	2,981	-	5,608	65	(2,041)	-	(1,976)		
Net nonoperating gains and losses	157,387	15,435	-	172,822	80,769	6,007	-	86,776		
Excess (deficiency) of revenues over expenses	283,011	20,269	-	303,280	127,616	(633)	-	126,983		



## **Unaudited Consolidating Statements of Operations and Changes in Net Assets (continued)** (\$ in thousands)

### **Change in Net Assets**

	 Obligated Group	No	on-Obligated Group	Adjustr	lidating nents & lations	Co	onsolidated
Total net assets at April 1, 2016  Excess (deficiency) of revenues over expenses	\$ 6,662,307 127,616	\$	833,730 (633)	\$	(3,448)	\$	7,492,589 126,983
Donated capital, excluding assets released from							
restrictions for capital purposes	932		-		-		932
Restricted gifts and bequests	15,530		555		-		16,085
Restricted net investment loss	1,764		637		-		2,401
Net assets released from restrictions							
used for operations included							
in other unrestricted revenues	(10,588)		(639)		-		(11,227)
Contributions from (to) affiliates	(522)		522		-		-
Retirement benefits adjustment	(554)		-		-		(554)
Change in restricted net assets related							
to interests in foundations	(362)		2		-		(360)
Change in restricted net assets related							
to value of perpetual trusts	(1,141)		(188)		-		(1,329)
Net change in unrealized gains							
on nontrading investments	435		-		-		435
Other	 (281)		4,933		-		4,652
Increase in total net assets	 132,829		5,189		-		138,018
Total net assets at June 30, 2016	\$ 6,795,136	\$	838,919	\$	(3,448)	\$	7,630,607
Total net assets at April 1, 2017	\$ 7,450,030	\$	924,695	\$	(3,448)	\$	8,371,277
Excess of revenues over expenses	283,011		20,269		-		303,280
Restricted gifts and bequests	21,586		(2)		-		21,584
Restricted net investment income	9,396		799		-		10,195
Net assets released from restrictions							
used for operations included							
in other unrestricted revenues	(8,122)		(645)		-		(8,767)
Transfers (to) from affiliates	(22,759)		22,759		-		-
Retirement benefits adjustment	(659)		-		-		(659)
Change in restricted net assets related							
to interests in foundations	3,162		-		-		3,162
Change in restricted net assets related							
to value of perpetual trusts	354		145		-		499
Foreign currency translation	(42)		12,922		-		12,880
Net change in unrealized gains							
on nontrading investments	403		-		-		403
Other	2		198		-		200
Increase in total net assets	286,332		56,445		-		342,777
Total net assets at June 30, 2017	\$ 7,736,362	\$	981,140	\$	(3,448)	\$	8,714,054

See notes to unaudited consolidated financial statements.

Please refer to Management's Discussion and Analysis for a listing of the hospitals in the Obligated Group. Avon Hospital, which became a member of the Obligated Group in August 2017, is reported in the Obligated Group for all periods presented.



# **Unaudited Consolidating Statements of Operations and Changes in Net Assets (continued)** (\$ in thousands)

**Operations** 

o por amono		No. 84 15 - Food	- 1 1 00 004	-	Six Months Ended June 30, 2016					
		Six Months End	ed June 30, 201	<i>'</i>		Six Months End	-	6		
	Obligation	Non Obligated	Consolidating		Obligated	Non Obligated	Consolidating			
	Obligated	Non-Obligated	•	Canadidatad	Obligated	Non-Obligated	•	Canadidatad		
	Group	Group	Eliminations	Consolidated	Group	Group	Eliminations	Consolidated		
Unrestricted revenues										
Net patient service revenue	\$ 3,582,068	\$ 461,539	\$ (121,954)	\$ 3,921,653	\$ 3,390,406	\$ 435,156	\$ (111,078)	\$ 3,714,484		
Provision for uncollectible accounts	(140,840)	(30,971)	-	(171,811)	(142,432)	(20,076)	- ,	(162,508)		
Net patient service revenue less provision		, , ,				, , , ,		, , ,		
for uncollectible accounts	3,441,228	430,568	(121,954)	3,749,842	3,247,974	415,080	(111,078)	3,551,976		
Other	412,370	151,996	(80,848)	483,518	303,041	143,810	(70,020)	376,831		
Total unrestricted revenues	3,853,598	582,564	(202,802)	4,233,360	3,551,015	558,890	(181,098)	3,928,807		
Expenses										
Salaries, wages, and benefits	2,165,181	289,379	(139,019)	2,315,541	2,065,162	293,582	(130,329)	2,228,415		
Supplies	342,455	51,056	(462)	393,049	319,632	50,807	(460)	369,979		
Pharmaceuticals	419,590	38,486	-	458,076	382,378	33,145	-	415,523		
Purchased services and other fees	213,510	65,296	(19,107)	259,699	197,497	53,042	(6,214)	244,325		
Administrative services	72,247	30,545	(9,998)	92,794	76,559	27,909	(12,439)	92,029		
Facilities	131,687	32,762	(1,885)	162,564	139,763	36,130	(2,014)	173,879		
Insurance	35,081	38,074	(32,331)	40,824	33,408	36,310	(29,642)	40,076		
	3,379,751	545,598	(202,802)	3,722,547	3,214,399	530,925	(181,098)	3,564,226		
Operating income before interest,										
depreciation, and amortization expenses	473,847	36,966	-	510,813	336,616	27,965	-	364,581		
Interest	66,528	5,356	-	71,884	60,337	4,721	-	65,058		
Depreciation and amortization	214,589	29,785	-	244,374	196,965	35,754	-	232,719		
Operating income (loss) before special charges	192,730	1,825	-	194,555	79,314	(12,510)	-	66,804		
Special charges	-	3,384	-	3,384	969	18,265	-	19,234		
Operating income (loss)	192,730	(1,559)	-	191,171	78,345	(30,775)	-	47,570		
Nonoperating gains and losses										
Investment return	384,608	31,527	-	416,135	121,013	11,727	-	132,740		
Derivative losses	(2,963)	(1,220)	-	(4,183)	(63,432)	, , ,	-	(64,860)		
Other, net	5,201	3,518	-	8,719	393	(6,036)	-	(5,643)		
Net nonoperating gains and losses	386,846	33,825	-	420,671	57,974	4,263	-	62,237		
Excess (deficiency) of revenues over expenses	579,576	32,266	-	611,842	136,319	(26,512)	-	109,807		



## Unaudited Consolidating Statements of Operations and Changes in Net Assets (continued) (\$ in thousands)

### **Changes in Net Assets**

Onlanges in Net Assets					Conoc	lidatina		
		Obligated	No	n Obligated		olidating		
		Obligated	NO	n-Obligated	•	ments &	<u> </u>	المعادلة المعادة
		Group		Group	EIIIIIII	nations	C	onsolidated
Total net assets at January 1, 2016	\$	6,676,175	\$	836,271	\$	(3,448)	\$	7,508,998
Excess (deficiency) of revenues over expenses	Ψ	136,319	Ψ	(26,512)	Ψ	(0,440)	Ψ	109,807
Donated capital, excluding assets released from		100,010		(20,512)				103,007
restrictions for capital purposes		932						932
Restricted gifts and bequests		30,119		947		-		31,066
Restricted girts and bequests  Restricted net investment income		•				-		•
		6,363		818		-		7,181
Net assets released from restrictions								
used for operations included		(47.405)		(4.000)				(40.045)
in other unrestricted revenues		(17,435)		(1,380)		-		(18,815)
Contributions (to) from affiliates		(32,871)		32,871		-		- (4.400)
Retirement benefits adjustment		(1,109)		-		-		(1,109)
Change in restricted net assets related								()
to interest in foundations		(362)		-		-		(362)
Change in restricted net assets related								
to value of perpetual trusts		(2,279)		(590)		-		(2,869)
Net change in unrealized losses								
on nontrading investments		(231)		-		-		(231)
Other		(485)		(3,506)		-		(3,991)
Increase in total net assets		118,961		2,648		-		121,609
Total net assets at June 30, 2016	\$	6,795,136	\$	838,919	\$	(3,448)	\$	7,630,607
Total net assets at January 1, 2017	\$	7,143,389	\$	885,858	\$	(3,448)	\$	8,025,799
Excess of revenues over expenses		579,576		32,266		-		611,842
Restricted gifts and bequests		48,387		800		-		49,187
Restricted net investment income		22,828		1,769		-		24,597
Net assets released from restrictions								
used for operations included								
in other unrestricted revenues		(15,335)		(1,326)		-		(16,661)
Transfers (to) from affiliates		(44,581)		44,581		-		-
Retirement benefits adjustment		(1,317)		-		-		(1,317)
Change in restricted net assets related								
to interests in foundations		3,162		-		-		3,162
Change in restricted net assets related								
to value of perpetual trusts		765		279		-		1,044
Foreign currency translation		(63)		16,616		-		16,553
Net change in unrealized losses		` ,						
on nontrading investments		(430)		-		-		(430)
Other		(19)		297		-		278
Increase in total net assets		592,973		95,282		-		688,255
Total net assets at June 30, 2017	\$		\$		\$	(3,448)	\$	•
Total net assets at June 30, 2017	\$	7,736,362	\$	981,140	\$	(3,448)	\$	8,714,054

See notes to unaudited consolidated financial statements.

Please refer to Management's Discussion and Analysis for a listing of the hospitals in the Obligated Group. Avon Hospital, which became a member of the Obligated Group in August 2017, is reported in the Obligated Group for all periods presented.



### **Unaudited Consolidating Statements of Cash Flows**

(\$ in thousands)

(ψ III tiloadaliad)								
	Six Months Ended June 30, 2017				S	ix Months End	ed June 30, 20	16
			Consolidating				Consolidating	
	Obligated	Non-Obligated	Adjustments &		Obligated	Non-Obligated	Adjustments &	
	Group	Group	Eliminations	Consolidated	Group	Group	Eliminations	Consolidated
Operating activities and net nonoperating gains and losses								
Increase in total net assets	\$ 592,973	\$ 95,282	\$ -	\$ 688,255	\$ 118,961	\$ 2,648	\$ -	\$ 121,609
Adjustments to reconcile increase in net	Ψ 002,070	Ψ 00,202	Ψ	φ 000,200	Ψ 110,001	Ψ 2,040	Ψ	Ψ 121,000
assets to net cash provided by (used in) operating								
activities and net nonoperating gains and losses:								
Gain on extinguishment of debt	_	_	_	_	-	3,925	_	3,925
Retirement benefits adjustment	1,317	_	_	1,317	1,109	-	_	1,109
Net realized and unrealized gains on investments	(383,854)	(32,257)	_	(416,111)	(108,781)	(10,020)	_	(118,801)
Depreciation and amortization	214,589	31,574	_	246,163	196,965	47,323	_	244,288
Provision for uncollectible accounts	140,840	30,971	_	171,811	142,432	20,076	-	162,508
Foreign currency translation gain	63	(16,616)	_	(16,553)	-		-	-
Donated capital		-	_	-	(932)	_	-	(932)
Restricted gifts, bequests, investment income, and other	(75,142)	(2,848)	_	(77,990)	(33,841)		_	(35,016)
Transfers to (from) affiliates	44,581	(44,581)	_	(,555)	32,871	(32,871)	_	(00,010)
Accreted interest and amortization of bond premiums	(739)	6	_	(733)	(928)	(5)		(933)
Net (gain) loss in value of derivatives	(13,027)	-	_	(13,027)	59,376	(6,881)		52,495
Changes in operating assets and liabilities:	(10,021)			(10,021)	00,010	(0,001)		02, 100
Patient receivables	(92,635)	(51,418)	7,833	(136,220)	(251,963)	(20,498)	3,800	(268,661)
Other current assets	(11,358)	(34,634)	30,196	(150,220)	27,629	(26,773)	37,356	38,212
Other noncurrent assets	45,694	7,796	(7,487)	46,003	(170,426)		145,214	(24,854)
Accounts payable and other current liabilities	(36,330)	(10,205)	(4,299)	(50,834)	37,151	17,140	(11,208)	43,083
Other liabilities	(6,967)	35,748	(33,730)	(4,949)	290	51,878	(29,948)	22,220
Net cash provided by (used in) operating activities and net	(0,307)	33,740	(55,750)	(4,545)	230	31,070	(23,340)	22,220
nonoperating gains and losses	420,005	8,818	(7,487)	421,336	49,913	45,125	145,214	240,252
Financing activities								
Proceeds from short-term borrowings, net	-	-	-	-	60,000		-	60,000
Proceeds from long-term borrowings	-	13	(13)	-	100,000	145,362	(145,214)	100,148
Payments for advance refunding of long-term debt	-	-	-	-	-	(148,260)		(148,260)
Principal payments on long-term debt	(76,557)	(2,049)	7,500	(71,106)	(79,159)		-	(86,826)
Debt issuance costs	-	-	-	-	(169)	-	-	(169)
Change in pledges receivable, trusts and interests								
in foundations	(9,584)	(113)	-	(9,697)	5,825	711	-	6,536
Restricted gifts, bequests, investment income, and other	75,142	2,848	-	77,990	33,841	1,175	-	35,016
Net cash (used in) provided by financing activities	(10,999)	699	7,487	(2,813)	120,338	(8,679)	(145,214)	(33,555)
Investing activities								
Expenditures for property and equipment	(239,003)	(24,827)	_	(263,830)	(283,990)	(20,035)	-	(304,025)
Net change in cash equivalents reported	(===,==0)	(= :,==: )		(=22,300)	(===,500)	(==,500)		(,-20)
in long-term investments	(173,547)	9,748	_	(163,799)	(71,229)	41,155	-	(30,074)
Purchases of investments	(1,136,138)	(97,373)	_	(1,233,511)	(663,159)		-	(762,381)
Sales of investments	1,214,609	84,323	_	1,298,932	864,728	54,434	-	919,162
Transfers (to) from affiliates	(44,581)	44,581	-	-	(32,871)		-	,
Net cash used in investing activities	(378,660)	16,452	-	(362,208)	(186,521)		-	(177,318)
Effect of auchange rate changes are seen	(00)	047		05.1				
Effect of exchange rate changes on cash	(63)	917		854 57.460	(40.070)	4F C40		20.270
Increase (decrease) in cash and cash equivalents  Cash and cash equivalents at beginning of year	30,283 303,101	26,886 217,527	-	57,169 520,628	(16,270) 108,436	45,649 141,144	-	29,379 249,580
. ,		·						
Cash and cash equivalents at end of period	\$ 333,384	\$ 244,413	\$ -	\$ 577,797	\$ 92,166	\$ 186,793	\$ -	\$ 278,959

See notes to unaudited consolidated financial statements.

Please refer to Management's Discussion and Analysis for a listing of the hospitals in the Obligated Group. Avon Hospital, which became a member of the Obligated Group in August 2017, is reported in the Obligated Group for all periods presented.



#### Utilization

The following table provides selected utilization statistics for The Cleveland Clinic Health System:

	Year Er	nded Decembe	er 31	YTD June 30		
	2014	2015 <sup>(2)</sup>	2016	2016	2017	
Total Staffed Beds <sup>(1)</sup>	3,565	4,034	3,906	3,861	3,914	
Percent Occupancy <sup>(1)</sup>	67.0%	67.9%	69.2%	69.7%	71.8%	
Inpatient Admissions <sup>(1)</sup>						
Acute	140,596	146,990	161,674	81,185	85,000	
Post-acute	11,908	11,779	12,487	6,342	6,138	
Total	152,504	158,769	174,161	87,527	91,138	
Patient Days <sup>(1)</sup>						
Acute	746,293	782,316	842,403	424,318	439,712	
Post-acute	99,701	98,268	105,554	52,782	51,938	
Total	845,994	880,584	947,957	477,100	491,650	
Average Length of Stay						
Acute	5.28	5.30	5.21	5.22	5.15	
Post-acute	8.38	8.30	8.48	8.43	8.41	
Surgical Facility Cases						
Inpatient	55,515	56,311	59,760	30,089	31,129	
Outpatient	130,706	137,139	147,850	73,741	75,109	
Total	186,221	193,450	207,610	103,830	106,238	
Emergency Room Visits	497,631	542,768	652,196	324,797	324,799	
Outpatient Observations	49,724	49,237	58,385	28,077	30,671	
Outpatient Evaluation and Management Visits	3,508,030	3,742,901	4,194,593	2,092,862	2,209,422	
Acute Medicare Case Mix Index - Health System	1.90	1.91	1.93	1.92	1.91	
Acute Medicare Case Mix Index - Cleveland Clinic	2.47	2.47	2.53	2.51	2.58	
Total Acute Patient Case Mix Index - Health System	1.81	1.81	1.84	1.83	1.84	
Total Acute Patient Case Mix Index - Cleveland Clinic	2.37	2.36	2.44	2.42	2.49	

<sup>(1)</sup> Acute and post-acute, including rehabilitative and psychiatric services within post-acute, but excluding newborns and bassinets.

<sup>&</sup>lt;sup>(2)</sup> Includes Akron General statistics for November and December 2015. The Clinic became the sole member of Akron General on November 1, 2015.

