



Navigating the Seas of Change

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Chad Hine, Chief Operating Officer, Vicki Hazard, Chair, Board of Trustees and Kurt N. Ransohoff, MD, FACP, CEO and Chief Medical Officer.

Navigating the Seas of Change: 2015 Initiatives

In 2015, Sansum Clinic continued to respond to the impacts of the Affordable Care Act that took effect in 2014, most notable of which was an influx of new patients into our system. Along with the entire healthcare community, we also continued to face large scale changes in the way we report on the care we deliver and the way we are reimbursed for our services. Medicare is moving from a pay-for-volume model of care, based on the number of medical services provided, to a pay-for-value model, which considers the results of the services provided in exchange for the costs incurred. This is a revolutionary change that will ultimately result in greater accountability, affordability and quality in our healthcare system and one that requires an inordinate amount of planning and preparation.

In 2015, we broke ground on our new **\$68 million regional cancer center** in the heart of Santa Barbara that will save and enhance the lives of those diagnosed with cancer in our community. Our beloved friend and philanthropist Lady Leslie Ridley-Tree kicked off our fundraising efforts with a generous gift of \$10.7 million.


We also began the highly anticipated renovation of our multi-specialty clinic at 215 Pesetas Lane, which includes an **expansion of our Primary Care and Urgent Care services** to enable us to better serve our patients by providing more timely access to care, in a convenient and welcoming environment.

In 2015 we expanded our capabilities in Ophthalmology to include the **Femtosecond laser** to provide unparalleled safety and precision in cataract surgery; and we advanced our surgical expertise with the addition of the **Faxitron**, a new

technology that allows for more efficient and precise breast cancer surgery. Both of these innovative systems are located at the Foothill Surgery Center at Sansum Clinic in the Elings Pavilion.

Sansum Clinic continues to lead the way in preventive health services. We expanded our capabilities in 2015 with **lung cancer screening, 3-D mammography**, and by growing our team of **genetic counselors**. We also spearheaded the **Strive for 95** campaign, a grassroots communications effort to educate patients about the importance of rebuilding our community's immunity rates to at least 95%.

We have a long history of providing high-quality care in a very efficient manner. We received recognition from the Integrated Healthcare Association (IHA) that puts us in a class with some of the most well-known healthcare organizations in the country by earning **4.5 out of a possible 5 stars** on the IHA Physician Group Clinical Care Report Card.

Sansum Clinic is the healthcare provider of choice for more than **129,000 patients** and has been delivering excellence in medical care for **95 years**. We have proudly adapted to meet the community's needs amidst our ever-changing environment. We are proud to reflect on a successful year of fulfilling our mission to provide an excellent healthcare experience, recognizing our first priority is the patients we serve. 



Chad Hine
Chief Operating Officer

Vicki Hazard
Chair, Board of Trustees

Kurt N. Ransohoff, MD, FACP
CEO and Chief Medical Officer

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Navigating the Seas of Change



The 4 Tenets of Our Strategic Plan

The Sansum Clinic Board of Trustees and leadership staff have made great strides in implementing the five-year strategic plan created in 2012 to guide our organizational initiatives. Recognizing the healthcare environment is changing as the industry moves toward greater accountability for quality and cost of care, Sansum Clinic identified four key strategies to achieve our goals.



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



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



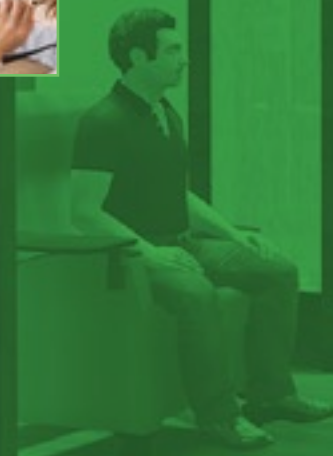
Creating a Sustainable Mission. Sansum Clinic will continue to invest in the brightest, most talented physicians and medical professionals, as they are our future. We will partner with our doctors to advance our mission and vision. We will ensure our success through talented leaders who are empowered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



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

Thanks to the dedicated efforts of our leadership, physicians and staff, we have many successes to share, and our 2015 annual report highlights the programs and services that support these four key strategies.

Delivering an Excellent Healthcare Experience





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

New Cancer Center of Santa Barbara - Raising Cancer Care to a New Level of Excellence

Sansum Clinic, the Cancer Center of Santa Barbara and the Cancer Foundation of Santa Barbara are building the finest regional Cancer Center in the nation as we deliver on our mission of providing superior, personalized care to all members of our community, regardless of ability to pay.

A new \$68 million multidisciplinary Cancer Center, expected to open in late 2017, will save and enhance the lives of those diagnosed with cancer by unifying the newest technology, multiple medical departments and wellness programs into one modern facility in line with the National Cancer Institute's (NCI) recommended best practices. Located in the heart of Santa Barbara's medical village, this new 54,780-square-foot facility will be a model of coordinated cancer treatment, achieving both scientifically comprehensive and intensely personal care.

The NEW Cancer Center of Santa Barbara with Sansum Clinic will improve cancer care by delivering the following benefits:

Centralized Gateway with Enhanced Collaboration: Uniting three patient care offices on Pueblo Street will provide a single, convenient place for patients to access multi-disciplinary care. Bringing together medical professionals from multiple locations into one will enable us to provide a seamless personalized patient experience.

Latest Technology: The new Center will provide access to the latest treatment technologies, like state-of-the-art Linear Accelerators for Radiation Oncology and new capabilities in Surgical Oncology.

Scaled to Meet Growing Need for Care: The Cancer Center cares for more than 11,000 patients annually. A 35% increase is projected to occur for patients 65+ over the next decade.

Clinical Trials: We are dedicated to the thoughtful introduction of promising new treatment methods. The new Center will enable us to provide more opportunities for clinical research studies as our capacity to serve patients increases.

Designed to Attract Talent: The Center will enhance our ability to attract newly trained professionals coming out of top academic institutions like UCLA, Stanford, Harvard and National Institutes of Health (NIH).

Comprehensive Approach to Care: We will offer supportive care programs in the same location where patients see their physicians, including genetic counseling, patient navigation, nutrition services, support groups and counseling, library resources and education, social work services, financial and logistical support, and activities such as yoga, healing touch, exercise classes and painting.

Community Resource: This is a rare example of a project that benefits the entire community – our patients, their families and all physicians in this area, whether they are part of Cancer Center, Sansum Clinic or in independent medical practice.

It Takes a Village: Cancer care requires a team that includes medical oncologists, radiation oncologists, surgeons, primary care physicians, geneticists, nutritionists, clinical research coordinators, nurses, social workers and wellness practitioners. Providing all members of the team close proximity to consult and collaborate will improve treatment plans, enhance coordination of care and improve patient outcomes, while lessening the burden on patients and their family members who support their care.

Santa Barbara's new Cancer Center will provide a caring environment to propel cancer care in our region to a higher level of excellence, where patients can access their entire cancer care team in one location.



NEW Cancer Center

Coming in 2017!



3 Story Building

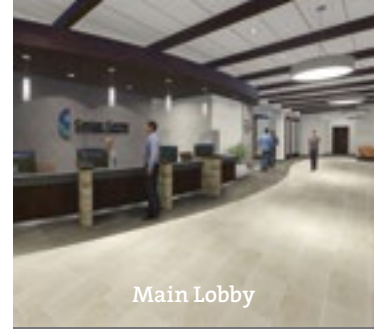
3.4 Acre Mission Creek Campus

54,780 Square-Foot Building

2 State-of-the-Art Linear Accelerators

.5 Acre Healing Garden

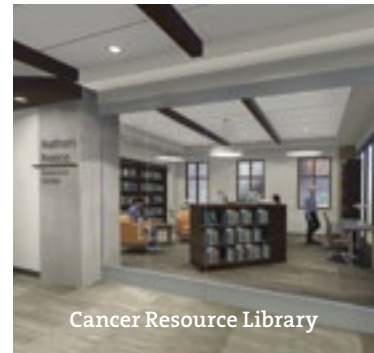
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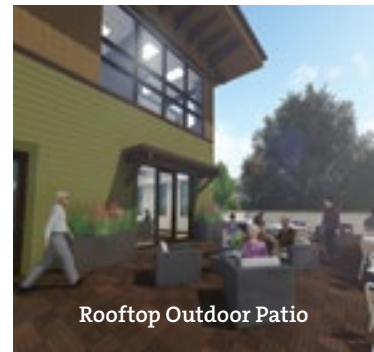
Main Lobby



Healing Garden



Cancer Resource Library



Rooftop Outdoor Patio




Wellness Classroom (Yoga Setup)

Key Partners

Developer/Builder: The development and construction of Santa Barbara's new Cancer Center is led by **G.L. Bruno and Associates**, a seasoned specialty firm dedicated to the needs of the healthcare industry within the western U.S.

Architects: National healthcare architectural firm **Boulder Associates** teamed up with local architectural firm **The Cearnal Collective**.

Cancer Center of Santa Barbara with Sansum Clinic: 9 Medical Oncologists, 4 Radiation Oncologists and more than 100 medical and support staff who provide oncology care in Santa Barbara, Solvang and Lompoc.


Cancer Foundation of Santa Barbara: The leading nonprofit organization dedicated to cancer care in Santa Barbara and Sansum Clinic's fundraising partner for the new Cancer Center. 



Lady Ridley-Tree Makes Landmark Gift

Beloved philanthropist **Lady Leslie Ridley-Tree** generously contributed \$10.7 million towards the new Cancer Center for the Santa Barbara community.

"I have had the good fortune to be able to support many organizations in our community, but this one touches my heart in a very personal way," explained Lady Ridley-Tree as she signed her gift check. *"I still remember sitting in the windowless basement of the Cancer Center with my husband, Paul, while he was getting chemotherapy. To imagine future patients enjoying warm sunlight as they look out on a canopy of trees is like a dream. Such an environment will be transformational...inspirational. This new Cancer Center is exactly what this community needs, and I'm delighted to support it."*

"Lady Ridley-Tree has incredible vision and generosity and her support is so meaningful to the Cancer Center. This is just one more example of the positive impact she continues to have on our special community," said Dr. Kurt Ransohoff. 




Lady Leslie Ridley-Tree and the Cancer Center medical staff.

Dick and Noelle Wolf's Generous Gift to the Community of Santa Barbara

Dick and Noelle Wolf, through their **Wolf Family Foundation**, spread holiday cheer throughout the Central Coast region by bestowing a multi-million dollar gift for a training and education center at the new Cancer Center of Santa Barbara with Sansum Clinic in December. In honor of their generous support, the new stand-alone theater-style training and education center will be named in honor of the Wolf Family.

The training and education center will be the first facility since the Cancer Center was founded in 1949 to offer sufficient and centrally located space for physicians, nurses and medical staff to convene for the ongoing education required of oncology professionals. The space will make it possible for the Cancer Center to continue to offer patient and community education programs, such as talks on cancer prevention and the latest

advancements in cancer treatment. *"The Cancer Center, and more importantly, patients in our community are so fortunate to be the beneficiaries of the Wolfs' generosity,"* said Dr. Kurt Ransohoff. *"Funding from private citizens like the Wolf Family helps to ensure we have the resources to deliver on our mission of providing superior, personalized care to all members of our community."* 



Dick and Noelle Wolf

"The Cancer Center team is making enormous strides in the treatment of cancer and improving the quality of life for patients and their families. As with the Carsey-Wolf Center and MOXI, our focus has been on education and communication, and the Cancer Center's new training center dovetails perfectly with our long-range hopes and dreams."