### **Utilization (continued)**

The following table provides selected utilization statistics for the obligated group:

	Year Ended December 31			YTD June 30	
	2014	2015	2016	2016	2017
Total Staffed Beds <sup>(1)</sup>	3,297	3,352	3,387	3,348	3,382
Percent Occupancy <sup>(1)</sup>	68.2%	69.6%	69.7%	70.7%	71.8%
Inpatient Admissions <sup>(1)</sup>					
Acute	134,704	138,287	139,223	70,136	73,527
Post-acute	9,827	9,740	9,487	4,846	4,579
Total	144,531	148,027	148,710	74,982	78,106
Patient Days <sup>(1)</sup>					
Acute	722,977	747,231	744,012	376,573	385,770
Post-acute	71,989	73,473	76,330	38,337	36,791
Total	794,966	820,704	820,342	414,910	422,561
Average Length of Stay					
Acute	5.34	5.38	5.35	5.36	5.22
Post-acute	7.31	7.50	8.04	7.95	8.10
Surgical Facility Cases					
Inpatient	53,764	53,839	54,032	27,281	28,252
Outpatient	127,903	132,800	135,913	67,642	68,596
Total	181,667	186,639	189,945	94,923	96,848
Emergency Room Visits	464,981	493,930	535,599	265,696	267,877
Outpatient Observations	46,409	45,687	50,672	24,034	26,768
Outpatient Evaluation and Management Visits	3,508,030	3,742,901	4,194,593	2,092,862	2,209,422
Acute Medicare Case Mix Index	1.85	1.86	1.96	1.91	1.90
Total Acute Patient Case Mix Index	1.76	1.76	1.87	1.82	1.83

<sup>(1)</sup> Acute and post-acute, including rehabilitative and psychiatric services within post-acute, but excluding newborns and bassinets.

Please refer to Management's Discussion and Analysis for a listing of the hospitals in the Obligated Group.

#### **Payor Mix**

The following table shows payor mix as a percentage of gross patient service revenue for the health system and obligated group as a whole:

## CLEVELAND CLINIC HEALTH SYSTEM Based on Gross Patient Service Revenue

	Year E	Ended Decem	ber 31	YTD Ju	une 30
	2014	2015 <sup>(1)</sup>	2016	2016	2017
<u>Payor</u>					
Managed Care and Commercial	43%	42%	39%	40%	39%
Medicare	43%	43%	44%	44%	45%
Medicaid	10%	12%	14%	13%	14%
Self-Pay & Other	4%	3%	3%	3%	2%
Total	100%	100%	100%	100%	100%

## OBLIGATED GROUP Based on Gross Patient Service Revenue

	Year E	nded Decem	ber 31	YTD Ju	ıne 30
	2014	2015	2016	2016	2017
<u>Payor</u>					
Managed Care and Commercial	44%	42%	39%	40%	39%
Medicare	42%	43%	45%	44%	45%
Medicaid	10%	12%	13%	13%	14%
Self-Pay & Other	4%	3%	3%	3%	2%
Total	100%	100%	100%	100%	100%

<sup>&</sup>lt;sup>(1)</sup> Includes Akron General payor mix for November and December 2015. The Clinic became the sole member of Akron General on November 1, 2015.

Please refer to Management's Discussion and Analysis for a listing of the hospitals in the Obligated Group.

# CLEVELAND CLINIC HEALTH SYSTEM OTHER INFORMATION FOR THE PERIOD ENDED JUNE 30, 2017

#### **Research Support**

(\$ in thousands)

The Clinic funds the annual cost of research from external sources, such as federal grants and contracts and contributions restricted for research, and internal sources, such as contributions, endowment earnings and revenue from operations. The following table summarizes the sources of research support for the Clinic:

	Year Ended December 31			YTD June 30		
	2014	2015	2016	2016	2017	
External Grants Earned						
Federal Sources	\$97,327	\$103,022	\$108,253	\$53,972	\$58,517	
Non-Federal Sources	88,284	81,796	87,883	42,655	47,366	
Total	185,611	184,818	196,136	96,627	105,883	
Internal Support	66,758	63,240	59,326	28,732	27,028	
Total Sources of Support	\$252,369	\$248,058	\$255,462	\$125,359	\$132,911	



### **Key Ratios**

The following table provides selected key ratios for the System as a whole:

	Year Ended December 31			YTD June 30	
	2014	2015	2016	2016	2017
Liquidity ratios					
Days of cash on hand	377	347	349	325	368
Days of revenue in accounts receivable	47	47	51	55	50
Coverage ratios					
Cash to debt (%)	177.5	168.9	172.7	170.1	188.5
Maximum annual debt service coverage (x)	5.6	5.7	3.8	5.6	5.0
Interest expense coverage (x)	11.2	10.1	7.5	9.6	9.3
Debt to cash flow (x)	3.0	3.4	4.6	3.4	3.4
Leverage ratio					
Debt to capitalization (%)	36.1	36.5	36.4	35.7	33.9
Profitability ratios					
Operating margin (%)	7.0	6.7	3.0	1.2	4.5
Operating cash flow margin (%)	14.4	14.7	11.0	9.3	12.1
Excess margin (%)	10.2	8.5	6.2	2.8	13.1
Return on assets (%)	5.7	4.5	3.6	1.6	8.2

#### NOTES:

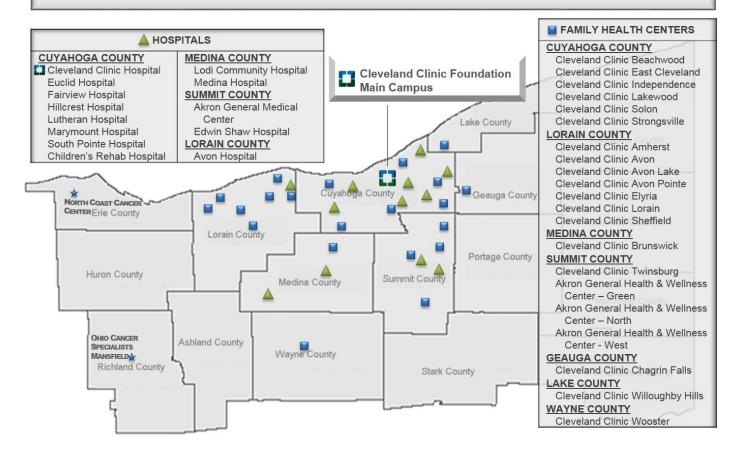
Coverage and liquidity ratios are calculated using a 12-month rolling income statement. Certain prior period ratios have been restated to conform to the current presentation.

#### **OVERVIEW**

he Cleveland Clinic Health System (System) is a world-renowned provider of healthcare services and attracted patients from across the United States and from 185 other countries in 2016. The System operates 14 hospitals with approximately 3,900 staffed beds and is the leading provider of healthcare services in northeast Ohio. Thirteen of the hospitals are operated in the Northeast Ohio area, anchored by The Cleveland Clinic Foundation (Clinic). The System operates 21 outpatient Family Health Centers and 10 ambulatory surgery centers, as well as numerous physician offices, which are located throughout a seven-county area of northeast Ohio, and specialized cancer centers

in Sandusky and Mansfield, Ohio. In addition, the System operates a hospital and a clinic in Weston, Florida, health and wellness centers in West Palm Beach, Florida and Toronto, Canada and a specialized neurological clinical center in Las Vegas, Nevada. Pursuant to agreements, the System also provides management services for Ashtabula County Medical Center, located in Ashtabula, Ohio, with approximately 180 staffed beds, and Cleveland Clinic Abu Dhabi, a multispecialty hospital offering critical and acute care services that is part of Mubadala Development Company's network of healthcare facilities located in Abu Dhabi, United Arab Emirates with approximately 250 staffed beds.

#### CLEVELAND CLINIC HEALTH SYSTEM - NORTHEAST OHIO SERVICE AREA AND FACILITIES



The following table sets forth the hospitals currently operated by the obligated issuers and their affiliates, together with each hospital's staffed bed count as of June 30, 2017:

	Staffed Beds
OBLIGATED	
Cleveland Clinic	1,275
Avon Hospital <sup>(1)</sup>	126
Euclid Hospital	221
Fairview Hospital	435
Hillcrest Hospital	440
Lutheran Hospital	194
Marymount Hospital	230
Medina Hospital	133
South Pointe Hospital	173
Weston Hospital	155
	3,382
NON-OBLIGATED	
Akron General Medical Center	452
Children's Rehab Hospital	25
Edwin Shaw Rehabilitation Institute	35
Lodi Hospital	20
	532
HEALTH SYSTEM	3,914

<sup>(1)</sup> Avon Hospital became an obligated issuer concurrently with the issuance of the Series 2017 Bonds. Refer to "FINANCING DEVELOPMENTS" for additional information.



#### **AWARDS & RECOGNITION**

he Clinic was ranked as the second best hospital in the United States by *U.S. News and World Report* in its 2017-2018 edition of "America's Best Hospitals." This is the nineteenth consecutive year the Clinic was ranked among the top five hospitals in the United States. The Clinic's Heart and Vascular Institute, located on the Clinic's main campus, was recognized as the best cardiology and heart surgery program in the United States, an honor the Clinic has received annually for twenty-three

consecutive years. The Clinic has additionally received the honor of being recognized with the best urology program in the United States. This program was ranked second in the United States last year. The Clinic was nationally ranked in fourteen specialties, including ten in the top five nationwide, and is one of just twenty hospitals to earn a place on the *U.S. News* 2017-2018 Honor Roll. The following table summarizes the Clinic's national rankings by medical specialty:

2017-18 U.S. NE	WS & WORLD REPORT RANKING	GS
BEST HOSPITALS  USNEWORLD REPORT USNEWOR	Urology	st st nd
	Cancer 7	th th th

Cleveland Clinic Children's Hospital located on the Clinic's main campus ranked as one of the top pediatric hospitals in the country. The Children's Hospital earned national recognition in nine out of ten medical specialties ranked by *U.S.*  News and World Report in its 2017-2018 edition of "Best Children's Hospitals." The following table summarizes the Clinic's national rankings by pediatric specialty:



The publication also evaluated hospitals by state and metropolitan area with a methodology similar to that used to determine the national rankings. The Clinic was ranked as the best hospital in both the state of Ohio and the Cleveland metropolitan area, which includes the City of Cleveland and its surrounding suburbs. The report also ranked four of the System's regional hospitals in the top hospitals in the Cleveland metropolitan area and Ohio: Fairview Hospital ranked third in Cleveland and sixth in Ohio, Hillcrest Hospital ranked fourth in Cleveland and seventh in Ohio and Marymount and South Pointe Hospitals both ranked sixth in Cleveland and twenty-fourth in Ohio. Akron General Medical Center, located in Summit County, was ranked tenth in the state of Ohio. Weston Hospital was ranked second in the Miami-Fort Lauderdale metro area and eighth out of more than 250 hospitals in the state of Florida.

In 2017, the Clinic was named one of the World's

Most Ethical Companies by the Ethisphere Institute for the fifth consecutive year. Ethisphere Institute is a global leader in defining and advancing the standards of ethical business practices. The award recognizes organizations that promote ethical business standards and practices internally, enable managers and employees to make good choices and shape future industry standards by introducing best practices. Companies were evaluated in five categories: ethics and compliance programs; corporate citizenship and responsibility; culture of ethics; governance; and leadership, innovation and reputation.

In May, the Clinic performed its third face transplant, and first total face transplant, on a 21-year old patient. Performed by a group of eleven physicians and a team of specialists, the surgery included transplantation of the scalp, the forehead, upper and lower eyelids, eye sockets,

nose, upper cheeks, upper jaw and half of lower jaw, upper and lower teeth, partial facial nerves, facial muscles and skin, effectively replacing 100 percent of the patient's facial tissue. In 2008, the Clinic was the first U.S. Hospital to perform a face transplant. The Clinic is one of six U.S. institutions that has conducted face transplants.

The Clinic was recognized by Becker's Hospital Review on its list of 100 great hospitals in America. The Becker's Hospital Review editorial team selected hospitals for inclusion based on analysis of several ranking and award agencies, including U.S. News and World Report's 2016-17 Honor Roll and specialty rankings, Centers for Medicare and Medicaid Services star ratings, Leapfrog grades, Truven Health Analytics top hospitals, Most Wired hospitals and Magnet accreditation. According to the Becker's Hospital Review website, hospitals on this list are industry leaders in innovation, quality patient care and clinical research and have received recognition across various publications and accrediting organizations.

The System was recognized by Fortune and

Great Place to Work on its list of Best Workplaces in Healthcare. The System ranked 17th on the list, which was compiled based on a random sample of approximately 88,000 healthcare employees in organizations. Companies were evaluated on their organizations' leadership strength and integrity, pride in their work and organization, and the quality of relationships with co-workers. The leading healthcare workplaces outperformed their peers in a number of important areas, such as training, compensation, clear expectations from management and the emotional health of their workplaces.

The Plain Dealer newspaper recognized the System as one of Northeast Ohio's 150 top workplaces, ranking it fifteenth in the category for large local employers. This list was based on the opinions of employees who responded to a survey that measured several aspects of workplace culture, including alignment with the organization, execution of strategies and feelings of connection. This is the System's fifth time on this list.

# FINANCING DEVELOPMENTS

n August 2017, pursuant to certain agreements between the System and the State of Ohio (State) acting by and through the Ohio Higher Education Facility Commission, the State issued \$818.8 million of Hospital Refunding Revenue Bonds (Series 2017A Bonds) and \$169.3 million of Taxable Hospital Refunding Revenue Bonds (Series 2017B Bonds) for the benefit of the System. Proceeds from the sale of the Series 2017A Bonds and Series 2017B Bonds were used to refund all or a portion of the outstanding Series 2008A, 2008B, 2009A, 2009B and 2012A Bonds and to pay the cost of issuance. The Series 2017A Bonds and Series 2017B Bonds were assigned ratings of

Aa2 and AA by Moody's Investor Services (Moody's) and Standard & Poor's (S&P), respectively.

At the time the Series 2017A Bonds and Series 2017B Bonds were rated, Moody's affirmed the Aa2 rating on the System's obligated group outstanding debt and maintained their stable outlook. Moody's cited various factors to support this rating and outlook, including a national and international clinical reputation, a leading market position in northeast Ohio, significant growth in unrestricted investments, history of strong cashflow margins and exceptional fundraising abilities. In its report, Moody's indicated that

these strengths compensate for challenges such as relatively high debt levels for the rating category, competition in the consolidated northeast Ohio region and a weak local economy.

At the time the Series 2017A Bonds and Series 2017B Bonds were rated, S&P raised its rating on the System's obligated group outstanding debt to AA from AA- and changed its outlook to stable from positive. S&P cited various reasons for the upgrade, including the System's strong governance and management, a very strong enterprise profile and a strong financial profile that is characterized by consistent financial margins and solid liquidity. S&P noted the

System's robust research program, increasing emphasis on teaching, widespread brand recognition of the heart and other select tertiary and quaternary service programs and very strong philanthropic support. Challenges to the current rating include northeast Ohio's unfavorable demographic trend, the System's robust capital spending program and a highly competitive service area in northeast Ohio.

In August 2017, concurrently with the issuance of the Series 2017A Bonds and Series 2017B Bonds, Avon Hospital became a member of the obligated group. For a complete description of Avon Hospital, refer to "EXPANSION AND IMPROVEMENT PROJECTS".



Richard E. Jacobs Health Center - Avon, Ohio

# **CORPORATE GOVERNANCE**

he Board of Directors of the Clinic is responsible for all of its operations and affairs and controls its property. The Board of Directors is also responsible for ensuring that the Clinic is organized, and at all times operated, consistent with its charitable mission and its status as an Ohio nonprofit corporation and taxexempt charitable organization. The Board of Directors generally meets eight times per year, including an annual meeting during which the Clinic's officers are elected and standing committees are appointed. The size of the Board

of Directors can range between 15 to 25 Directors (currently there are 23 Directors). The Board of Trustees serves as an advisor to the Board of Directors. The Trustees actively serve on the committees of the Board of Directors. At present, there are 73 active Trustees and 12 Emeritus Trustees (not including Directors). Directors and Trustees each serve four-year terms and are selected on the basis of their expertise and experience in a variety of areas beneficial to the Clinic. Directors and Trustees are not compensated for their service.

The Board of Directors annually appoints certain committees to perform duties that it delegates to them from time to time, subject to ratification of such action by the Board of Directors. The current committees are as follows:



Members of the Committees are chosen based on the interests and skills of individual Board members and the needs of the particular Committee. Most Committees meet three or four times per year, though a few (such as the Audit Committee) meet five or six times per year.

The Clinic and its regional hospitals maintain a governance model for the regional hospitals that provides for regional hospital representation on the Clinic's Board of Directors while also

maintaining separate boards of trustees for each hospital. The regional hospital boards meet quarterly and, among other topics, provide local input on quality and patient safety and community health needs.

In 2017, the responsibilities of the presidents of the System's acute-care hub hospitals — Hillcrest, Fairview and Akron — were expanded as they were appointed presidents of the East, West and South regions, respectively. The three regional presidents are responsible for operations in all facilities (hospitals and family health centers) in their region. They are charged with the coordination and alignment of facilities and clinical programs. This structure allows all inpatient and outpatient services that are needed by the communities served to be available in each region. Each regional hospital will have a president, and all hospital presidents will report to J. Stephen Jones, MD, President of Regional Hospitals and Family Health Centers.