– Dick and Noelle Wolf

Pesetas Lane Remodel: Expansion of Primary Care and Urgent Care

Opening our new Medical and Surgical Center on Foothill Road in 2014 created much-needed space to expand Primary Care and Urgent Care services at our multispecialty clinic at **215 Pesetas Lane**. Expansion of access is a critical priority and the remodel we kicked off in 2015 will allow us to better serve our patients by providing more timely access to care in settings that are appropriate and convenient for our residents. From a patient perspective, quality often means receiving services that meet their needs at the right time and the right place, and this expansion represents a significant milestone in working to meet this goal.

78,074 Unique Patients
148,632 Total Patient Visits

At the 215 Pesetas Lane Clinic in 2015

Urgent Care Services will relocate from the current Santa Barbara location on Hitchcock Way to the newly-improved Pesetas Lane clinic adjacent to Imaging, Laboratory, and Pharmacy – all services frequently accessed in tandem with Urgent Care. This expansion will effectively double our capacity to care for patients and will allow us to employ new patient workflows for greater efficiency and service. Most importantly, this expansion will allow us to see a greater number of patients each year for urgent medical care, keeping them out of the more costly hospital emergency room, and also providing capacity for same-day appointments.

At the same time, we are taking the opportunity to refresh the aesthetics at the Pesetas Lane clinic to create a welcoming and more comfortable environment for our patients. This facility was built in the 1960s and has remained relatively unchanged since then. In recent years we have invested in world-class physicians, advanced technology, and compassionate staff; however, the quality of the Pesetas facility has not kept pace with the quality of care we deliver. We are using the same design elements as the Foothill buildings in an effort to continue to unify the look and feel of our clinics. Introducing modern facilities that match the caliber of our physicians and staff will have a positive impact on our patients' experience at Sansum Clinic.

In addition to expanding capacity for Urgent Care and Primary Care services, the Clinic has made a dedicated effort in Disaster Preparedness for our community. As part of the expansion and remodel taking place at the Pesetas Lane Clinic, we are installing emergency power, which will enable us to serve the community even in the case of natural disaster.

The Pesetas Lane expansion is made possible largely through the generous support of our donors, many of whom are grateful patients. Work progressed throughout 2015, and is scheduled to conclude in the second half of 2016. ↻

27,645 Unique Patients
40,199 Total Patient Visits

At Urgent Care in Santa Barbara in 2015



From a patient perspective, quality often means receiving services that meet their needs at the right time and the right place, and this expansion represents a significant milestone in working to meet this goal.

Expanded Pediatric Services

In 2015, we began our expansion of Pediatric Services at 51 Hitchcock Way, which will result in 44% more exam room space, capacity for two more providers, a shot/vaccination room, a reception area that is comfortable for pediatric patients and their accompanying parents and family members, and a dedicated lactation room for nursing mothers.

10,248

Unique Patients

At Santa Barbara Pediatrics in 2015

26,783

Total Patient Visits

Foothill Medical and Surgical Center at Elings Pavilion and Elings Eye Center

Opened in July of 2014, the Sansum Clinic Medical and Surgical Center at 4151 Foothill Road offers two buildings with 60,000 square feet of new medical space for specialty and surgical care in modern facilities with the latest equipment and technology.

The Foothill Surgery Center, part of this new campus, was accredited by AAAHC in August 2014. 2015 marked the first full year of operation, and the center has since served more than **2,000 patients** with ambulatory surgery services.

2,355

Unique Patients

At Foothill Surgery Center in 2015

3,098

Total Patient Visits

13,674

Unique Patients


At Elings Eye Center in 2015

43,264

Total Patient Visits

In addition to creating new capacity for outpatient surgical care, new facilities at the Foothill campus have allowed us to serve a growing number of patients seeking medical care from surgical subspecialists. With a tremendous focus on quality, affordability, and accessibility in healthcare, this new facility is a wonderful example of the steps Sansum Clinic is taking to enhance care for our patients. The new Foothill campus was constructed according to best-practices in medical facility design.

In 2015, Sansum Clinic honored Dr. Virgil Elings with a special reception for the unveiling of the Elings Eye Center at 4151 Foothill Road Building B. Dr. Elings' generous gift to name the Elings Eye Center came on the heels of his gift in 2014 to name the Sansum Clinic Medical and Surgical Center at 4151 Foothill Road Building A as Elings Pavilion.

In this era of change and uncertainty in healthcare, support like this can make the difference between keeping or cutting important patient care programs. Dr. Elings' gifts totaling \$1.5 million provided a much-needed infusion into our healthcare system that does not come from patient, employer or government funding. 

34,834

Unique Patients

At Foothill Medical and Surgical Center Offices in 2015

96,106

Total Patient Visits

The Foothill Surgery Center was accredited by AAAHC in August 2014 and 2015 marked the first full year of operation.




Expanded Diagnostic Imaging

Advanced Imaging has become a very important tool in the early detection of cancer. At Sansum Clinic, we are utilizing high-tech imaging capabilities with both computed tomography (CT) and mammography to effectively screen our patients to detect cancer as soon as possible. Early detection is key to the most successful treatment and outcomes.

We have expanded our Diagnostic Imaging for breast and lung cancers by now offering 3D Mammography and low-dose lung cancer screening services. In May 2015, Sansum Clinic and the Cancer Center of Santa Barbara with Sansum Clinic was designated as an American College of Radiology (ACR) Lung Cancer Screening Center offering patients an option for lung cancer screening as recommended by the U.S. Preventive Services Task Force. Yearly lung cancer screening is recommended for people between the ages of 55 and 80 who have a history of heavy smoking (equivalent to smoking one pack per day for 30 years) and smoke now or have quit within the past 15 years. The program has already identified cases of lung cancer and other potentially concerning findings that require close follow-up. These cancer cases, if not detected with this screening, would have otherwise likely gone undetected until later, potentially un-treatable stages.

2,174 patients received 3D mammograms in 2015

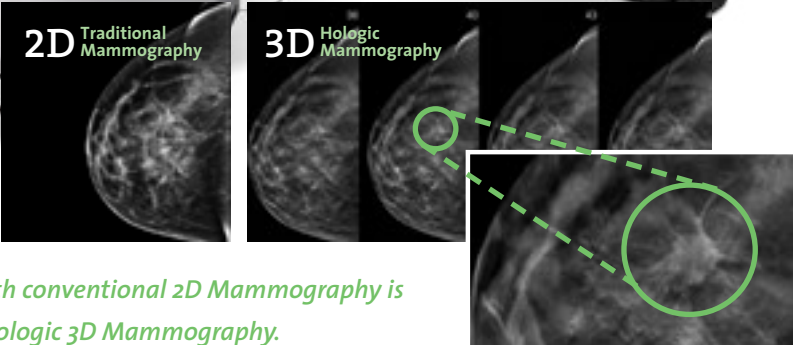
In August, we implemented new **3D Mammography technology** with the acquisition of two Selenia Dimensions from Hologic®. The new technology provides earlier breast cancer detection, greater accuracy and decreased recall rates. Multiple studies have shown that all women, regardless of breast type or density, may benefit from 3D Mammography. 41% of all women who receive a mammogram do so with this new technology. We also have expanded clinical hours to better meet the needs of working patients, now offering appointments on Friday afternoons and Saturday mornings.

Sansum Clinic was able to invest in two 3D Mammography machines thanks to the Cancer Foundation of Santa Barbara and generous support from many individual donors to ensure this technology is available for our patients and the community. 

142 patients received lung cancer screenings in 2015



The new 3D Mammography machine allows patients to be easily positioned, providing greater comfort.



A tumor missed with conventional 2D Mammography is clearly seen with Hologic 3D Mammography.

Uncovering Cancer in Our Genes – Expanded Genetic Counseling Program


The **Genetic Counseling Program** at the Cancer Center of Santa Barbara expanded to three onsite genetic counselors, making it one of the largest programs in California. The Cancer Center expanded the program in response to growing demand from patients and physicians for help identifying and supporting individuals with genetic predispositions to cancer.

Approximately 5-10% of cancer patients carry in their genes an identifiable hereditary predisposition to cancer. Genetic counselors help identify which patients should be tested for one of these mutations and for which mutations they should be screened. When a mutation is found, the genetic counselors assist patients and their doctors by identifying the specific cancers to which they are susceptible and to determine the means by which these cancers might be detected at an early stage or prevented entirely. They also counsel family members who might also benefit from genetic testing.

Thanks to a grant through **Richard V. Gunner**, trustee of the Dr. Howard R. Bierman and Anthony (Andy) Granatelli Fund, the Genetic Counseling Program has expanded to support our community by identifying and supporting individuals with Lynch Syndrome, the most common hereditary colorectal cancer syndrome. Colon cancer genetic testing referrals are not as common as breast cancer referrals because many people are unaware of the option to test for *hereditary* colon cancers. This means there are people in the community who may not know they should be evaluated for hereditary colorectal cancer conditions.

Special thanks to the Cancer Foundation of Santa Barbara and their donors for generous support of the Genetic Counseling Program at the Cancer Center of Santa Barbara with Sansum Clinic.

The New Femtosecond Laser

A new **femtosecond laser**, in place since early 2015 at the Foothill Surgery Center at Sansum Clinic, is giving eye doctors an unparalleled level of safety and precision in cataract surgery. Femto is short for femtosecond. A femto laser has an ultra-short pulse, one-quadrillionth of a second to be exact. Unlike the traditional procedure where surgeons use a blade to access the cataract, the femto laser creates perfectly-sized incisions, cutting the cataract into small pieces so the cloudy lens can be removed more easily, and with less damage to the eye. 

110 patients had Femtosecond laser procedures at the Foothill Surgery Center in 2015

“Our robust Genetic Counseling Program helps patients and families with a history of cancer better understand and manage their cancer risk.”

Danielle Sharaga, MS, LCGC

Genetic Counselor and Program Coordinator at the Cancer Center

574
Unique Patients


775
Total Patient Visits

Genetic Counseling appointments in 2015



Faxitron Revolutionizes Breast Cancer Surgery

In 2015, Sansum Clinic acquired a special X-ray apparatus called the **Faxitron** at Sansum Clinic's Foothill Surgery Center to improve both the patient and the doctor experience with breast cancer surgery.

Before the Clinic acquired this advanced technology, the breast specimen had to be taken to a different facility to be X-rayed and viewed by a radiologist. Now, with the Faxitron, surgeons have better control in the operating room and can do everything in one session. The end result is a more efficient surgical process that eliminates lengthy steps and produces more data in less time, which is critical for assessing if all the cancer has been removed. Using the Faxitron right in the operating room reduces time patients spend under general anesthesia, reduces the potential for re-excision and improves patient care. 