In May 2017, Toby Cosgrove, MD, President and Chief Executive Officer of the Clinic, announced that he will transition out of the top executive role later this year. His successor will be jointly selected by the Board of Directors and Board of

Governors and that process is expected to be concluded in 2017. A joint Nomination Committee has been formed to nominate an individual for consideration by the Board of Directors and the Board of Governors. The Governance Committee has asked Dr. Cosgrove to continue on in an advisory role. Before becoming CEO in 2004, Dr. Cosgrove was a cardiac surgeon for nearly 30 years, performing 22,000 operations and earning an international reputation for expertise in valve repair. As President and CEO, Dr. Cosgrove has driven major initiatives that have gained international recognition, created best practices in healthcare, focused on patient outcomes and promoted patient experience. In keeping with its model as a physician-led institution, the Clinic's new President and CEO will be a practicing physician.



#### **APPOINTMENTS**



Margaret McKenzie, MD was appointed President of South Pointe Hospital. Dr. McKenzie succeeds Robert Juhasz, DO, who returned to full-time clinical practice within the organization. Dr. McKenzie joined the Clinic in 1995 and has most recently served as section head of General Obstetrics and Gynecology. Dr. McKenzie helped orchestrate the development of the Physician Diversity Scholars Program for Ohio University's Heritage College of Osteopathic Medicine at South Pointe Hospital and is an assistant professor of surgery at the Cleveland Clinic Lerner College of Medicine. She has co-authored two books and has written several articles in peer-reviewed journals.



**Amy Merlino, MD,** has been appointed Enterprise Clinical Medical Information Officer in the Information Technology Division. An obstetrics physician who specializes in maternal-fetal medicine, Dr. Merlino has been a leader in informatics since joining the staff in 2010. In her new position, Dr. Merlino will work with organizational and clinical business partners to optimize investment in technology and understand how technology impacts clinical care.



**Daniel Napierkowski, MD,** has been appointed President of Marymount Hospital. Dr. Napierkowski succeeds Richard Parker, MD, who now serves as President of Hillcrest Hospital and the East Region. Dr. Napierkowski has served as President of Euclid Hospital since May 2015 and has also previously served as the chairman of Regional Practice Anesthesiology. Until his successor is named, he will serve as President of both Marymount and Euclid Hospitals. He also currently serves on a number of the Clinic's committees.



**Richard Shewbridge, MD,** has been appointed President of Medina Hospital. Dr. Shewbridge succeeds Thomas Tulisiak, MD, who returned to full-time clinical practice. Dr. Shewbridge joined the Clinic staff in 2010 and most recently served as Associate Chief Quality Officer for Regional Hospitals and Vice President of Medical Operations at Medina Hospital. He has participated on a number of Clinic and Medina Hospital clinical committees and projects, including serving on the advisory committee of the Medical Executive Committee from 2012-2016.



**Edward Marx** has been appointed Chief Information Officer, effective September 1, 2017. In this role, Mr. Marx will lead the System's information technology strategy, working with clinical partners and caregivers across the System to enhance patient care through innovative technologies. Mr. Marx most recently served as Executive Vice President at the Advisory Board Company, where he provided information technology leadership and strategy to hospitals in New York City.



**Christopher Connell** has been appointed Chief Design Officer. Mr. Connell joins the Clinic from Foster + Partners architectural firm in London. While working at Foster + Partners, Connell was involved in the creation of the Cleveland Clinic Master Plan, a road map for future campus development. He was also involved with the design of the Clinic's Health Education Campus. In this newly created role, Mr. Connell will be responsible for the creation, strategic alignment and execution of architecture and other design initiatives to create serene, restorative environments.

# LAKEWOOD HOSPITAL ASSOCIATION

he Lakewood Hospital Association (LHA) is a non-obligated affiliate of the System. The Clinic, LHA and the City of Lakewood entered into an agreement in December 2015 that outlines the transition of healthcare services in the City of Lakewood and how the Clinic can be a leader in meeting those healthcare needs. Participation in the agreement by the City of Lakewood was authorized by an ordinance adopted by Lakewood City Council. Under the terms of the agreement, the Clinic and LHA will make contributions over the next 17 years for the creation of a new health and wellness community foundation to be used to address community health and wellness needs in the City of Lakewood. In addition, the Clinic will construct, own and operate an approximately 62,000square-foot family health center expected to open in 2018 that will be located adjacent to the current site of the hospital. LHA ceased inpatient operations at the hospital in February 2016, while the current emergency department and several outpatient services at the hospital will continue until the opening of the new family health center and emergency department. The Lakewood

Hospital site is currently leased by LHA from the City of Lakewood, and clinical services at that location are operated by the Clinic since the cessation of inpatient operations. The lease has been amended and is expected to terminate approximately thirty days after the opening of the family health center and emergency department.

Prior to the signing of the agreement, a lawsuit was filed against the Clinic, LHA, the City of Lakewood and others (Defendants) by a few Lakewood residents (Plaintiffs) seeking to stop the closure of the hospital and money damages. The lawsuit was dismissed on July 10, 2017 but was appealed, and the appeal is pending. In November 2015, Lakewood voters defeated a proposed charter amendment that would have required voter approval on any Lakewood City Council ordinance that would have caused the hospital to no longer be a full time and full service hospital. As a result of duly signed petitions, a referendum vote to repeal the ordinance occurred in November 2016. The results upheld the ordinance adopted by Lakewood City Council.

# **EXPANSION AND IMPROVEMENT PROJECTS**

ue to the anticipated long-term growth in the demand for services and the desire to continually upgrade medical facilities, the System is investing in buildings, equipment and technology to better serve its patients.

In November 2016, the System opened Avon Hospital (named "The Roseann Park Family Tower"), a new hospital located adjacent to the existing Family Health Center in Avon. Avon Hospital is an approximately 221,500 square foot five-story facility with capacity for 126 beds. The

facility includes an intensive care unit, a cardiac catheterization lab, and expanded surgical and emergency services. It was designed to leverage the latest in wireless capabilities and serve as a test site for evaluating future advancements in patient care. The cost of the new facility was approximately \$160 million, and construction took over two years to complete.

In March 2017, the System opened the Taussig Cancer Center, a new cancer outpatient building, on the Clinic's main campus that unites

multidisciplinary surgical, medical, and support services of the Cleveland Clinic Taussig Cancer Institute in one facility. The new building is adjacent to the Crile Outpatient Building and across from the Tomsich Pathology Laboratories Building. The 377,000 square foot, seven-story building houses 126 exam rooms, 98 infusion bays, 6 linear accelerators, 7 procedure rooms, a Gamma Knife suite and other cancer support functions. The building was designed to improve the patient experience by allowing natural light in the infusion bays and other treatment areas and helping patients receive treatment more quickly, efficiently and effectively. The cost of the new building was approximately \$276 million, and

construction took over two years to complete.

With the anticipated increase in patient services provided by the new cancer outpatient building, the System opened a 3,000 space structured parking garage in November 2016 located on the southeast corner of the main campus. The garage is exclusively for employees, allowing current employee parking to be designated for patients and visitors. A pedestrian bridge will connect the garage to the Clinic's facilities. The garage and connecting bridge are expected to cost approximately \$49 million. The pedestrian bridge is expected to be completed in the third quarter of 2017.

The System also has the following expansion and improvement projects currently in progress:

Radiology Master Plan - This multi-year, five-phase renovation and construction plan is aimed at fulfilling the growth needs of the Department of Radiology within the Imaging Institute. The project will consolidate and centralize magnetic resonance (MR) services for the Clinic in the Glickman Tower located on the Clinic's main campus. The project also includes the renovation of vacated molecular functional imaging space into a new Computed Tomography (CT) department including sub-waiting, prep, changing, and hydration. Additionally, the plan allows for a new outpatient entrance to the Department of Radiology and enhanced patient waiting and changing areas. Phase 1A of the project, the Interventional MR Surgical Suite, began in 2009 and was completed in 2010. The Suite combines high-field MR imaging with a surgical suite, which allows surgeons to take advantage of MR imaging in real time during surgical procedures. Phase 1B, the consolidation of MR services in the Glickman Tower, began in the fourth quarter 2010 and was completed in July 2011. Phase 2, the consolidation of CT services, was completed in the third quarter of 2013. Phase 3, the relocation and upgrade of the Interventional Radiology Department, began in the third quarter of 2013 and was completed in the first quarter of 2015. Phase 4 began in the fourth quarter of 2015, and phase 5 began in the fourth quarter of 2016. These phases include thirty hard-walled and ten curtained holding rooms, a preparation and recovery area with 20 bed spaces that opened in 2016, a newly renovated ultrasound department that includes adult and pediatric scanning that also opened in 2016, a state of the art myelogram room, gastrointestinal department and general diagnostic departments with sub-waiting and changing areas. The entire project is expected to be completed in 2018 with a total estimated cost of approximately \$86 million.

<u>Enterprise Administrative Patient Management</u> - The System is currently in the midst of a multi-year project to align revenue cycle support services and processes to support patients as they progress through their continuum of care. The Enterprise Administrative

Patient Management (EAPM) project will consolidate thirteen different technology systems used for scheduling appointments, admissions, electronic medical records, billing and collections into one technology platform with the goal of improving patient experiences. Reducing the number of systems is expected to improve patient service and employee efficiency. Implementation of EAPM began in the first quarter of 2012 at the System facilities in Weston, Florida. The Clinic's main campus and family health centers implemented EAPM in the first quarter of 2016. Marymount and Medina Hospitals implemented EAPM in the second quarter of 2017, with implementation for the other System hospitals planned in phases over the next several years. EAPM is expected to require capital costs of approximately \$186 million over the entire implementation period, most of which have already been incurred and paid.

Weston Hospital Expansion – In 2015, the System started design on expansion of Weston Hospital. The expansion will include a new tower hosting a 40-bed emergency department, a 24-bed observation unit, 26 acute care beds and 48 intensive care beds, including 23 relocated from the existing hospital. The new tower will also include a shelled floor for future expansion. To support this growth, significant renovation and backfill is planned to increase the size of existing imaging, laboratory, pharmacy, sterile processing and food services. A new endoscopy suite and three new operating rooms are also included in the renovation and backfill. The project includes a new central utility plant and new surface parking to support the campus expansion. The project is expected to cost approximately \$230 million and be completed in late 2018.

<u>Coral Springs Family Health Center and Surgery Center</u> - Cleveland Clinic Florida has partnered with a local Florida developer in a joint venture to construct a new Family Health Center and Surgery Center in Coral Springs, Florida. Coral Springs is approximately twenty miles northeast of the Weston campus. This new 74,000 square foot facility will accommodate approximately forty exam rooms, four operating rooms with shell space for two additional operating rooms in the future, two endoscopy rooms and imaging services. Design began in the second quarter of 2016, and construction is projected to be completed in the second quarter of 2018 with a total estimated cost of \$32 million. The joint venture obtained a loan for the majority of the construction costs. Cleveland Clinic Florida will lease the facility upon completion of construction.

Akron General Emergency Department – In 2015, Akron General Medical Center began site preparations for a two-story, 73,000 square foot emergency department that will triple the size of the current space. The first floor will house the emergency department, and the second floor will contain administrative offices and a clinical decision unit for patients that need short-term observation care. The facility will have eight triage rooms and 39 treatment rooms for patients, including six high-acuity trauma rooms, an area designated for patients seeking treatment for sexual assault, an expanded behavioral health unit, an imaging department, a separate urgent care area, and an area for quarantining and treating highly contagious patients. The facility is expected to cost approximately \$55 million. Construction of the building began in the first quarter of 2017 and is expected to be completed in third quarter of 2018.

<u>Lakewood Family Health Center</u> – In January 2016, the Clinic started design of a new approximately 62,000 square foot, three story family health center in Lakewood on a site adjacent to the recently closed Lakewood Hospital. The facility will have an emergency department located on the first floor with 16 treatment rooms. On the second and third floors, the facility will have 60 exam rooms. There will also be lab and imaging services to support operations at the facility. The facility is projected to cost approximately \$34 million and is scheduled to open in the third quarter of 2018.

Health Education Campus - In 2013, the Clinic and Case Western Reserve University (CWRU) School of Medicine reached an agreement to build a health education campus that will contain CWRU's medical school program and the Cleveland Clinic Lerner College of Medicine. The campus includes a facility that will be located on the Clinic's main campus and will serve as home for the seminar, lecture, and laboratory curriculum taught during the first two years of medical school. Students' clinical training will continue to take place at area hospitals. This initiative is aligned with the future plans of the Clinic's main campus and supports the Clinic's mission and strategic direction. The facility will also house the CWRU Nursing School and School of Dental Medicine. The facility is designed to encourage extensive interaction and collaboration among the professions. Construction of the facility broke ground on October 1, 2015 and is expected to take approximately four years to complete. CWRU and the Clinic will share in the construction costs of approximately \$453 million and the ongoing operational costs of the facility, with a portion of the construction costs expected to be raised through fundraising efforts and

donations. Plans also include a separate dental clinic that will be adjacent to the medical school facility. The dental clinic is expected to open at the same time as the medical school.



Cleveland Clinic Sydell & Arnold Miller Family Pavilion Cleveland, Ohio

# PHILANTHROPY CAMPAIGN

he Clinic publicly launched "The Power of Every One" philanthropic campaign in June 2014 with a goal of raising \$2 billion by the Clinic's 100th anniversary in 2021. The campaign will enable the Clinic to transform patient care, promote health, advance research and innovation, train caregivers and revitalize facilities through new construction and renovation of existing buildings. As of June 30, 2017, the Clinic has received pledges, cash and other assets of approximately \$1.2 billion toward the goal.

The \$2 billion campaign is divided into four categories: promoting health (\$800 million), advancing discovery (\$700 million), training caregivers (\$400 million) and transforming care

(\$100 million). Promoting health will focus on improving patient experience and supporting construction and renovation projects, including the recently completed Avon Hospital and Taussig Cancer Center, renovation of vacated space, new facilities in Florida and other building projects at regional hospitals and family health Training caregivers will support centers. scholarships. training programs and the construction of the new health education campus, a collaboration with CWRU. Advancing discovery will support translational, basic science and clinical research as well as endowed chairs. Transforming care will support the development of new care delivery models, personalized therapies and information technology.

#### **INNOVATIONS**

leveland Clinic Innovations promotes scientific, clinical and administrative creativity throughout the System and seeks commercial application of the products of that creativity. Specifically, it helps to grow the Clinic's innovative capacity, mentors inventors, licenses technology, secures resources, and establishes spin-off companies and strategic collaborations with corporate partners. Since 2000, Cleveland Clinic Innovations has launched 78 companies, transacted more than 500 technology licenses, filed over 3,600 patent applications with over 1,200 issued patents, and acted on approximately 3,800 new inventions.

Cleveland Clinic Innovations operates a 50,000-square-foot Global Cardiovascular Innovation Center (GCIC) on the Clinic's main campus, which is home to its operations, as well as an incubator facility for approximately 30 companies. GCIC celebrated its 10<sup>th</sup> anniversary

in February 2017 and has supported the development of over 50 technologies and the creation of over 1,000 new jobs.

Cleveland Clinic Innovations manages the Healthcare Innovations Alliance, a collaborative network of healthcare systems, academic institutions and industry partners from around the nation. Alliance partners utilize the Clinic's comprehensive technology commercialization experience to turn medical ideas into marketable inventions and commercial ventures. The integration of capabilities between discoverv. organizations is focused on development and rapid deployment of new technologies with the goal of improving patient care.

In late 2015, the Clinic created the Cleveland Clinic Ventures department, which operates in tandem with Cleveland Clinic Innovations to turn

medical breakthrough inventions into products and companies. The strategy of Cleveland Clinic Ventures will be to maximize the success and sustainability of spin-offs and to raise funds that help get ideas to market through funding strategies and business model development. The collaboration between departments is to the Clinic's expected increase commercialization impact and advance technologies to improve patient care.

ImageIQ, contract an imaging research organization specializing in advanced medical image acquisition, analysis and visualization that was spun out of Cleveland Clinic Innovations in 2011, was acquired by ERT in 2017. ERT is a global data and technology company that minimizes uncertainty and risk in clinical trials. The acquisition enables ERT to offer advanced clinical trial imaging analysis using cloud-based technology that delivers compliant data for use in clinical development with more accurate and verifiable imaging results than subjective readings commonly relied upon with standard scoring systems.

A team led by Andre Machado, MD, PhD performed the nation's first deep brain stimulation for stroke recovery. Enspire DBS, a portfolio company, was spun off in 2010 to fund and commercialize the method used in the procedure. NaviGate Cardiac Structures Inc., another portfolio company, reported the world's

first successful implantation of a transcatheter tricuspid valve stent in a patient at the Clinic. The GATE™ tricuspid AVS has been developed and manufactured by NaviGate, which licensed the seminal technology from the Clinic. In June 2017, Samir Kapadia, MD, of the Heart and Vascular Institute successfully completed the two First-in-Man studies in Germany for his novel transseptal puncture device for structural heart therapies in the left atrium.

Cleveland Clinic Innovations hosts an annual Medical Innovation Summit for industry leaders, investors, and entrepreneurs looking to expand their understanding of the healthcare market and the future of medical innovation. The 14th Annual Medical Innovation Summit was held in October 2016 with over 2,250 attendees to discuss investable innovations in the context of healthcare's historic transformation. The 15<sup>th</sup> Annual Medical Innovation Summit is scheduled for October 2017 and will focus on investable technologies related to genomics and precision medicine.