Advanced Cancer Treatment Using VMAT

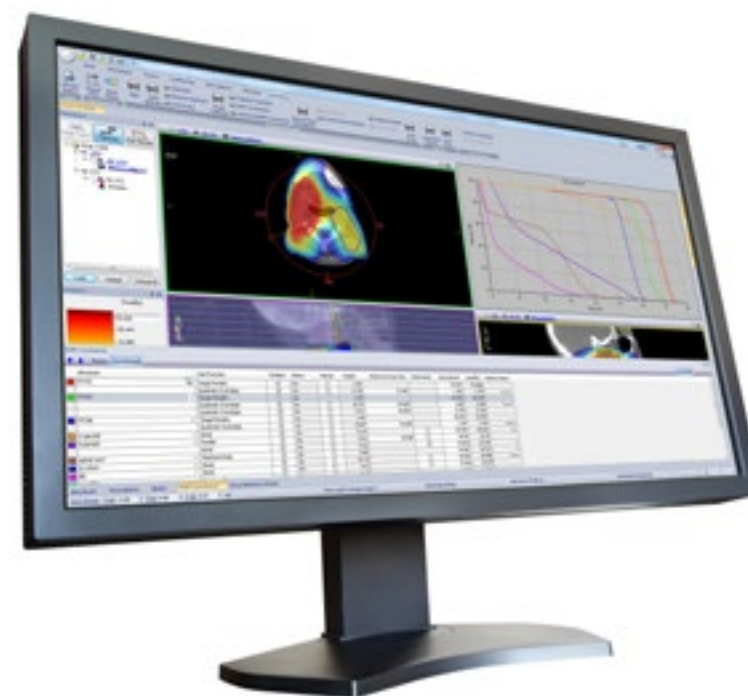
Monaco 5 and **Monte Carlo** technologies are an integral part of our new VMAT (Volumetric Modulated Arc Therapy) that delivers the most advanced form of radiation therapy available anywhere. Of the three main approaches to cancer treatment — surgery, chemotherapy and radiation — radiation therapy is used in more than half of all cancer treatments.

Monaco 5 is a treatment planning system that allows our specialists to develop a more accurate individualized treatment plan for each patient to kill cancer cells more quickly and effectively than ever before.

Monaco 5 is controlled by Monte Carlo, the most advanced calculation engine in use anywhere in the world. Together, the system permits ultra-precise dose delivery in a shorter amount of time using VMAT.

When used together, these more precise systems can pinpoint cancer-killing energy beams more effectively than ever before while protecting healthy tissue. The system improves patient comfort and cure rates while reducing treatment times from 40-50 minutes to only 10 minutes or less using VMAT.


By continuing to invest in the latest technologies like VMAT, we are ensuring our patients have access to the best treatments available. 



98 patients benefitted from the Faxitron in 2015

Walk-In Vaccination Clinic

In October 2015 we opened a walk-in vaccination clinic for routine immunizations, now available at two pharmacy locations. Vaccines offered include Influenza, Pneumococcal, Zoster and Pertussis.

Immunizations are provided by nurses and pharmacists professionally trained and certified to administer vaccines. This option is convenient for patients as no appointments are necessary and most prescription plans offered are eligible. 




361 patients used walk-in vaccination clinics in 2015



Immunizations are provided by nurses and pharmacists professionally trained and certified to administer vaccines.



Enhancing Care with Mid-Level Providers

In 2015 we expanded our medical staff with additional **Nurse Practitioners** and **Physician Assistants** (mid-level providers). Utilizing mid-level providers for routine patient appointments allows for more timely access to care while enabling physicians to work at the maximum of their licensure, which in turn contributes to enhanced physician retention. The integration of mid-level providers is especially beneficial in specialty practices, providing a cost-effective option for routine care while allowing physicians to make the best use of their knowledge and experience. We have already seen these benefits in Endocrinology, the Anticoagulation Clinic, and Obstetrics/ Gynecology. Clinic-wide, the addition of mid-level providers has greatly enhanced both the patient and physician experience. 

35,965

Unique Patients

57,125

Total Patient Visits

By Nurse Practitioners and Physician Assistants in 2015



Improved Communication through MyChart

Sansum Clinic's innovative electronic health record system – the Wave – continues to improve the exceptional care patients have come to expect from us. The Wave provides the tools necessary for the electronic management and recording of the care patients receive at all Sansum Clinic locations.

One of the most exciting features of the Wave is our secure patient connection – MyChart – which provides patients with direct online access to key parts of their medical record. MyChart allows patients to view health information such as lab results, appointment information, medications, immunization records and details about doctor visits.

Whether patients are at work, on the road or at home, they can:

Send a non-urgent message to their medical team

Communicating with one's medical team is as simple as sending an email, but even more secure – and patients can request prescription refills online.

Check test results

Viewing test results online saves time waiting for a phone call or letter. Patients can also chart and graph results over time, engaging them in their ongoing health goals.

Request appointments online anytime

Patients may request their next appointment online or view details of past and upcoming appointments.


View medical information

Patients can review medications, immunizations, allergies, medical history, and discharge instructions.

Explore health education resources

Information about tests, medications, procedures and lifestyle choices are at patients' fingertips with our online health education resources.

Access family's records

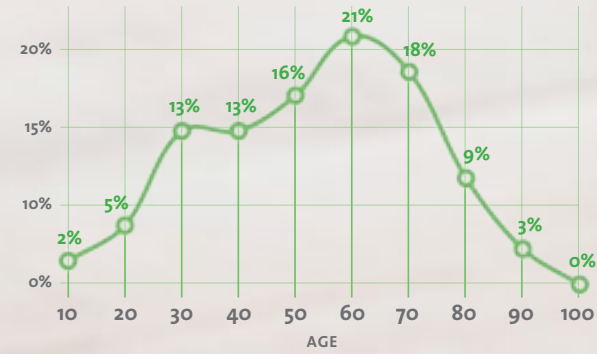
Patients may link their children's and elderly relative's accounts* for convenient access to appointment information, immunization records, growth charts and more. 

*MyChart access to the accounts of family members requires proof of legal guardianship/parental relationship. For more details, please refer to the [MyChart Terms and Conditions](#). Due to California and Federal patient privacy laws, patients 12-17 years old will have no access to MyChart.



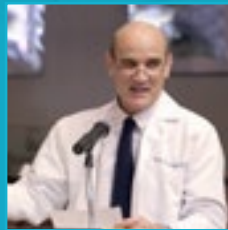
61,289 *MyChart users in 2015*

Mychart Usage by Age



MyChart allows patients to view health information such as lab results, appointment information, medications, immunization records and details about doctor visits.

Promoting a Culture of Accountability





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


Medical Honors

CAPG Awards Elite Status to Sansum Clinic



Sansum Clinic achieved Elite Status with **4 out of 4 stars** for Providing High Quality Healthcare with Advanced Tools in the **CAPG Standards of Excellence Survey**. CAPG annually assesses the key features and capabilities required for sophisticated healthcare systems to deliver in five essential domains:


- **Accountability and Transparency**
- **Care Management Practices**
- **Health Information Technology**
- **Patient-Centered Care**
- **Support for Advanced Primary Care**

Sansum Clinic has worked hard to put initiatives in place that improve the health of our populations and enhance the patient experience, while maintaining a focus on efficiency. We are proud to be recognized for strong performance on these key components of healthcare delivery. 

Sansum Clinic Earns 4.5 Stars from IHA



Sansum Clinic was recognized by the **Integrated Healthcare Association (IHA)** and its stakeholder partners for earning **4.5 stars** on the Physician Clinical Care Report Card, putting us in a class with some of the most well-known healthcare organizations in the country. Other well respected medical groups that scored high in California are Scripps, Sharp Rees Stealy, Palo Alto Medical Foundation and Sutter Medical Group.

To earn this recognition, physician organizations must achieve an overall rating of 4.5, which is based on the methodology used by Centers for Medicaid and Medicare Services (CMS) across the Medicare Advantage quality measures collected by IHA. 



Ophthalmologist Toni Meyers, MD, in the Sansum Clinic Elings Eye Center.

Kurt N. Ransohoff, MD, FACP, Physician of the Year

In 2015, **Dr. Kurt N. Ransohoff**, CEO and Chief Medical Officer of Sansum Clinic, and an Internist at our Pesetas Lane clinic, was recognized by the Santa Barbara County Medical Society as the **2014 Physician of the Year**. Physician of the Year is recognized by their peers as someone who has worked to protect and improve public health and the quality of healthcare, who has advocated for universal access to healthcare and who has engaged in community service.


Dr. Ransohoff is board certified in Internal Medicine and has been with Sansum Clinic since 1992. He graduated with honors from Bowdoin College in 1980, and received his Medical Degree from UCLA in 1985. He also completed his internship and residency at UCLA, serving as Chief Resident and Clinical Instructor from 1988-1989. He has been honored as Teacher of the Year by Santa Barbara Cottage Hospital and as Healthcare Grand Champion by the *Pacific Coast Business Times*. Dr. Ransohoff was Chairman of Sansum Clinic's Internal Medicine department from 1992-94, Assistant Medical Director from 1994-97, Medical Director since 1997, President since 1998 and CEO since 2002. He continues to serve on the boards of CAPG and CenCal Health.

Healthcare Industry Honors

Pulmonologist **Dr. David Zisman** was selected by the Internal Medicine Residents at Santa Barbara Cottage Hospital to receive the Excellence in Teaching award in recognition of his outstanding contributions to training during the 2014-2015 academic year.

Dr. Jay Winner has achieved the Degree of Fellow of the American Academy of Family Physicians, which recognizes family physicians who have distinguished themselves through service to Family Medicine and ongoing professional development.

Cardiologist **Dr. Joseph Aragon** was honored for his longtime service to the American Heart Association at the 2015 Heart Beach Ball.

Visiting Nurse & Hospice Care presented its Community Partners in Excellence award to **Carole Doderer, NP** and **Anne White, DO** of Sansum Clinic Rehabilitation & Extended Care at the 2nd Annual PHorum: Perspectives in Healthcare, where local healthcare industry leaders participated in a panel discussion about the Affordable Care Act and other topics such as rising healthcare costs, insurance gaps, and end of life care. 