The Summit also unveiled the Top 10 Medical Innovations of 2017, which highlighted the potential for medical breakthroughs in the coming year. Products that harness the power of the microbiome to prevent and treat disease were ranked as the number one innovation by a distinguished panel of Clinic doctors and researchers.

#### **CLINICAL AFFILIATIONS**

he Clinic has entered into various affiliations with national and regional partners that are seeking to improve clinical quality, patient care, medical education and research. The goal of clinical affiliations is to provide value-added, high quality clinical care to patients through the support, expansion and development of Institute-driven integrated care

strategies. In addition, the Clinic has partnered with educational institutions with the goal of improving medical education and research.

Boston Children's Hospital and the Clinic have entered an agreement to provide pediatric heart services through the Clinic's national network, which is a national-scale network of selected high-value cardiovascular care providers to contract with employers and other payers. This collaboration is expected to offer complex pediatric care to employers in the Clinic's national networks. Under the agreement, Boston Children's Hospital has special status in the network, participating in leadership of the pediatric program and sharing best practices related to patient care, outcome measurement, quality reporting and clinical research.

# **JOINT VENTURE**

nder a joint venture agreement with Select Medical, the Cleveland Clinic Rehabilitation Hospital opened in December 2015 in Avon, Ohio. Select Medical is one of the nation's largest providers of post-acute care services and has partnerships with academic medical centers around the country. The Clinic is a minority member in the joint venture. The 68,000 square foot facility has 60 beds and rooms features private and the rehabilitation equipment to care for patients with stroke, spinal cord injury, brain injury, and a variety of medical and surgical conditions. The facility expands inpatient rehabilitation services in Northeast Ohio and improves access for patients with complex rehabilitation needs. The hospital will also serve as a primary teaching site for a new residency program for physicians in

physical medicine and rehabilitation.

In March 2016, the Clinic and Select Medical announced a proposal to build two new rehabilitation facilities in Northeast Ohio - one in Bath Township and one in the City of Beachwood. Each facility is expected to have 60 beds and open in late 2017.

In July 2016, the Clinic entered into a joint venture agreement with Select Medical to operate four existing long-term acute care (LTAC) facilities in northeast Ohio with a total of 230 beds. The Clinic is a minority member in the joint venture. The joint venture expands the current existing relationship with Select Medical and is expected to combine the experience of both organizations in the treatment of LTAC patients.

# **MEDICAID MANAGED CARE**

areSource previously sent the Clinic a notice of termination of its managed care contract in May 2017 that it would be terminating the agreement effective September 1, 2017. The Clinic and CareSource signed a letter of agreement on August 25, 2017 to extend the contract through November 30, 2017, and the parties are in negotiations to finalize a long-term contract by December 1, 2017. CareSource is the largest of five providers

of Medicaid managed care plans in Ohio and accounted for approximately 66% of the Medicaid net patient service revenue of the System (or approximately 5% of net patient service revenue of the System) for the year ended December 31, 2016. Should the relationship terminate, the Clinic will no longer be an in-network provider for CareSource members. The Clinic has plans to mitigate the impact of a potential termination.

In August 2017, Molina Healthcare of Ohio and the Clinic announced that Molina will include the Clinic in its Medicaid network effective August 1, 2017. This is the first time the Clinic and Molina Healthcare of Ohio have contracted for Medicaid coverage. The new relationship allows Molina to provide its Medicaid customers with additional options to access patient care at the Clinic.

# **OSCAR HEALTH**

n June, 2017, the Clinic entered into a collaboration with Oscar Health, a health insurance technology company based in New York City, to offer co-branded health insurance plans to consumers in five counties in northeast Ohio. Pending regulatory approvals, the new Cleveland Clinic Oscar individual health plans will be available through the Ohio health insurance exchange or directly through Oscar Health. Enrollment in the plans is expected to be available in 2017, with coverage beginning on

January 1, 2018. Plan participants will be matched with teams from both organizations that will work together across the continuum of care to ensure that participant's health and wellness needs are proactively met. Participants will have access to various technology to analyze and manage their health needs, including the option of telehealth virtual visits through Cleveland Clinic Express Care Online and Oscar's Virtual Visits.

# **AKRON GENERAL HEALTH SYSTEM**

n November 2015, the Clinic became the sole member of Akron General Health System (Akron General), an integrated healthcare delivery system with a 532-registered bed flagship medical center located in Akron. Ohio. In addition to the flagship medical center, Akron General also includes Lodi Community Hospital, Edwin Shaw Rehabilitation Institute, three health and wellness centers. Visiting Nurse Services and affiliates, a physician group practice and other outpatient locations. As part of the original affiliation agreement, the Clinic and Akron General have committed to additional funding for the capital expenditure needs to support Akron General's capital plan for at least the first five years after the member substitution. Initiatives include a new emergency department at Akron General Medical Center that started construction in the first guarter of 2017, two new outpatient centers in the surrounding Akron area and replacement of Akron General's electronic medical records system to enhance safety,

quality, and patient experience and reduce the overall cost of care.

During the operational integration process in early 2016, a compliance review conducted by the System of contractual relationships between Akron General and its independent physician practice groups identified a group of physician arrangements that were potentially noncompliant with the Federal Anti-Kickback Statute and the Limitations on Certain Physician Referrals regulation (commonly referred to as the Stark Law). Any noncompliance may have resulted in false claims to federal and/or state health care programs beginning in 2010 and could result in liability of Akron General under the Federal Anti-Kickback Statute, Stark Law, False Claims Act and/or other laws and regulations. The System voluntarily disclosed its concerns about these physician arrangements to the U.S. Department of Justice (DOJ) in May 2016. Akron General and the System have produced information to, engaged in discussions with, and are cooperating with the DOJ and related government authorities in connection with this matter.

Although corrective actions have been taken by Akron General related to all of the physician arrangements at issue, and the Clinic has implemented its compliance programs at Akron General, there is a probable liability associated with the matters described above. Preliminary discussions with the DOJ and related government authorities about the physician arrangements are ongoing, and thus neither a timeframe for completion of the inquiry by the government authorities nor the amount of financial liability, if any, that may arise under the Federal Anti-Kickback Statute, Stark Law, False Claims Act and/or other related laws and regulations can be estimated at this time. Because it is not possible to estimate the amount of any fines, penalties and other potential liability thereunder at this time, no provision related to such items has been recognized in the consolidated financial statements of the System. The outcome of the ongoing dialogue with the DOJ, as well as an adverse outcome in any future proceedings arising from the physician arrangements at issue, could require a material payment from the System and could negatively impact the operations and/or financial condition of Akron General and/or the System.

#### **UNION HOSPITAL**

n May 2017, the Clinic and Union Hospital, located in Dover, Ohio, signed a non-binding letter of intent for the Clinic to become the sole corporate member of Union Hospital. Both organizations will work to finalize a definitive agreement and seek regulatory approvals for Union Hospital to become part of the System by the end of 2017. Union Hospital has more than 100 patient beds, 300 healthcare providers on

staff, and 1,100 employees. It also has several off-campus satellite services and operates a hospital-owned physician network with numerous offices and more than 25 providers. The Clinic has maintained an existing relationship for the past several years with Union Hospital through the Telestroke Network, which connects patients to the Clinic's Cerebrovascular Center.

# **INTERNATIONAL GROWTH**

n October 2015, the Clinic through a subsidiary acquired all of the share capital of 33 Grosvenor Place Limited (Grosvenor Place). Grosvenor Place is a limited liability company existing under Luxembourg law and a private company incorporated under Jersey law that has a long-term leasehold interest in a six-story 198,000 square-foot building in London, England. The Clinic has established a plan to convert the building from office space to an approximately 200-bed hospital with operating theatres. The System received

approval from local authorities in January 2017 to begin conversion of the building into an advanced healthcare facility, which is expected to open in 2020. The facility was fully vacated in the first quarter of 2017.

In addition to the London project, the System operates a health and wellness center in Toronto, Canada and provides management services to Cleveland Clinic Abu Dhabi, a multispecialty hospital offering critical and acute care services that opened in March 2015 and

currently has approximately 250 staffed beds. In 2017, the Clinic has also entered into its first Cleveland Clinic Connected relationship (its global affiliation program) with an organization planning to open a hospital in Shanghai, China.

These international activities have increased the diversity of the Health System's healthcare operations while promoting the Cleveland Clinic's clinical expertise in new markets.

#### **STRATEGY**

U.S. healthcare industry is undergoing unprecedented change with the intersection of economic pressure, insurance reform, technological breakthroughs, demographic shifts. At the center of this change is an accelerating shift in reimbursement models from volume- to value-based and/or risk-based payment. Maximizing attributed lives where patients bring an entirely new level of consumerism is of paramount importance in this emerging environment. The System is well engaged in this shift with nearly 500,000 lives from Northeast Ohio and Florida under some

form of risk-based contract in 2017. This dynamic landscape has and continues to influence how the System shapes its path forward.

The System has set forth a strategy that embraces these fundamental shifts and positions the organization for continued leadership and success in meeting its mission and goals in a vastly changing environment. The strategy focuses on the principle of Patients First and contains the following themes designed to transform value and provide for continued growth:

- Continue to thrive as a global referral center for the most complex care
- Master community-based care in a framework of population management
- Innovate medical education to prepare the next generation who are relevant to the changing environment
- Leverage and extend the unique assets and capabilities of the System to grow and diversify the revenue base and to solidify connectivity with other referral sources

The organization has been pursuing a roadmap of transformation referred to as the Strategic Agenda. The Strategic Agenda calls for fundamental changes in the System's care, operating and business models over several years. The specific roadmap is guided by the strategy and five overarching goals:

Patients First - continuously improve quality, safety and patient experience

Caregivers – make the System the best place to work

Affordability – steward resources

Growth – responsibly develop to sustain the Clinic's mission

Impact – make a difference through research, education and innovation

The centerpiece of the Strategic Agenda is a set of key performance indicators and priority initiatives established by leadership and formalized in a strategic agenda management (SAM) system. The purpose of the SAM is to enable leadership to systematically translate the

strategy and goals to the priority work of the enterprise. The goal of the SAM is that every clinical and non-clinical area and every individual caregiver will work to align their respective efforts and initiatives to the System's highest priorities.

Efforts to transform care continue to constitute a major focus for the enterprise. Included among the activities within and across the clinical institutes are improvements in high reliability, access, care path development and implementation, and caregiver engagement. Of particular note is the initiative to build a focused business unit within the System for population management. This unit will be geared to ensure success in managing value-based contracts.

As a major element of delivering value, an important thread through all of the priority initiatives of the clinical enterprise is care affordability - reducing the cost structure so that the System can be price competitive and render care more affordable for patients. In 2013, the System commissioned a Care Affordability Task Force to perform an enterprise-wide cost structure analysis and propose recommendations for transformational cost and efficiency opportunities. The System structured to monitor continually its use of resources in all clinical, operational and administrative areas. From 2014 to 2016, management estimates that Care Affordability initiatives and other localized efforts enabled \$634 million of expense reductions. The System continues to develop and implement cost management and containment plans for a more affordable care model and to enable investments in key strategic initiatives. This work is expected to be an ongoing effort year over year.

In parallel with efforts to transform the care model, the System is redefining its relationships with payors/employers and the payment system to match the broader industry trend toward risk-shifting and redesigned payment. The goal of these efforts is to better deliver to the changing demands of payors/employers, while preserving the financial security of the System during the transition. This involves increased forms of risk-taking in payor contracts (from pay-for-value to

bundled payment to shared savings) and narrow network arrangements with payor partners.

Leadership also is executing a focused growth strategy, domestically and internationally. A major emphasis of the domestic agenda is to assemble a distributed and rational network to execute against the payor strategy. Meanwhile, leadership continues to execute its international strategy to extend its unique model and capabilities more broadly and to meet its organizational goals. The Clinic also is engaged with a variety of non-provider entities to establish relationships that will enhance its strategic initiatives.

Caregivers throughout the System continue to identify and pursue ways to improve on every dimension of the organization's performance: relentless pursuit of quality and safety, how care is organized and delivered, how research and education are effectuated, and how the organization's value is conveyed to the market. The System is committed to a path not only to respond to the changes in the environment, but also to lead the field with novel approaches that preserve excellence in care while offering sustainable models for others to adopt.



# COMMUNITY BENEFIT AND ECONOMIC IMPACT

#### **Community Benefit**

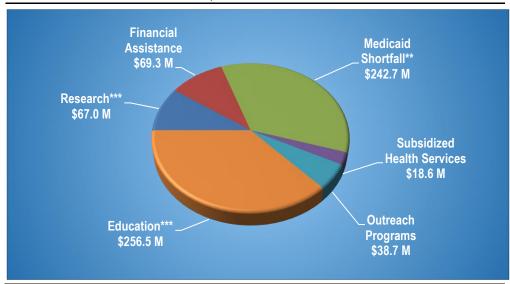
he Clinic and its hospital affiliates within the System are comprised of charitable, tax-exempt healthcare organizations. The System's mission includes addressing health service needs and providing benefits to the communities it serves. The tax-exempt members of the System must satisfy a community benefit standard to maintain their tax-exempt status. Community benefit reporting for the System conforms to Internal Revenue Service (IRS) requirements and is reported on the IRS Form

990, the information return required to be filed annually with the IRS by exempt organizations.

Community benefit includes activities or programs that improve access to health services, enhance public health, advance generalizable knowledge and relieve government burden. The primary categories for assessing community benefit include financial assistance, Medicaid shortfall, subsidized health services, outreach programs, education and research.

In 2015, the System provided \$692.8 million in benefits to the communities it serves. Community benefit information for 2016 was not available at the time of issuance of this Management Discussion and Analysis. The following chart summarizes community benefits for the System:

# Cleveland Clinic Health System\* Breakdown of Community Benefit (2015) \$692.8 Million



- Includes all System operations in Ohio, Florida and Nevada, and includes Akron General for the full year of 2015
- \*\* Net of Hospital Care Assurance Program benefit of \$12.3 million
- \*\*\* Research and Education are reported net of externally sponsored funding of \$144.3 million.



**Financial Assistance**: Financial Assistance represents the cost of providing free or discounted medically necessary care to patients unable to pay some or all of their medical bills. The System's financial assistance policy provides free or discounted care to uninsured patients with incomes up to 400 percent of the federal poverty level and who meet certain other eligibility criteria by state. This policy covers both hospital care and services provided by the System's employed physicians. As a result of the Affordable Care Act implementation, which requires individuals to obtain healthcare insurance, nonprofit hospitals across the United States saw an increase of individuals covered by Medicaid or health exchange policies. With more persons covered under such programs, there was a decline in the number of patients seeking financial assistance.

**Medicaid Shortfall**: The System is a leading provider of Medicaid services in Ohio. The Medicaid program provides healthcare coverage for low-income families and individuals and is funded by both the state and federal governments. Medicaid shortfall represents the difference between the costs of providing care to Medicaid beneficiaries and the reimbursement received by the System. Due primarily to the effects of Medicaid expansion in Ohio, the System is providing more Medicaid services to more patients, which has increased the System's Medicaid shortfall in 2015.

**Subsidized Health Services**: Subsidized health services yield low or negative margins, but these programs are needed in the community. Subsidized health services provided in the System include pediatric programs, psychiatric/behavioral health programs, obstetrical services, chronic disease management and outpatient clinics.

**Outreach Programs**: The System is actively engaged in a broad array of community outreach programs, including numerous initiatives designed to serve vulnerable and at-risk populations in the community. Outreach programs typically fall into three categories: community health services; cash and in-kind donations; and community building. The System's outreach programs include wellness initiatives, chronic disease management, clinical services, free health screenings, and enrollment assistance for government funded health programs. A few of the System's community outreach initiatives are highlighted below:

- The System provided no-cost clinical care to under- and uninsured families at community sites. For example, the Langston Hughes Health and Education Center, a Fairfax neighborhood site, provided multigenerational prevention and wellness services.
- Health fairs provided thousands of people with free screenings for diabetes, cholesterol, heart disease, and prostate and various cancers. The Cleveland Clinic Minority Men's Health Fair, Celebrating Sisterhood, Tu Familia and dozens of other community health fairs educated community members on the benefits of preventive healthcare.
- Community education classes were offered across the enterprise on chronic disease management in the areas of heart disease, stroke, cancer, diabetes and brain health.
- Wellness initiatives and health lectures were provided to schools, faith-based organizations and community centers in the areas of prevention and behavioral change, including smoking cessation, weight management, teen parenting, family violence and child safety.



- Physical education, training and concussion awareness were provided to high school students by the Clinic's Orthopaedic and Rheumatology Institute. The Pediatric Mobile Unit provided wellness services to local elementary schools.
- The Clinic's Robert J. Tomsich Pathology & Laboratory Medicine Institute donated services to The Free Clinic and Care Alliance, Cleveland area safety-net providers.

**Education**: The System provides a wide range of high-quality medical education, including accredited training programs for residents, physicians, nurses and other allied health professionals. The System maintains one of the largest graduate medical education programs in the nation. At the postgraduate level, the System's Center of Continuing Education has developed one of the largest and most diverse continuing medical education programs in the world. The System also operates Cleveland Clinic Lerner College of Medicine of Case Western Reserve University, dedicated to the teaching of physician-scientists.