Dr. David Zisman



Dr. Jay Winner



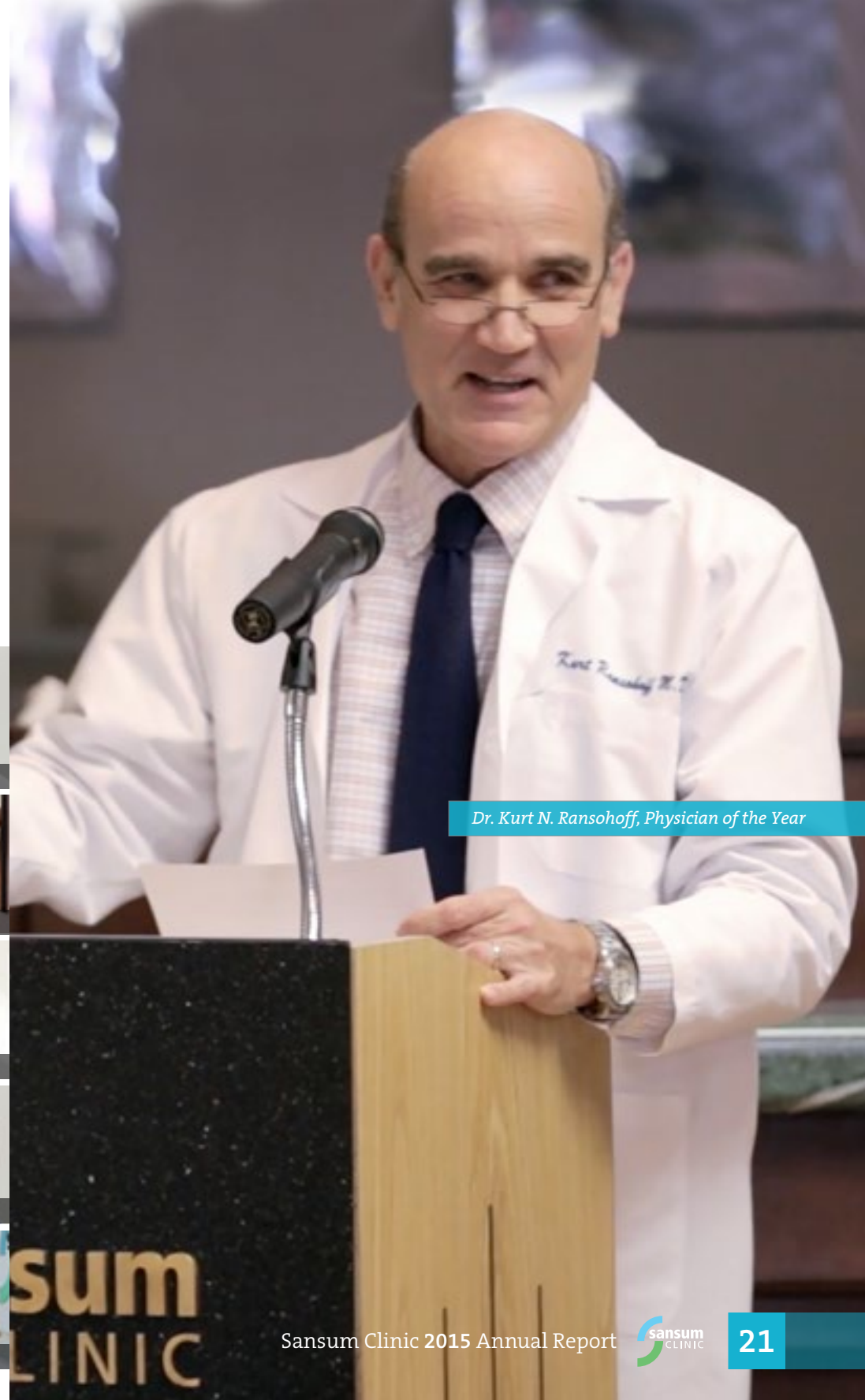
Dr. Joseph Aragon



Carole Doderer, NP



Dr. Anne White



Dr. Kurt N. Ransohoff, Physician of the Year

Media Honors

Readers of the *Santa Ynez Valley News* voted Sansum Country Clinic as **Best Family Practice** in the 2015 Best of the Valley awards.

Sansum Clinic was voted **Best Medical Facility** in the 2015 *Santa Barbara News-Press* Readers' Choice Awards.

Dr. Daniel Brennan was selected as Best Pediatrician, **Dr. Andrew Mester** was selected as Best ENT Doctor, and **Dr. Douglas Katsev** was runner up for Best Lasik Surgeon.

Dr. Jerold Black was selected as Best Pediatrician in Santa Barbara by the *Santa Barbara Independent* Best of Santa Barbara Readers' Poll 2015.

Genetic Counselor **Danielle Sharaga, MS, LCGC** was honored by the *Pacific Coast Business Times* on the 40 Under 40 list of up-and-coming business professionals.

The Pacific Coast Business Times honored **Dr. Fred Kass** of the Cancer Center as Grand Champion and **Dr. Mukul Gupta** as Champion in Medical Oncology. **Dr. James Dunn** was honored as Champion Surgeon.



Dr. Daniel Brennan



Dr. Andrew Mester



Dr. Douglas Katsev



Dr. Jerold Black



Danielle Sharaga



Dr. Fred Kass



Dr. Mukul Gupta



Dr. James Dunn

McNamara Fund for Professional Enrichment and Education

Recognizing that people are Sansum Clinic's most valuable asset, the McNamara Fund for Professional Enrichment and Education was established by Dr. and Mrs. James V. McNamara, and funded by donors, to provide both clinical and non-clinical employees with unique personal and professional development opportunities.

2015 was the program's inaugural year and the committee received many worthy applications from employees throughout the Clinic. *"The responses from our staff requesting to increase their knowledge and enhance their ability to move forward in their careers was heartwarming,"* said the McNamaras. *"This validated the underlying idea and our vision of the fund."* Excerpts from the applications are included below.

2015 Scholarship Recipients:

Oscar Astorga, MSC Lead, Pulmonary & Critical Care Department (joined Sansum Clinic in 2002)

"Over the past 13 years I have worked in many departments at Sansum Clinic, including Managed Care, Pre-arrival, Customer Service, Billing, and now, as MSC Lead in the Pulmonary & Critical Care Department. I am here to assist patients as I would want someone to assist me. My goal is to become a manager at Sansum Clinic and obtain certification in Business Administration, with an emphasis in Management, from Santa Barbara City College. This program will enable me to become an effective leader and manager and continue to help deliver professional and dedicated patient care."

Deanna Power, RN, Clinical Specialist, Neurology Department (joined Sansum Clinic in 2002)


"Over the last several years Multiple Sclerosis has become an area of increased interest for me, especially since Dr. Timothy West joined the Clinic. I will attend the European Committee for Treatment and Research in MS annual conference in Barcelona, Spain. While there I will attend several lectures and breakout discussions that will address new and upcoming research programs, treatment plans and emerging therapies. This opportunity will allow me to further enhance my knowledge of MS and continue to be an integral part of a team at Sansum Clinic that strives to provide the best care possible for our patients."

Sandra Van Hook, Contract Management Analyst (joined Sansum Clinic in 2011)

"I will be earning my certification in Medical Coding. This certification will help me in my current position while opening the door for future opportunities in Coding with Sansum Clinic. I am determined to learn as much as possible and to advance my career opportunities. As a new mother, I understand the importance of a stable career and the value of an employer that offers great benefits and career advancement opportunities."

Lisamarie Lianzo, Medical Assistant, Orthopedics Department (joined Sansum Clinic in 2007, not pictured)

“As I consider my future and the advances in healthcare, I realize I will bring more to the Clinic with more formal training. I will attend a 12-month nationally accredited program to become a Certified Surgical Technologist. It is my goal to develop professionally and enhance my skills so that I can help advance the mission of Sansum Clinic in providing an excellent and effective healthcare experience.”

If you would like information about making a gift to the McNamara Fund for Professional Enrichment and Education Endowment, please contact Dru A. Hartley, Director of Philanthropy at dhartley@sansumclinic.org or **(805) 681- 7726**. The enclosed remittance envelope also offers the opportunity to designate a gift to the McNamara Education Fund. 