**Research**: From a community benefit perspective, medical research includes basic, clinical and community health research, as well as studies on healthcare delivery. Community benefits include research activities supported by government and foundation sources; corporate and other grants are excluded from community benefits. The System uses internal funding to cover shortfalls in outside resources for research.

Additional information regarding the System's community benefits is available on the Clinic's website (www.clevelandclinic.org/communitybenefit).



Cleveland, Ohio Skyline

#### **Community Health Needs Assessment**

In 2016, the System completed comprehensive community health needs assessments (CHNA) for each of the hospitals in the System that were required to complete an assessment in 2016. Internal Revenue Code Section 501(r)(3) requires nonprofit hospital organizations to conduct a CHNA every three years and adopt an implementation strategy to identify the

community health needs the hospital will address.

To obtain an in-depth understanding of the community risk indicators, population trends and healthcare needs, the System has gathered and will gather various data, including:

- demographic and health statistical data;
- information on socio-economic barriers to care, including income, culture, language, education, insurance and housing;
- national, state and local disease prevalence;
- health behavior; and
- medical research and health professional education.

Information was also gathered from persons representing the broad interests of the

community, including those with special knowledge or expertise in public health.

Key 2016 CHNA needs identified throughout the System include:

- chronic disease management (heart disease, cancer, diabetes, asthma, obesity);
- health conditions (mental health, poor birth outcomes, aging, chemical dependency)
- wellness (nutrition, exercise, tobacco cessation, preventative care);
- access to affordable health care;
- education (physician shortage); and
- medical research.

Hospital implementation strategies that address the health needs identified in the assessments have been developed by individual hospital leadership teams. The Implementation Strategy Reports (ISR's) have been added to the Clinic's website in compliance with the regulatory requirements. The CHNA reports and implementation strategies for the System hospitals are available on the Clinic's website (www.clevelandclinic.org/CHNAReports).



# **Economic Impact**

According to the System's Economic and Fiscal Impact Report released in 2015, the System is the largest employer in Northeast Ohio and the second largest employer in the State of Ohio. In 2013 the System generated \$12.6 billion of the total economic activity in Ohio and has directly and indirectly supported more than 93,000 jobs generating approximately \$5.9 billion in wages and earnings. The System's economic activity was accountable for \$811 million in total state and local taxes. System-supported households spent almost \$4 billion on goods and services. Locally, the System's economic activity within an eight-county region accounted for approximately \$757 million of purchased good and services from Northeast Ohio vendors. Visitors to the System's Northeast Ohio facilities spent close to

\$191 million on hotels, food and other expenses. As a major part of the region's healthcare industry, the System has contributed to the strengthening of Ohio's economy by sustaining a strong workforce and supporting businesses and professional services across the state.

The System's Economic and Fiscal Impact Report is the result of an economic analysis completed by the Silverlode Consulting Corp. The most recent report was commissioned in 2014 and used 2013 data, the most current data available at that time. The report was completed in part using the IMPLAN® economic impact model, which is used by more than 1,000 universities and government agencies to estimate economic and fiscal impacts.

# **SUSTAINABILITY**

he System supports healthy environments for healthy communities, recognizes the link between environmental and human health and strives to responsibly address and mitigate its environmental impacts. As a national leader in healthcare, the System is in a position to lead by example in the adoption of environmental best practices. With a built environment portfolio of more than 22 million square feet and more than 51,000 caregivers, the impact of the System on the community and ecosystem, both positive and negative, is substantial.

The System's Office for a Healthy Environment (OHE) acknowledges its obligation and opportunity to minimize the health impacts of climate change. The System is working to enhance the resilience of its facilities and communities, engaging its stakeholders to personalize climate action and embedding sustainability into its healthcare delivery model.

As a leader in the healthcare industry, the System has publically committed to compiling an annual sustainability report for its patients, caregivers, communities and global stakeholders through two leading international frameworks: The United Nations Global Compact and the Global Reporting Initiative. The compilation, titled "Serving Our Present, Caring for Our Future," includes performance metrics and stories, highlights accomplishments and communicates challenges as the System strives to reach its goals. The complete report is available on the Clinic's website (www.clevelandclinic.org/ungc).

The Clinic is a member of Practice Greenhealth (PGH), the nation's leading health care community that empowers its members to increase their efficiencies and environmental stewardship while improving patient safety and care through tools, best practices and knowledge. In 2017, the Clinic was awarded the prestigious "Greening the OR" environmental

offered achievement award by Practice Greenhealth for the second year in a row.. This award is given to only one healthcare system in the country for its performance in energy efficiency, materials efficiency and recycling in the operating room. The Clinic also won the Top 25 Environmental Excellence Award for Best of Sustainability in Health Care. The Top 25 Environmental Excellence Awards recognize facilities health care that exemplify environmental excellence and are setting the highest standards for environmental practices in health care. Award winners are chosen from hospitals that have the highest scores using Practice Greenhealth's thorough scoring and evaluation system. The System was honored with thirty additional Practice Greenhealth Environmental Excellence **Awards** for outstanding performance in health care sustainability.

The System's energy program is designed to enhance patient outcomes and the patient experience while reducing operating expenses. As the model of healthcare evolves, the System is committed to reducing environmental, economic and human impact by reducing energy intensity. The System's commitments to both affordable care and external partnerships with ENERGY STAR and the Better Buildings Challenge have created goals of becoming 20% more energy efficient by 2020 from a 2010 baseline on more than 20 million square feet of

facilities. Initiatives include a combination of critical energy efficiency projects and broad occupant education and engagement campaigns. From the December 2010 baseline, the System has realized a 13% reduction in weather normalized source energy use intensity for in-scope and reportable facilities.

A central component of the Systems' ongoing commitment to responsible energy management is to construct buildings that conform to the U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED). LEED is a certification program and third-party nationally accepted benchmark for design, construction and operation of environmentally responsible and energy-efficient buildings. All new major construction projects for the System follow LEED standards, with a goal of achieving silver certification. Construction projects also emphasize recycling of debris, with current diversion rates of up to 98% in recent years.

The System currently has eighteen LEED-certified buildings, with additional buildings pending certification. The System has four buildings that are certified LEED-Gold, including the Global Cardiovascular Innovations Center, Marymount Hospital Surgical Expansion, Twinsburg Health and Family Surgery Center and the Tomsich Pathology Laboratories building.

#### **DIVERSITY**

he System provides healthcare services to patients and families from a global community. This makes diversity, inclusion and cultural competence a critical part of the System's mission. In 2006, the System created the Office of Diversity and Inclusion (Diversity). Diversity's mission is to provide strategic direction that builds cultural competence,

cultivates an inclusive organization, promotes health equity, develops talent, and supports caregivers to better serve our patients. Its programs include cultural competence training, diversity councils, employee resource groups, language enrichment, and internally and externally focused pipeline development programs.

The System was awarded the American Hospital Association's Equity of Care Award for 2016. Presented annually, this recognition honors hospital systems that have achieved a high level of success in reducing healthcare disparities promoting diversity throughout the while organization. In 2017, the System was ranked number five on the list of the country's top twelve healthcare organizations for diversity management practices by DiversityInc. The System has made this list for the eighth consecutive year. Rankings are empirically driven and assess performance based on a number of factors including CEO commitment, equitable talent development, talent pipeline and supplier diversity. Additionally, the Clinic was recognized as a "2017 Leader in LGBTQ

Healthcare Equality," by the Human Rights Campaign. This distinction was received by meeting criteria for non-discrimination in training, patient care, and access.

The System's Employee Resource Groups (ERG) have received national recognition and rank among the top 25 ERGs in the country. In 2016 the African American Employee Resource group received the top honor, ClinicPride (LGBT) ranked 12<sup>th</sup>, and SALUD (Hispanic/Latino) ranked 22<sup>nd</sup> in a national evaluation of the Association of ERGs and Diversity Councils. This annual national award recognizes, honors, and celebrates the outstanding contribution and achievements of ERGs, business groups, and diversity councils.

# **HEALTH INFORMATION TECHNOLOGY**

he System is a national leader in the innovative application of health information technology (HIT) systems. Through the development and application of HIT systems, the System is focusing on providing more cost effective healthcare and improving patient safety.

HIT systems have received particular attention due to the Health Information Technology for Economic and Clinical Health Act, a part of the American Recovery and Reinvestment Act of 2009 (Recovery Act).

The System continues to implement improvements to its HIT systems, including several components that can be accessed through the Clinic's website. These components include:

- An electronic medical record system composed of an integrated suite of software modules that virtually align physical locations, physician expertise and nursing and care team skills into a single, coordinated group practice.
- A secure, on-line health management tool that connects patients to portions of their personalized health information.
- A secure, on-line system that allows physicians in private practice to become clinically integrated with the System to treat their patients.

The System participates in the Care Everywhere network, a module offered through Epic Systems Corp. that allows health systems to safely and directly share electronic medical records (EMRs). Through this program, the System has access to hundreds of healthcare organizations

nationwide. The System has exchanged over 6 million patient records with more than 870 hospitals, 1,090 emergency rooms, and 24,000 clinics to assist with treating patients in all fifty states across the country since the beginning of 2015. This is believed to have improved patient

care by immediately providing more complete medical histories, eliminating the need for unnecessary diagnostic tests, allowing for faster and more accurate diagnosis and aiding in criteria required for Stage 2 meaningful use standards. The System collaborates with both local and national hospitals and health systems to link EMRs via Epic. Since 2013, the System engaged with ClinicSync, Ohio's statewide medical records electronic exchange. Participation in CliniSync links the System to a significant number of hospitals and physician practices across Ohio.

To further broaden its interoperability capabilities, the System has also engaged with Surescripts, a health information service provider that connects the System to over 250,000

providers across the nation via DIRECT messaging. The System is also connected to eHealth Exchange, the national health exchange hub. This connection was implemented in the summer of 2014 and has allowed the System to exchange data with the Social Security Administration.

In 2015, the System connected its electronic medical system, MyPractice, to the Veterans' Administration (VA) electronic medical record system. The connection to the VA has had over 30,000 exchanges since implementation. This data exchange allows medical information of veteran patients to be securely shared and improves provider-to-provider communication between the Clinic and the VA.

#### **CONFLICT OF INTEREST**

he System maintains policies that require internal reporting of outside financial and fiduciary interests to ensure that potential conflicts of interests do not inappropriately influence research, patient care, education, business or professional decision making. In connection with these policies, the System developed the Innovation Management and Conflict of Interest Program, which is designed to promote innovation while at the same time reducing, eliminating or managing real or perceived bias either due to System personnel consulting with pharmaceutical, medical device and diagnostic companies (industry) or the commercialization efforts undertaken by the System to develop discoveries and make them accessible to patients. The Program works with investigators who interact with industry to manage any conflicts. Provisions related to whether or not "compelling circumstances" are required to justify conducting research in the presence of related financial interests have been modified in policies that went into effect in 2013,

consistent with the value the System places on beneficial relationships with industry. The System is committed to a process that maintains integrity in innovation and places the interests of our patients first. The Innovation Management and Conflict of Interest Program reviews situations in which a physician prescribes or uses products of a company in their practice and has a financial relationship with that company. When appropriate, the Program will put management in place to address any conflict (for example, by disclosure). The goal of this policy is not to interfere with the practice of medicine.

An initiative to bring transparency to the System's relationships with industry was implemented in 2008, in which the specific types of interactions that individual physicians and scientists have with industry were disclosed on publicly-accessible web pages on the System's internet site. Information can be accessed by patients that describes the training, type of practice and accomplishments of a specific

doctor or scientist, as well as the names of companies with which the doctor has financial or fiduciary relations as an inventor, consultant, speaker or board member. These disclosures are updated regularly. The System was the first academic medical center in the country to have made these interactions public. Many other academic medical centers have followed the System's lead by providing similar disclosures. The System maintains a Conflict of Interest in Education Policy to reflect its values and represent its and its Staff's best interests. This policy is responsive to guidelines from the Association of American Medical Colleges, the Institute of Medicine and other organizations. It places restrictions on outside speaking activities that are not Accreditation Council for Continuing Medical Education approved and are generally considered marketing. Speakers must present content that is data-driven and balanced; speakers must create their own slides or use only unbranded slides created by industry. This policy puts the System in step with other top academic medical centers that have already banned speaker's bureaus. In addition, the policy requires instructors to disclose relevant financial

interests with companies to trainees.

The Innovation Management and Conflict of Interest Committee of the System has also established processes with cross-membership and seamless interactions and communications with the Board of Directors' Conflict of Interest and Managing Innovations Committee.

Board members of the Clinic and the regional hospitals in the System are required to complete annual disclosure questionnaires. These questionnaires are designed to identify possible conflicts of interest that may exist and ensure that any such conflicts do not inappropriately influence the operations of the System. The information obtained from these questionnaires used to respond to the related-party transactions and other disclosures required by the Internal Revenue Service on Form 990. The Forms 990 for the Clinic and the System are available on the Clinic's website, as well as additional information regarding the Clinic's **Directors** and Board of any business relationships the Directors may have with the System.

# **ENTERPRISE RISK MANAGEMENT**

n 2010 the System began a multi-phase enterprise risk management (ERM) initiative to develop a more formal and systematic approach to the identification, assessment, prioritization, and reporting of risks. The process is closely linked with the System's strategic and annual planning. The ultimate objective is to create an enterprise-wide risk management model that contains sustainable reporting and monitoring processes and embeds management into the System's culture, in order to more effectively mitigate risks. The System established an ERM Steering Committee and engaged a consulting firm to support this process.

In the ERM process, risk identification is conducted resulting in a System risk profile that categorizes individual risks based on their impact upon the System's ability to meet its strategic objectives. During this process, certain risks are identified as top risks and then further separated into sub-risks and individual risk components. Extensive risk assessments and mitigation analysis are prepared during this process whereby risk components are evaluated according to their likelihood of occurring and potential impact should they occur. Risk mitigation activities, including risk response effectiveness, are examined, reviewed and updated as part of this evaluation. The most recent comprehensive evaluation of top risks was concluded in the third quarter of 2016. ERM is an on-going program, with regular reporting to senior management, including the Audit Committee of the Board of Directors, the body with oversight responsibility for ERM.

# INTERNAL CONTROL OVER FINANCIAL REPORTING

he System regularly evaluates its internal control environment over the System's financial reporting processes through an initiative based upon concepts established in the Sarbanes-Oxley Act of 2002. The goals of the initiative are to ensure the integrity and reliability of financial information, strengthen internal control in the reporting process, reduce the risk of fraud and improve efficiencies in the financial reporting process. The initiative reviews all aspects of the financial reporting process, identifies potential risks and ensures that they have been mitigated utilizing a management selfassessment process. As a result of this initiative, management of the System issued a report on the effectiveness of its internal control over financial reporting as part of the issuance of its

consolidated financial results for 2016, which is the eighth year the management report was issued. As part of the internal control evaluation process, certifications are completed by 125 members of System management, including top leadership. The System is one of the first not-forprofit hospitals to issue a management report on the effectiveness of internal control over financial reporting, a step that further increases the transparency of the organization. System management updates the certification on a quarterly basis. There were no changes in internal control over financial reporting during the six months ended June 30, 2017 that have materially affected, or are likely to materially affect, the internal control over financial reporting for the System.

# **INDUSTRY OUTLOOK**

n December 2016, Moody's Investor Services (Moody's) maintained its stable outlook for the U.S. not-for-profit healthcare sector, an outlook Moody's revised from negative to stable in August 2015. Moody's expects operating cash flow growth of 0%-1% and patient volume growth of about 1%, which will help offset pressure from rising drug costs, pension liabilities and employment expenses. Hospitals are also experiencing rising co-pays and deductibles in employee health plans that is increasing bad debt. Moody's also notes that hospital mergers, acquisitions and affiliations will remain prevalent and can drive volume growth. In May 2017, Moody's compiled preliminary financial data that showed that U.S. nonprofit hospitals' median operating margin fell in fiscal

year 2016 as expenses grew. Moody's is attributing the decline in profitability to lower reimbursement and rising expenses.

In January 2017, Standard & Poor's (S&P) maintained its stable outlook for the U.S. not-for-profit healthcare sector, despite seeing a sharp rise in legislative risk due to the potential repeal of the Affordable Care Act and related consequences as well as other aspects of the health care delivery system. S&P revised its outlook from negative to stable in September 2015. S&P indicated that 2015 financial medians and 2016 ratings and outlook experience continue to support their outlook for sector stability.

The System continues to be impacted by industry challenges that put pressure on the System's financial performance. Management is focused on the recruitment and retention of qualified staff in many clinical areas in order to meet the demands of patient activity, particularly as the Affordable Care Act health insurance mandates and Medicaid expansion programs have been implemented that have increased the number of insured Americans seeking healthcare services. These efforts pressure the System's salary cost structure, as well as employee benefit costs. Pharmaceutical costs and medical supply costs continue to create challenges to the cost structure. Increases in pharmaceutical costs are driven by utilization, price increases and the specialized nature of many pharmaceuticals

used in oncology and hematology. Medical supply costs are primarily driven by utilization and price of implants. For both pharmaceuticals and medical supplies, a sizeable percentage of the cost increase flows through to increases in payments from payors; however, the balance cannot be passed through to payors. Additionally, the healthcare industry is subject to significant regulation by federal, state, and local agencies and governmental independent organizations and accrediting bodies, changes in technology and treatment modes, competition and changes in third-party reimbursement programs. The decline in the population of the Greater Cleveland area, as noted in recent estimates based on the most current census, creates challenges among hospitals to attract

> patients. Furthermore, although the System maintains a diversified investment portfolio, the System's investments are subject to the inherent risk and volatility associated with alobal financial markets. The System continuously monitors the environment in which it operates and is engaged in various initiatives strategic address its cost structure and reimbursement challenges to make healthcare affordable to patients.



**Cleveland Clinic Critical Care Transport** 

# **PATIENT VOLUMES**

he following table summarizes patient volumes for the System:

#### **Utilization Statistics**

	For the quarter ended June 30				For the six months ended June 30			
	2017	2016	Variance	%	2017	2016	Variance	%
Inpatient admissions <sup>(1)</sup>								
Acute admissions	42,269	40,325	1,944	4.8%	85,000	81,185	3,815	4.7%
Post-acute admissions	3,051	3,139	-88	-2.8%	6,138	6,342	-204	-3.2%
	45,320	43,464	1,856	4.3%	91,138	87,527	3,611	4.1%
Patient days <sup>(1)</sup>								
Acute patient days	218,519	209,161	9,358	4.5%	439,712	424,318	15,394	3.6%
Post-acute patient days	25,790	26,600	-810	-3.0%	51,938	52,782	-844	-1.6%
	244,309	235,761	8,548	3.6%	491,650	477,100	14,550	3.0%
Surgical cases								
Inpatient	15,594	14,933	661	4.4%	31,129	30,089	1,040	3.5%
Outpatient	37,646	37,293	353	0.9%	75,109	73,741	1,368	1.9%
	53,240	52,226	1,014	1.9%	106,238	103,830	2,408	2.3%
Emergency department visits	163,707	164,133	-426	-0.3%	324,799	324,797	2	0.0%
Observations	15,061	14,474	587	4.1%	30,671	28,077	2,594	9.2%
Clinic outpatient evaluation and management visits	1,085,500	1,052,833	32,667	3.1%	2,209,422	2,092,862	116,560	5.6%
(1) Excludes newborns								

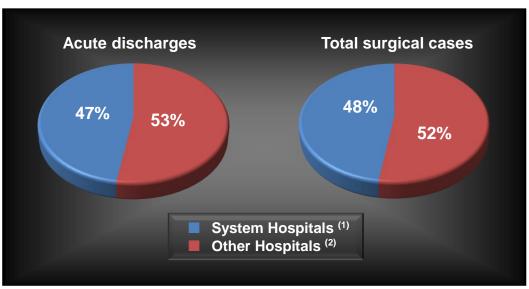


Inpatient acute admissions for the System increased 5% in both the second quarter of 2017 and the first six months of 2017 compared to the same periods in 2016. In the first six months of 2017, the Clinic experienced flat acute admissions, and the regional hospitals, which include Akron General, collectively experienced a 7% increase in acute admissions, which resulted in a 5% increase at the System's facilities in northeast Ohio. According to data from the Center for Health Affairs, acute discharges excluding newborns in the Northeast Ohio service area increased 1% in the first six months of 2017 compared to the same period in 2016. The Florida facilities experienced a 4% increase in acute admissions over the same period.

Total surgical cases for the System increased

2% in both the second quarter of 2017 and the first six months of 2017 compared to the same periods in 2016. For the first six months of 2017, total surgical cases remained flat at the Clinic's main campus and family health centers and increased 4% at the regional hospitals collectively, which resulted in a 2% increase at the System's facilities in northeast Ohio. According to data from the Center for Health Affairs, total surgical cases in northeast Ohio increased 4% in the first six months of 2017 compared to the same period in 2016. The Florida facilities experienced a 4% increase in total surgical cases over the same period. The surgical mix of total surgical cases for the System for the first six months of 2017 was 29% inpatient and 71% outpatient, which represents a slight shift from outpatient to inpatient compared to the surgical mix in the first six months of 2016.

The following charts summarize selected statistical information for Northeast Ohio hospitals for the six months ended June 30, 2017:



Source: The Center for Health Affairs Volume Statistics

- "System Hospitals" excludes Florida and Akron General facilities and includes Ashtabula County Medical Center.
- (2) "Other Hospitals" includes all other hospitals in northeast Ohio reported by the Center for Health Affairs that are not included in System hospitals.

#### LIQUIDITY

#### Cash and Investments

he System's objectives for its investment portfolio are to target returns over the long-term that exceed the System's capital costs so as to optimize its asset/liability mix and preserve and enhance its strong financial structure. The asset allocation of the portfolio is broadly diversified across global equity and global fixed income asset classes and alternative investment strategies and is designed to maximize the probability of achieving the longterm investment objectives at an appropriate level of risk while maintaining a level of liquidity to meet the needs of ongoing portfolio management. This allocation is formalized into a strategic policy benchmark that guides the management of the portfolio and provides a standard to use in evaluating the portfolio's performance.

Investments are primarily maintained in a master trust fund administered using a bank as trustee. Effective April 1, 2017, the System completed the transition of the management of its investment portfolios from a third-party external advisor to the Cleveland Clinic Investment Office (the "CCIO"). These portfolios include the Cleveland Clinic's general long-term investment portfolio, its defined benefit pension fund and the captive insurance fund. Investment professionals in the CCIO are charged with the day-to-day management of these investments and their strategic direction. The System has established formal investment policies that support the System's investment objectives and provide an appropriate balance between return and risk.

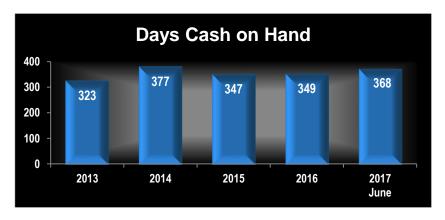
The following table sets forth the allocation of the System's cash and investments at June 30, 2017 and December 31, 2016:

# Cash and Investments (Dollars in thousands)

	June 30, 2017	December 31, 2016
Cash and cash equivalents	\$ 908,512 1	1% \$ 687,410 9%
Fixed income securities*	2,362,036	28% 2,109,524 27%
Marketable equity securities*	2,930,221	35% 2,785,380 35%
Alternative investments	2,236,143	26% 2,282,940 29%
Total cash and investments Less restricted investments**	\$ 8,436,912 10 (915,974)	90% \$ 7,865,254 100% (868,367)
Unrestricted cash and investments	\$ 7,520,938	\$ 6,996,887
Days cash on hand	368	349

- \* Fixed income securities and marketable equity securities include mutual funds and commingled investment funds within each investment allocation category.
- \*\* Restricted investments include funds held by trustees, assets held for self-insurance and donor restricted assets.

The following chart summarizes days cash on hand for the System at December 31 for the last four years and at June 30, 2017:



At June 30, 2017, total cash and investments for the System (including restricted investments) were \$8.4 billion, an increase of \$572 million from \$7.9 billion at December 31, 2016. Cash inflows consist of cash provided by operating activities and related investment income of \$837 million and a net increase in restricted gifts and income of \$68 million. Cash inflows were offset by net capital expenditures of \$264 million and scheduled principal payments on debt of \$71 million.

Included in the System's cash and investments are investments held for self-insurance. These investments totaled \$190.7 million at June 30, 2017, with an asset mix of 7% cash and short-term investments, 46% fixed-income securities, 34% equity investments and 13% alternative investments. The asset mix reflects the need for liquidity and the objective to maintain stable returns utilizing a lower tolerance for risk and volatility consistent with insurance regulatory requirements.

Also included in the System's cash and investments at June 30, 2017 are \$81.9 million of

funds held by trustees. Funds held by trustees include \$81.6 million of posted collateral related to the System's interest rate swap contracts. The swap contracts require that collateral be posted when the market value of a contract in a liability position exceeds a certain threshold. The collateral is returned as the liability is reduced. Investment objectives of funds held by the trustees are designed to preserve principal by investing in highly liquid cash or fixed-income investments. At June 30, 2017, the asset mix of funds held by trustees was 0.3% cash and short-term investments and 99.7% fixed-income securities.

The System invests in alternative investments to increase the portfolio's diversification. Alternative investments are primarily limited partnerships that invest in marketable securities, privately held securities, real estate, and derivative products and are reported using the equity method of accounting based on information provided by the respective partnership.

Alternative investments at June 30, 2017 and December 31, 2016 consist of the following:

# Alternative Investments (Dollars in thousands)

	June 30, 2017		December 31, 2016		
Hedge funds	\$ 1,030,757	46%	\$	1,134,136	50%
Private equity/venture capital	754,744	34%		696,786	30%
Real estate	450,642	20%		452,018	20%
Total alternative investments	\$ 2,236,143	100%	\$	2,282,940	100%

Alternative investments have varying degrees of liquidity and are generally less liquid than the traditional equity and fixed income classes of investments. Over time, investors may earn a premium return in exchange for this lack of liquidity. Hedge funds typically contain redeemable interests and offer the most liquidity of the alternative investment classes. These investment funds permit holders periodic opportunities to redeem interests at frequencies that can range from daily to annually, subject to lock-up provisions that are generally imposed upon initial investment in the fund. It is common, however, that a small portion (5-10%) of withdrawal proceeds are held back from distribution pending the fund's annual audit,

which can be up to a year away. Private equity, venture capital, and real estate funds typically have non-redeemable partnership interests. Due to the inherent illiquidity of the underlying investments, the funds generally contain lock-up provisions that prohibit redemptions during the fund's life. Distributions from the funds are received as the underlying investments in the fund are liquidated. These investments have an initial subscription period, under commitments are made to contribute a specified amount of capital as called for by the general partner of the fund. The System periodically reviews unfunded commitments to ensure adequate liquidity exists to fulfill anticipated contributions to alternative investments.

#### **Investment Return**

Return on investments, including equity method income on alternative investments, is reported as nonoperating gains and losses except for earnings on funds held by bond trustees and interest and dividends earned on assets held by the captive insurance subsidiary, which are included in other unrestricted revenues. Donor restricted investment return on temporarily and permanently restricted investments is included in temporarily restricted net assets.

The System's long-term investment portfolio,

which excludes assets held for self-insurance, reported investment gains of 1.9% for the second quarter of 2017, which is lower than the portfolio's benchmark gain of 2.2% and higher than investment gains of 1.2% experienced in the second quarter of 2016. For the first six months of 2017, the System experienced investment gains of 5.8%, which is higher than the portfolio's benchmark gains of 5.5% and higher than the investment gains of 1.5% experienced for the first six months of 2016.

Total investment return for the System is comprised of the following:

# Investment Return (Dollars in thousands)

(Dollars III tilousalius)						
	For the quarter ended June 30		For the six months Ended June 30			
	2017	2016	2017	2016		
Other unrestricted revenue:						
Interest income and dividends	\$ 814	\$ 724	\$ 1,473	\$ 1,338		
Nonoperating gains and losses, net:						
Interest income and dividends	19,862	16,179	34,312	28,047		
Net realized gains (losses) on sales of investments	71,965	4,086	96,749	(5,503)		
Net change in unrealized gains on investments	67,967	80,104	260,521	118,332		
Equity method income on alternative investments	18,406	23,717	37,177	1,573		
Investment management fees	(4,747)	(4,817)	(12,624)	(9,709)		
Ğ	173,453	119,269	416,135	132,740		
Other changes in net assets:				,		
Net change in unrealized losses on nontrading						
investments	403	435	(430)	(231)		
Investment income on restricted investments	10,195	2,401	24 <u>,</u> 597	7,181		
Total investment return	\$ 184,865	\$ 122,829	\$ 441,775	\$ 141,028		

#### **Pension Investments**

In 2014, the System updated its investment strategy and modified the allocation of pension plan investments in the CCHS Retirement Plan (Plan), the System's primary defined benefit pension plan. The Plan ceased benefit accruals for substantially all employees as of December 31, 2009, and ceased benefit accruals for remaining employees at various intervals through December 31, 2012. Coincident with the updated investment strategy, the System reduced the asset allocation for common and preferred stocks with a corresponding increase in fixed income securities. The updated investment strategy was implemented because of the funded

status of the Plan and the anticipation that such changes in investment strategy will result in lower volatility of future changes in funded status. Once the new investment strategy is fully implemented, it is anticipated that the duration of the investment assets will match the liabilities of the Plan over time. Additional revisions in asset allocations may occur based on future changes in the funded status of the Plan. As of June 30, 2017, the Plan's investments were comprised of 5% cash and cash equivalents, 51% fixed-income investments, 29% equities, and 15% alternative investments.

#### **Long-term Debt**

At June 30, 2017, outstanding bonds for the System totaled \$3.429 billion, comprised of \$2.645 billion (77%) of fixed-rate bonds, \$11 million (<1%) of index-rate bonds and \$773 million (23%) of variable-rate bonds. The System utilizes various interest rate swap derivative contracts to manage the risk of increased debt service resulting from rising market interest rates on variable-rate bonds and certain variable-rate operating lease payments. The total notional amount on the System's interest rate swap contracts at June 30, 2017 was \$622 million. Using an interest rate benchmark, these contracts convert variable-rate debt to a fixedrate, which further reduces the System's exposure to variable interest rates. The interest rate swap contracts can be unwound by the System at any time, whereas the counterparty has the option to unwind the contracts only upon an event of default as defined in the contracts.

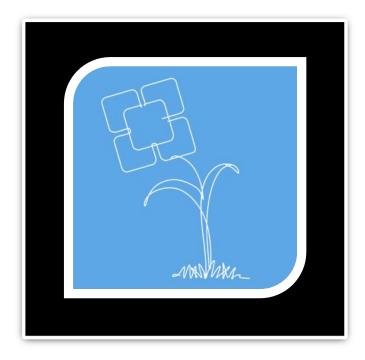
Approximately \$373 million of the variable-rate bonds are secured by irrevocable direct pay letters of credit or standby bond purchase agreements, and another \$17 million is directly placed with a financial institution. Bonds supported by letters of credit or standby bond purchase agreements that expire within one year, require repayment of a remarketing draw within one year, or contain a subjective clause that would allow the lender to declare an event of default and cause immediate repayment of such bonds are classified as current liabilities.

The remaining \$383 million variable-rate bonds are supported by the System's self-liquidity program. Bonds supported by self-liquidity include the Series 2014A CP Notes and certain variable-rate bonds that are remarketed in commercial paper mode. Bonds in the self-

liquidity program are structured with various term dates so that no more than \$50 million of bonds mature within a five-day period. Bonds supported by self-liquidity are classified as current liabilities.

In November 2014, the System established the Cleveland Clinic Health System Obligated Group Commercial Paper Program, which provides for the issuance of the Series 2014A CP Notes. The Series 2014A CP Notes may be issued from time to time in a maximum outstanding face amount of \$100 million and are supported by the System's self-liquidity program. At June 30, 2017, the System has \$71.0 million of outstanding Series 2014A CP Notes.

Combined current aggregate scheduled principal payments by calendar year, assuming the remarketing of the variable-rate bonds for the five years subsequent to December 31, 2016, are as follows (in millions): 2017 – \$59.8; 2018 – \$62.0; 2019 – \$64.0; 2020 – \$66.2; and 2021 – \$69.2.



Outstanding hospital revenue bonds for the System as of June 30, 2017 and December 31, 2016 consist of the following:

Hospital Revenue Bonds (Dollars in thousands)

			Final	June 30	December 31
Series	Beneficiary	Туре	Maturity	2017	2016
2016	CCHS Obligated Group	Fixed	2046	\$ 325,000	\$ 325,000
2016	CCHS Obligated Group	Variable	2026	17,370	17,370
2014	CCHS Obligated Group	Fixed	2114	400,000	400,000
2014A	CCHS Obligated Group	CP Notes	2044	70,955	70,955
2013A	CCHS Obligated Group	Fixed / Index	2042	73,150	73,150
2013B	CCHS Obligated Group	Variable	2039	201,160	201,160
2013	Keep Memory Alive	Variable	2037	63,135	63,135
2012A	CCHS Obligated Group	Fixed	2039	451,955	460,080
2011A	CCHS Obligated Group	Fixed	2032	160,605	172,030
2011B	CCHS Obligated Group	Fixed	2031	27,785	29,120
2011C	CCHS Obligated Group	Fixed	2032	157,945	170,995
2009A	CCHS Obligated Group	Fixed	2039	305,400	305,400
2009B	CCHS Obligated Group	Fixed	2039	351,365	366,215
2008A	CCHS Obligated Group	Fixed	2043	402,155	409,740
2008B	CCHS Obligated Group	Variable	2043	369,250	369,250
2003C	CCHS Obligated Group	Variable	2035	41,905	41,905
2002	CCHS Obligated Group	Variable	2032	9,475	9,635
				\$ 3,428,610	\$ 3,485,140

In August 2017, hospital revenue bonds totaling \$988.0 million were issued for the benefit of the System. The proceeds of these bonds were used to refund all or a portion of the Series 2008A, 2008B, 2009A, 2009B and 2012A bonds and the pay the cost of issuance.

At June 30, 2017, the System has notes payable and capital leases totaling \$533.4 million. Notes payable and capital leases include \$376.6 million of notes payable with interest rates up to 6%, \$60 million outstanding on a revolving credit facility and \$96.8 million of capital lease liabilities primarily related to property and equipment.

Included in notes payable is a term loan entered

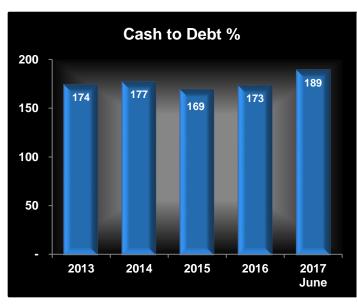
into by a Clinic subsidiary with a financial institution in 2015 for a principal amount of \$375 million. The proceeds of the term loan were used to finance the System's international business strategy. The term loan matures in 2018 and bears interest at a variable-rate based on the London Interbank Offered Rate (LIBOR) index plus an applicable spread. The Clinic provides a guarantee on the term loan. The term loan is recorded in current portion of long-term debt as of June 30, 2017.

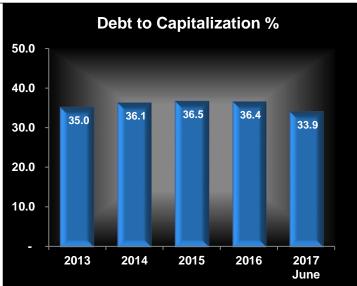
The Clinic has a \$300.0 million revolving credit facility with multiple financial institutions. The revolving credit facility expires in 2019 with provisions allowing the Clinic to extend the term

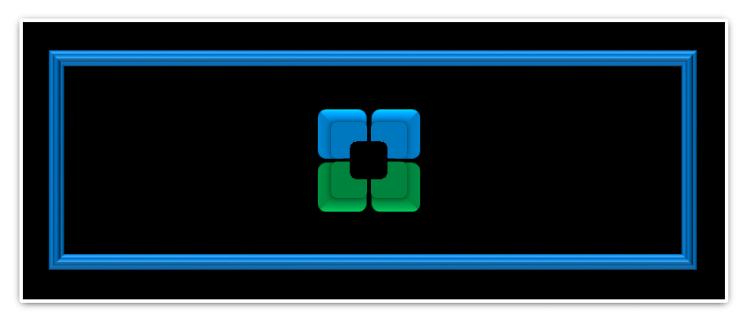
for one-year periods. The facility allows the System to enter into short-term loans that automatically renew throughout the term of the facility. The revolving credit facility bears interest at a variable rate based on the LIBOR index plus

an applicable spread. Amounts outstanding on the revolving credit facility as of June 30, 2017 totaled \$60.0 million and are recorded in notes payable in the consolidated balance sheets.

The following charts summarize cash-to-debt and debt-to-capitalization ratios for the System at December 31 for the last four years and June 30, 2017:







#### **BOND RATINGS**

he obligated group's outstanding bonds have been assigned ratings of Aa2 (stable outlook) and AA (stable outlook) by Moody's and S&P, respectively. In August 2017, Moody's affirmed their respective rating and outlook and S&P raised its rating to AA from AA-

and revised the outlook to stable from positive. S&P cites various reasons for the upgrade, including the System's strong governance and management, a very strong enterprise profile and a strong financial profile that is characterized by consistent financial margins and solid liquidity.

The following table lists the various bond rating categories for Moody's and S&P:

S&P ratings: + indicates higher end, - indicates lower end

### **Bond Ratings**

	Rating category		
	Moody's	S&P	Definition
Stongest	Aaa Aa A Baa Ba B Caa/Ca C	AAA AA BBB BB B CCC	Prime High grade/high quality Upper medium grade Lower medium grade Non-investment grade/speculative Highly speculative Extremely speculative Default or bankruptcy
Cleveland Clinic	Aa2	AA-	
Within each rating category are the following modifiers:  Moody's ratings: 1 indicates higher end, 2 indicates mid-range, 3 indicates lower end			

Healthcare organizations generally do not achieve a rating of Aaa or AAA from Moody's or S&P, respectively, due to the nature of the healthcare industry. Based on recent ratings

summary reports obtained from Moody's and S&P, no healthcare organizations were rated in the prime category.

#### **CONSOLIDATED RESULTS OF OPERATIONS**

#### For the Quarters Ended June 30, 2017 and 2016

Operating income for the System in the second quarter of 2017 was \$130.5 million, resulting in an operating margin of 6.0%, as compared to operating income of \$40.2 million and an operating margin of 2.0% in the second quarter of 2016. The higher operating income resulted from a 9.1% increase in total unrestricted revenues, which was primarily due to strong

patient volumes and a non-patient payment received from a payor in the second quarter of 2017. Operating expenses increased 4.6% in the second quarter of 2017 compared to the second quarter of 2016, with notable increases experienced in salaries, wages and benefits, pharmaceutical costs, supplies and purchased services and other fees. Nonoperating gains for

the System were \$172.8 million in the second quarter of 2017 compared to nonoperating gains of \$86.8 million in the second quarter of 2016. The increase from the prior year was primarily due to gains and losses on investments attributable to overall changes in the financial markets and a favorable variance in derivative gains and losses. Overall, the System reported an excess of revenues over expenses of \$303.3 million in the second quarter of 2017 compared to an excess of revenues over expenses of \$127.0 million in the second quarter of 2016.

The System's net patient service revenue increased \$109.9 million (5.9%) in the second quarter of 2017 compared to the same period in 2016. The System experienced increases in inpatient acute admissions of 4.8%, total surgical cases of 1.9% and outpatient evaluation and management visits of 3.1% in the second quarter of 2017 compared to the same period of 2016. The System has also experienced an increase in Medicare and Medicaid revenue primarily as a result of the Affordable Care Act and other trends. On a combined industry governmental and self-pay revenue as a percentage of total gross patient revenue has increased 0.4% in the second quarter of 2017 compared to the same period in 2016. The System has experienced a corresponding decrease in managed care and commercial gross revenues as a percentage of total gross patient revenues. This shift in the gross revenue payor mix has negatively impacted the revenue realization of the System. However, net patient revenue has benefited from rate increases on the System's managed care contracts that became effective in 2017. Over the last few years, the System has initiated national, regional and local revenue management projects designed to improve patient care access throughout the System.

Provision for uncollectible accounts increased \$6.6 million (8.7%) in the second guarter of 2017

compared to the same period in 2016. The increase is primarily attributable to increases in net patient service revenue and growth in deductible and copayment balances. The growth in high deductible and copayment health plans is an industry trend that will likely continue to accelerate. Employers have also shifted a greater portion of the cost of care to employees to manage health benefit costs resulting in rising patient responsibility balances. These balances are generally more difficult to collect than traditional insurance payors. The System has implemented various initiatives to collect patient responsibility balances and continues to monitor the changing healthcare environment and the accelerating shift in reimbursement models that to result expected in declining reimbursement from governmental and commercial payors. The System is focused on strategic initiatives that are designed to promote growth and increase value to make healthcare more affordable to patients.

Other unrestricted revenues increased \$77.3 million (37.4%) in the second quarter of 2017 compared to the same period in 2016. The increase in other unrestricted revenues was primarily due to a \$70.0 million non-patient payment received from a payor in the second quarter of 2017, a \$5.5 million increase in outpatient pharmacy revenue, a \$4.2 million increase in revenue related to research and education grants and a \$1.5 million increase in equity earnings on joint venture investments. These increases were offset by a \$4.3 million decrease in rent revenue primarily due to the vacated tenant leases in Grosvenor Place.

Total operating expenses increased \$90.3 million (4.6%) in the second quarter of 2017 compared to the same period in 2016. Notable increases in expenses were experienced in salaries, wages and benefits, pharmaceutical costs, supplies and purchase services and other fees. The increase in expenses is partially due to higher patient

volumes. To address the growth in expenses caused by inflationary pressures in many expense categories such as salaries, benefits and specialized pharmaceuticals, the System has implemented Care Affordability initiatives. Care Affordability initiatives are designed to transform patient care and business models in an effort to provide quality, affordable patient care. The System identifies, quantifies and implements these initiatives through an extensive analysis of the cost structure. The System continues to develop and implement cost management and containment plans designed to make a more affordable care model for patients and to enable investments in key strategic initiatives.

Salaries, wages and benefits increased \$48.8 million (4.4%) in the second quarter of 2017 compared to the same period in 2016. Salaries, excluding benefits, increased \$41.7 million (4.4%) due to annual salary adjustments averaging 2-3% across the System that were awarded in the second quarter of 2017 and a 2.3% increase in average full-time equivalent employees in the second quarter of 2017 compared to the same period in 2016. Benefit costs increased \$7.1 million (4.5%) during the same period. Defined contribution expenses increased \$4.2 million and FICA expenses increased \$3.3 million primarily due to the increase in salaries and full-time equivalent employees.

Supplies expense increased \$9.5 million (5.0%) in the second quarter of 2017 compared to the same period in 2016. The System experienced a \$9.9 million increase in implantables and other medical supplies primarily due to higher surgical volumes offset by a \$0.4 million decrease in non-medical supplies primarily due to decreased office supply costs.

Pharmaceutical costs increased \$23.1 million (10.9%) in the second quarter of 2017 compared to the same period in 2016. The increase is

primarily due to higher costs and increased utilization in the oncology departments. In addition, the System operates a specialty pharmacy that is used to treat chronic illnesses and complex conditions. Specialty pharmacy expenses increased \$3.7 million in the second quarter of 2017 compared to the same period in 2016. The System has also experienced a corresponding increase in outpatient pharmacy revenues related to specialty pharmaceuticals.

Purchased services and other fees increased \$9.6 million (7.7%) in the second quarter of 2017 compared to the same period in 2016. The increase in purchased service expenses was primarily due to a \$1.3 million increase in purchased medical services and an \$8.3 million increase in various purchased non-medical service costs related to certain System projects and initiatives.

Administrative services increased \$1.9 million (4.1%) in the second quarter of 2017 compared to the same period in 2016. The increase in administrative services was primarily due to a \$1.1 increase in expenses related to research projects and a \$0.7 million increase in consulting fees and professional services.

Facilities expense decreased \$6.7 million (7.8%) in the second quarter of 2017 compared to the same period in 2016. The decrease in facilities expense was primarily due to a \$2.2 million decrease in rent expenses due to the expiration of various operating leases, a \$1.4 million decrease in utility expenses and a \$1.3 million decrease in repairs and maintenance costs across the System.

Insurance expense increased \$0.5 million (2.4%) in the second quarter of 2017 compared to the same period in 2016. The increase in insurance expense was primarily due to an increase in professional malpractice expense based on actuarial estimates of expected loss claims for

each period. The System utilizes an independent actuarial firm to review professional malpractice loss experience and establish estimated funding levels to the System's captive insurance subsidiary. Over the last several years, the System has undertaken numerous initiatives to manage its medical malpractice insurance expense that resulted in reducing the number of claims and lawsuits and associated costs. These initiatives include hiring additional staff devoted to clinical risk management, promoting patient safety to prevent untoward events, and expanding education programs geared to enhance quality throughout the organization. The System has also taken, where appropriate, a more proactive approach to expedite the settlement of claims, which has reduced claim expenses and has resulted in more favorable settlements.

Interest expense increased \$3.1 million (9.5%) in the second quarter of 2017 compared to the same period in 2016. The System has experienced higher interest rates on its variable-rate bonds and notes payable in the second quarter of 2017 compared to 2016. In addition, the System issued \$325.0 million of fixed-rate private placement debt in the third quarter of 2016 that bears interest at a fixed rate of 3.35%. This increase in debt was partially offset by \$71.1 million of principal payments on bonds, notes and capital leases in the first six months of 2017, which reduced the amount of interest due on outstanding debt.

Depreciation and amortization expenses increased \$5.6 million (4.8%) in the second quarter of 2017 compared to the same period in 2016. Changes in depreciation include property, plant and equipment that was fully depreciated in 2016, offset by depreciation for property, plant and equipment that was acquired and placed into service in 2017.

Special charges decreased \$5.1 million (78.1%)

in the second quarter of 2017 compared to the same period in 2016. The System incurred and recorded \$1.4 million and \$6.5 million of special charges in the second quarters of 2017 and 2016, respectively. Special charges in the second guarter of 2017 and 2016 include \$1.4 million and \$1.1 million, respectively, related to Lakewood Hospital and the agreement between the City of Lakewood, LHA and the Clinic that outlines the transition of healthcare services in the City of Lakewood. For a detailed description of the terms of the agreement, refer to "LAKEWOOD HOSPITAL ASSOCIATION." Special charges incurred and recorded for LHA primarily relate to accelerated depreciation expense and other property, plant equipment costs on LHA assets. Special charges in the second guarter of 2016 also include \$5.4 million of statutory compensation payments related to the termination of tenant leases at Grosvenor Place. The System is converting the building from office space to a healthcare facility.

Gains and losses from nonoperating activities are recorded below operating income in the statement of operations. These items resulted in a net gain to the System of \$172.8 million in the second quarter of 2017 compared to a net gain of \$86.8 million in the second guarter of 2016, resulting in a favorable variance of \$86.0 million. Investment returns were favorable by \$54.2 million in the second quarter of 2017 compared to the same period in 2016. The System's longterm investment portfolio reported investment gains of 1.9% for the second quarter of 2017, which is lower than the portfolio's benchmark gain of 2.2% and higher than investment gains of 1.2% experienced in the second quarter of 2016. Derivative losses were favorable by \$24.3 million in the second quarter of 2017 compared to the same period in 2016. Derivative gains and losses result from changes in foreign currency exchange rates associated with the System's foreign currency derivative contracts changes in the interest rate benchmark associated with the System's interest rate swap contracts, including net interest paid or received under the swap agreements. The System also experienced a \$4.4 million favorable variance in other nooperating gains related to foreign currency transaction gains and \$2.9 million favorable variance in other nonoperating gains related to net periodic pension cost. The System adopted Accounting Standard Update 2017-07

on January 1, 2017 and retrospectively adjusted the statement of operations for the second quarter of 2016. The impact of adoption on the statement of operations for the second quarter of 2016 was a reclassification of \$0.1 million that increased other nonoperating gains and losses, with a corresponding increase to salaries, wages and benefits and decrease to operating income.

## For the Six Months Ended June 30, 2017 and 2016

Operating income for the System in the first six months of 2017 was \$191.2 million, resulting in an operating margin of 4.5%, as compared to operating income of \$47.6 million and an operating margin of 1.2% in the first six months of 2016. The higher operating income resulted from a 7.8% increase in total unrestricted revenues, which was primarily due to strong patient volumes and a non-patient payment received from a payor in the second quarter of 2017. Operating expenses increased 4.1% in the first six months of 2017 compared to the same 2016, with notable increases period of experienced in salaries, wages and benefits, pharmaceutical costs and supplies. Nonoperating gains for the System were \$420.7 million in the first six months of 2017 compared to nonoperating gains of \$62.2 million in the first six months of 2016. The increase from the prior year was primarily due to gains on investments attributable to overall changes in the financial markets and a favorable variance in derivative gains and losses. Overall, the System reported an excess of revenues over expenses of \$611.8 million in the first six months of 2017 compared to an excess of revenues over expenses of \$109.8 million in the first six months of 2016.

The System's net patient service revenue increased \$207.2 million (5.6%) in the first six months of 2017 compared to the same period in 2016. The System experienced increases in inpatient acute admissions of 4.7%, total surgical

cases of 2.3% and outpatient evaluation and management visits of 5.6% in the first six months of 2017 compared to the same period in 2016. Total acute case mix for the System was higher in the first six months of 2017 compared to the same period in 2016, which has resulted in more inpatient revenue per patient. The System has also experienced an increase in Medicare and Medicaid revenue primarily as a result of the Affordable Care Act and other industry trends. On a combined basis, governmental and self-pay revenue as a percentage of total gross patient revenue has increased 1.0% in the first six months of 2017 compared to the same period in 2016. The System has experienced a corresponding decrease in managed care and commercial gross revenues as a percentage of total gross patient revenues. This shift in the gross revenue payor mix has negatively impacted the revenue realization of the System. However, net patient revenue has benefited from rate increases on the System's managed care contracts that became effective in 2017. Over the last few years, the System has initiated national, regional and local revenue management projects designed to improve patient care access throughout the System.

Provision for uncollectible accounts increased \$9.3 million (5.7%) in the first six months of 2017 compared to the same period in 2016. The increase is primarily attributable to increases in net patient service revenue and growth in

deductible and copayment balances. The growth in high deductible and copayment health plans is an industry trend that will likely continue to accelerate. Employers have also shifted a greater portion of the cost of care to employees to manage health benefit costs resulting in rising patient responsibility balances. These balances are generally more difficult to collect than traditional insurance payors. The System has implemented various initiatives to collect patient responsibility balances and continues to monitor the changing healthcare environment and the accelerating shift in reimbursement models that are expected to result in declining governmental reimbursement from and commercial payors. The System is focused on strategic initiatives that are designed to promote growth and increase value to make healthcare more affordable to patients.

Other unrestricted revenues increased \$106.7 million (28.3%) in the first six months of 2017 compared to the same period in 2016. The increase in other unrestricted revenues was primarily due to a \$70.0 million non-patient payment received from a payor in the second guarter of 2017, \$14.3 increase in management service contract revenue, a \$10.7 million increase in outpatient pharmacy revenue, a \$7.3 million increase in revenue related to research and education grants, a \$3.0 million increase in equity earnings on joint venture investments and a \$2.8 million increase related to the sale of a CCF Innovations spin-off company. These increases were offset by a \$9.3 million decrease in rent revenue primarily due to the vacated tenant leases in Grosvenor Place.

Total operating expenses increased \$161.0 million (4.1%) in the first six months of 2017 compared to the same period in 2016. Notable increases in expenses were experienced in salaries, wages and benefits, pharmaceutical costs and supplies, which are partially due to higher patient volumes. To address the growth in

expenses caused by inflationary pressures in many expense categories such as salaries, benefits and specialized pharmaceuticals, the System has implemented Care Affordability initiatives. Care Affordability initiatives are designed to transform patient care and business models in an effort to provide quality, affordable patient care. The System identifies, quantifies and implements these initiatives through an extensive analysis of the cost structure. The System continues to develop and implement cost management and containment plans designed to make a more affordable care model for patients and to enable investments in key strategic initiatives.

Salaries, wages and benefits increased \$87.1 million (3.9%) in the first six months of 2017 compared to the same period in 2016. Salaries and wages, excluding benefits, increased \$78.3 million (4.2%) due to annual salary adjustments averaging 2-3% across the System that were awarded in the second quarter of 2017 and a 2.7% increase in average full-time equivalent employees in the first six months of 2017 compared to the same period in 2016. Benefit costs increased \$8.8 million (2.6%) during the same period. FICA expenses increased \$6.6 million and defined contribution expenses increased \$5.1 million primarily due to the increase in salaries and full-time equivalent employees. These increases were offset by a \$1.0 million decrease in employee health care costs.

Supplies expense increased \$23.1 million (6.2%) in the first six months of 2017 compared to the same period in 2016. The System experienced a \$23.3 million increase in implantables and other medical supplies primarily due to higher surgical volumes offset by a \$0.2 million decrease in non-medical supplies primarily due to decreased office supply costs.

Pharmaceutical costs increased \$42.6 million (10.2%) in the first six months of 2017 compared to the same period in 2016. The increase is primarily due to higher costs and increased utilization in the oncology departments. In addition, the System operates a specialty pharmacy that is used to treat chronic illnesses and complex conditions. Specialty pharmacy expenses increased \$8.6 million in the first six months of 2017 compared to the same period in 2016. The System has also experienced a corresponding increase in outpatient pharmacy revenues related to specialty pharmaceuticals.

Purchased services and other fees increased \$15.4 million (6.3%) in the first six months of 2017 compared to the same period in 2016. The increase in purchased service expenses was primarily due to a \$4.2 million increase in purchased medical services primarily related to external lab services and an \$11.2 million increase in various purchased non-medical service costs related to certain System projects and initiatives.

Administrative services increased \$0.8 million (0.8%) in the first six months of 2017 compared to the same period in 2016. The increase in administrative services was primarily due to a \$1.3 increase in expenses related to research projects offset by a \$0.8 million decrease in consulting fees and professional services.

Facilities expense decreased \$11.3 million (6.5%) in the first six months of 2017 compared to the same period in 2016. The decrease in facilities expense was primarily due to a \$3.8 million decrease in utility expenses, a \$3.7 million decrease in rent expenses due to the expiration of various operating leases and a \$3.6 million decrease in repairs and maintenance costs across the System.

Insurance expense increased \$0.7 million (1.9%) in the first six months of 2017 compared to the

same period in 2016. The increase in insurance expense was primarily due to an increase in professional malpractice expense based on actuarial estimates of expected loss claims for each period. The System utilizes an independent actuarial firm to review professional malpractice loss experience and establish estimated funding levels to the System's captive insurance subsidiary. Over the last several years, the System has undertaken numerous initiatives to manage its medical malpractice insurance expense that resulted in reducing the number of claims and lawsuits and associated costs. These initiatives include hiring additional staff devoted to clinical risk management, promoting patient safety to prevent untoward events, expanding education programs geared to enhance quality throughout the organization. The System has also taken, where appropriate, a more proactive approach to expedite the settlement of claims, which has reduced claim expenses and has resulted in more favorable settlements.

Interest expense increased \$6.8 million (10.5%) in the first six months of 2017 compared to the same period in 2016. The System has experienced higher interest rates on its variable-rate bonds and notes payable in the first six months of 2017 compared to the same period in 2016. In addition, the System issued \$325.0 million of fixed-rate private placement debt in the third quarter of 2016 that bears interest at a fixed rate of 3.35%. This increase in debt was partially offset by \$71.1 million of principal payments on bonds, notes and capital leases in the first six months of 2017, which reduced the amount of interest due on outstanding debt.

Depreciation and amortization expenses increased \$11.7 million (5.0%) in the first six months of 2017 compared to the same period in 2016. Changes in depreciation include property, plant and equipment that was fully depreciated in 2016, offset by depreciation for property, plant

and equipment that was acquired and placed into service in 2017.

Special charges decreased \$15.9 million (82.4%) in the first six months of 2017 compared to the same period in 2016. The System incurred and recorded \$3.4 million and \$19.2 million of special charges in the first six months of 2017 and 2016, respectively. Special charges in the first six months of 2017 and 2016 include \$3.4 million and \$13.8 million, respectively, related to Lakewood Hospital and the agreement between the City of Lakewood, LHA and the Clinic that outlines the transition of healthcare services in the City of Lakewood. For a detailed description of the terms of the agreement, refer to "LAKEWOOD HOSPITAL ASSOCIATION." Special charges incurred and recorded for LHA primarily relate to accelerated depreciation expense and other property, plant and equipment costs on LHA assets. Special charges in the first six months of 2016 also include \$5.4 million of statutory compensation payments related to the termination of tenant leases at Grosvenor Place. The System is converting the building from office space to a healthcare facility.

Gains and losses from nonoperating activities are recorded below operating income in the statement of operations. These items resulted in a net gain to the System of \$420.7 million in the first six months of 2017 compared to a net gain of \$62.2 million in the first six months of 2016, resulting in a favorable variance of \$358.4

million. Investment returns were favorable by \$283.4 million in the first six months of 2017 compared to the same period in 2016. The System's long-term investment portfolio reported investment gains of 5.8% for the first six months of 2017, which is higher than the portfolio's benchmark gain of 5.5% and higher than investment gains of 1.5% experienced in the first six months of 2016. Derivative losses were favorable by \$60.7 million in the first six months of 2017 compared to the same period in 2016. Derivative gains and losses result from changes in foreign currency exchange rates associated with the System's foreign currency derivative contracts and changes in the interest rate benchmark associated with the System's interest rate swap contracts, including net interest paid or received under the swap agreements. The System also experienced a \$5.7 million favorable variance in other nonoperating gains related to net periodic pension cost. The System adopted Accounting Standard Update 2017-07 on January 1, 2017 and retrospectively adjusted the statement of operations for the first six months of 2016. The impact of adoption on the statement of operations for the first six months of 2016 was a reclassification of \$0.1 million that increased other nonoperating gains and losses, with a corresponding increase to salaries, wages and benefits and decrease to operating income. Nonoperating gains and losses in the first six months of 2016 include a \$3.9 million loss on extinguishment of debt related to the defeasance and redemption of Akron General bonds.

# BALANCE SHEET - JUNE 30, 2017 COMPARED TO DECEMBER 31, 2016

atient accounts receivable, net of allowances for uncollectible accounts, decreased \$35.6 million (3.4%) from December 31, 2016 to June 30, 2017. The decrease in patient receivables is partially due to cash collection efforts and other initiatives to reduce patient receivable balances and create

efficiencies in the revenue cycle process, including the implementation of EAPM. EAPM was implemented at the Clinic in 2016 and at Medina Hospital and Marymount Hospital in the second quarter of 2017. Days revenue outstanding for the System decreased from 51 days at December 31, 2016 to 50 days at

June 30, 2017. The System records estimated allowances that result in patient accounts receivable being reported at the net amount expected to be received.

Investments for current use includes assets held for self-insurance that will be used to pay the current portion of estimated claim liabilities. There was no change in these investments in the first six months of 2017.

Other current assets increased \$13.5 million (3.4%) from December 31, 2016 to June 30, 2017. The increase in other current assets was primarily due to a \$20.7 million increase in prepaid expenses driven by annual maintenance contract payments, an \$8.9 million increase receivables related to research projects and a \$5.1 million increase in inventories. These increases were offset by a \$7.1 million decrease in receivables related to the timing of receipts for various Medicare and Medicaid programs, a \$4.2 million reduction in rebate receivables, a \$2.6 million reduction in electronic health record incentive program receivables and a \$2.3 million reduction in the current portion of pledge receivables.

Unrestricted long-term investments increased \$466.9 million (7.2%) from December 31, 2016 to June 30, 2017. The increase was primarily due to positive unrestricted investment returns of \$416.1 million in the first six months of 2017. Total unrestricted cash, cash equivalents and long-term investments increased \$524.1 million from December 31, 2016 to June 30, 2017. The System experienced \$837.4 million of net positive cash flow from operations and investment income in the first six months of 2017, which was partially offset by net capital expenditures of \$263.8 million and principal payments on long-term debt of \$71.1 million.

Funds held by trustees increased \$6.0 million (7.9%) from December 31, 2016 to June 30,

2017. The increase in funds held by trustees is due to a \$6.0 million increase of collateral posted with the counterparties on the System's derivative contracts.

Assets held for self-insurance increased \$10.5 million (8.2%) from December 31, 2016 to June 30, 2017. The increase in self-insurance assets is primarily due to investment gains experienced in the System's captive insurance subsidiary and premiums received by the captive insurance subsidiary in excess of reimbursement payments for claims previously settled and paid by other System entities.

Donor restricted assets increased \$31.1 million (5.1%) from December 31, 2016 to June 30, 2017. The increase in donor restricted assets was primarily from investment gains on restricted investments and the receipt of donor restricted gifts in excess of expenditures from restricted funds.

Net property, plant and equipment increased \$8.3 million (0.2%) from December 31, 2016 to June 30, 2017. The System had net expenditures for property, plant and equipment of \$263.8 million, offset by depreciation expense of \$245.2 million, which includes \$1.8 million of accelerated depreciation expense recorded in special charges. Increases in PPE also resulted from \$15.7 million of foreign currency translation gains. Capital expenditures in 2017 include amounts paid on retainage liabilities recorded at December 31, 2016 and exclude assets acquired through capital lease arrangements. Retainage liabilities decreased \$34.7 million and new capital leases totaled \$8.7 million in the first six months of 2017. Expenditures for property, plant and equipment were incurred at numerous facilities across the System and include strategic expenditures for construction. expansion and technological investment as well as replacement of existing facilities equipment. For a complete description of many of System's current projects, refer to "EXPANSION AND IMPROVEMENT PROJECTS."

Other noncurrent assets decreased \$35.0 million (5.6%) from December 31, 2016 to June 30, 2017. The decrease in noncurrent assets was primarily due to a \$48.8 million decrease in donated property assets that were liquidated in the second quarter of 2017. The Clinic received the donated property in prior years to fulfill a pledge receivable. This decrease was offset by a \$7.3 million increase in long-term pledge receivables and a \$4.7 million increase in the value of perpetual and charitable trusts and interests in foundations.

Accounts payable decreased \$104.3 million (21.6%) from December 31, 2016 to June 30, 2017. The decrease in accounts payable was primarily attributable to the timing of payment processing for trade payables, a \$34.7 million decrease in retainage liabilities and an \$11.2 million decrease in outstanding checks.

Compensation and amounts withheld from payroll increased \$45.1 million (14.0%) from December 31, 2016 to June 30, 2017. The change was primarily attributable to the timing of payroll and the growth in employee benefit accruals.

Current portion of long-term debt increased \$374.1 million (>100%) from December 31, 2016 to June 30, 2017. The System reclassified a \$375 million term loan that matures in the second quarter of 2018 from long-term to current. The term loan was executed in 2015 to fund the System's international business strategy. The System expects to refinance the term loan prior to its maturity date. The System also reclassified other regularly scheduled principal payments from long-term to current that are due within one year, offset by principal payments of \$71.1 million made in the first six months of 2017.

Variable debt classified as current rate decreased \$0.1 million (0.0%) from December 31, 2016 to June 30, 2017. Long-term debt classified as current consists of variable-rate bonds supported by the System's self-liquidity program and bonds with letters of credit or standby bond purchase agreements that expire within one year, require repayment of a remarketing draw within one year or contain a subjective clause that would allow the lender to declare an event of default and cause immediate repayment of such bonds. The decrease in variable rate debt classified as current in the first six months of 2017 is due to regularly scheduled principal payments.

Other current liabilities decreased \$35.0 million (7.6%) from December 31, 2016 to June 30, 2017. The decrease in other current liabilities is primarily due to an \$8.5 million decrease in the fair value of the System's foreign exchange derivative contracts, an \$8.4 million decrease in current third-party liabilities, a \$7.5 million decrease in international deferred management revenue due to the timing of annual payments and a \$5.7 million decrease in deferred revenue related to research projects.

Hospital revenue bonds decreased \$59.3 million (2.0%) from December 31, 2016 to June 30, 2017. The decrease in hospital revenue bonds is primarily due to the reclassification of regularly scheduled principal payments from long-term to current for bond payments due within one year.

Notes payable and capital leases decreased \$377.9 million (73.1%) from December 31, 2016 to June 30, 2017. The decrease is primarily due to the reclassification of a \$375 million term loan that matures in the second quarter of 2018 from long-term to current. The System also reclassified other regularly scheduled principal payments from long-term to current, offset by \$8.7 million in new capital leases recorded in the first six months of 2017.

Professional and general insurance liability reserves increased \$8.2 million (5.6%) from December 31, 2016 to June 30, 2017. The increase is due to expenses recorded for the accrual of current year claim estimates in excess of claim liability payments.

Accrued retirement benefits decreased \$11.4 million (2.4%) from December 31, 2016 to June 30, 2017. The change in accrued retirement benefits is comprised of a \$10.1 million decrease in the System's defined benefit pension plan liabilities and a \$1.3 million decrease in other postretirement benefit liabilities. The decrease in defined benefit pension plan liabilities is primarily due to net periodic pension benefit, which is based on actuarial estimates resulting from the expected return on plan assets in excess of interest cost incurred on plan obligations.

Other noncurrent liabilities decreased \$4.6 million (0.9%) from December 31, 2016 to June 30, 2017. The decrease in other noncurrent liabilities is primarily due to a \$4.7 million decrease in third-party liabilities and a \$4.3

million decrease in derivative liabilities associated with changes in the fair value of the System's interest rate swap derivative contracts. These increases were offset by a \$2.1 million increase in long-term deferred gift annuity liabilities.

Total net assets increased \$688.3 million (8.6%) from December 31, 2016 to June 30, 2017. Unrestricted net assets increased \$695.9 million (9.8%) primarily due to an excess of revenues over expenses of \$611.8 million, assets released from restriction for capital purposes of \$68.7 million and foreign currency translation gains of \$16.6 million. Temporarily restricted net assets decreased \$14.5 million (2.3%), primarily due to \$43.3 million in temporarily restricted gifts and \$24.6 million in net investment income offset by \$85.4 million in assets released from restrictions operations and capital purposes. Permanently restricted net assets increased \$6.9 million (2.2%) primarily due to \$5.9 million of permanently restricted gifts and a \$1.0 million increase in the value of perpetual trusts.



#### FORWARD-LOOKING STATEMENTS

orward-looking statements contained in this report and other written reports and oral statements are made based on known events and circumstances at the time of release, and as such, are subject in the future to unforeseen uncertainties and risks. All statements regarding future performance, events or developments are forward-looking statements. It is possible that the System's future performance may differ materially from current expectations depending on economic conditions within the healthcare industry and other factors. Among other factors that might affect future performance are:

- Changes to the Medicare and Medicaid reimbursement systems resulting in reductions in payments and/or changes in eligibility of patients to qualify for Medicare and Medicaid;
- Legislative reforms or actions that reduce the payment for, and/or utilization of, healthcare services, such as the Patient Protection and Affordable Care Act and/or draft legislation to address reimbursement cuts related to the Sustainable Growth Rate Formulas;
- Possible repeal and/or replacement of the Patient Protection and Affordable Care Act;
- Adjustments resulting from Medicare and Medicaid reimbursement audits, including audits initiated by the Medicare Recovery Audit Contractor program;
- Future contract negotiations between public and private insurers, employers and participating hospitals, including the System's hospitals, and other efforts by these insurers and employers to limit hospitalization costs and coverage;
- Increased competition in the areas served by the System and limited options to respond to the same in part due to uncertainty in the enforcement of antitrust laws:
- The ability of the System to access capital for the funding of capital projects;
- Availability of malpractice insurance at reasonable rates, if at all;
- The System's ability to recruit and retain professionals;
- General economic and business conditions, internationally, nationally and regionally, including the impact of interest rates, foreign currencies, financial market conditions and volatility and increases in the number of self-pay patients;
- The increasing number and severity of cyber threats and the costs of preventing them and protecting patient and other data;
- The declining population in the Greater Cleveland area:
- Impact of federal laws on tax-exempt organizations and state law relating to exemption from income taxes, sales taxes and real estate taxes;
- Management, utilization and increases in the cost of medical drugs and devices as technological advancement progresses without concurrent increases in federal reimbursement;
- Ability of the System to adjust its cost structure and reduce operating expenses; and
- Changes in accounting standards or practices.

The System undertakes no obligation to update or publicly revise these forward-looking statements to reflect events or circumstances that arise after the date of this report.