McNamara Scholarship recipients Oscar Astorga, Deanna Power and Sandra Van Hook with Chris and Dr. Jim McNamara.

Initiating the Patient-Centered Medical Home Model of Primary Care


In 2015, Sansum Clinic's executive and physician leadership identified the **Patient-Centered Medical Home (PCMH)** as a model with potential for combating physician fatigue, addressing access challenges, and improving the patient experience. The PCMH model is a team-based approach to primary healthcare delivery that is intended to provide comprehensive and continuous medical care to patients with the goal of obtaining maximized health outcomes. The model is aimed at allowing better access to healthcare, increasing satisfaction with care, and improving health of patients and populations. In many cases, the medical home results in greater quality of care, cultivates more engaged patient relationships, and captures savings through expanded access and delivery options that align patient preferences with payer and provider capabilities.



Coordinating all aspects of your healthcare needs to ensure you receive the very best medical care.

Sansum Clinic will pursue designation as a Patient-Centered Medical Home to help us better service our primary care patients through five functions and attributes, including:

- 1) Comprehensive Care:** Primary care providers are accountable for meeting the large majority of each patient's physical and mental health needs.
- 2) Patient-Centered Model:** Relationship-based primary care that meets the individual patient and family's needs, preferences, and priorities.
- 3) Coordinated Care:** Care that is coordinated across all elements of the broader healthcare system.
- 4) Accessible Services:** Enhanced access to primary care through a variety of means including expanded hours, email, and telephone communication.
- 5) Quality and Safety:** A commitment to safe, high-quality care through engagement in quality improvement activities and safety monitoring.

This project began in late 2015 and will continue throughout 2016, when we will seek recognition by the National Committee for Quality Assurance (NCQA). 




Successful Implementation of ICD-10 Coding System

In October 2015, Sansum Clinic and all other healthcare providers in the US implemented a new coding system – **ICD-10**. The transition from the previous code set (ICD-9) was part of the Centers for Medicare & Medicaid Services (CMS) eHealth Initiative to help providers deliver high-quality healthcare by simplifying the use of electronic standards and encouraging the adoption of health information technology. The eHealth Initiative addresses recent federal electronic health directives that require new paradigms for standardized data-driven operational processes to support three national healthcare goals: improved quality of care, improved health outcomes, and reduced costs without compromising quality. The transition to ICD-10 helps to achieve these goals by standardizing and facilitating the sharing of healthcare data securely and easily among providers across different sites of care.

International Classification of Diseases (ICD) is the most widely used statistical classification system for diseases in the world. ICD as we know it started with ICD-6 in 1949 and ICD codes are universally accepted, even internationally, which helps in handling epidemics and in creating efficient broad-scale systems. These codes help in developing automated systems for decision making for various treatments.

With an expansion in the number of codes from 13,000 to 68,000, the ICD-10 system was designed to support ever-changing and advancing healthcare delivery and technology. It offers far greater granularity, specificity, and the ability to expand as healthcare advances. Furthermore, ICD-10 enables the industry to more accurately measure the quality of care and to evaluate the outcome of procedures using these more precise codes.

Although the new code set brings with it many benefits, this transition required significant organizational effort to ensure technical systems and workflows were remediated and that providers and staff were trained accordingly. Nearly all billing, payment, and coverage determinations are based on ICD codes, but our robust electronic health record, the **Wave**, lessened the burden of learning and implementing this new code set. The newly-formed Project Management Office (PMO) was instrumental in orchestrating this organization-wide effort with minimal impact on patient care and our Business Office continues to work with providers to optimize use of this new code set. 



National and State Recognition

Sansum Clinic is held to the highest standards of healthcare and is proud to have garnered recognition, accreditation and awards from national and state agencies.

CAPG Standards of Excellence Survey “Elite” Status



California Office of the Patient Advocate Rating: Highest Overall on the Central Coast for Meeting National Standards of Healthcare



Integrated Healthcare Association Certificate of Outstanding Performance for Patient Experience



Integrated Healthcare Association 4.5 of 5 Stars for Medicare Advantage, Clinical Quality



Integrated Healthcare Association Certificate of Outstanding Performance for Diabetes Management



Echocardiography Lab Accredited by Intersocietal Commission for the Accreditation of Echocardiography Laboratories (ICAEL)



American Diabetes Association (ADA) Recognition for Diabetes Self-Management Education Program



Bariatric Center of Excellence Designation by American Society for Metabolic and Bariatric Surgery (ASMBS)



Doctors’ Weight Management Program Gold Standard Award from HMR



American College of Radiology (ACR) Accreditation for US, Stereotactic Breast Biopsy, MRI, CT, and PET/CT



American College of Radiology (ACR) Mammography Quality Standards Act (MQSA) – State and Federal Accreditation for all Mammography




Breast Care Alliance Accredited by the National Accreditation Programs for Breast Centers (NAPBC)



Accreditation

Sansum Clinic is Accredited by the Institute for Medical Quality



Sansum Clinic is one of an elite number of ambulatory care facilities that voluntarily seek Institute for Medical Quality accreditation as part of our commitment to providing high quality healthcare and a safe environment for our patients. 

Creating a Sustainable Mission





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



The Purpose of the Health Education Department is Three-Fold:

- To improve the quality of life of patients and the community by encouraging healthy choices, assisting in the management of ongoing health conditions for the best outcomes possible and providing support and information for serious illness.
- To facilitate physicians' ability to provide quality care by delivering the education and support component.
- To provide a significant community service, offering many programs that are open to the community and are low cost or free of charge.

The work of the Health Education Department supports initiatives such as **Patient-Centered Medical Home**, **Pay for Performance** and **Physician Quality Reporting System**.

In 2015 the Health Education Department provided services to approximately **16,000** people as follows:

- Professional consultations were provided in diabetes and general nutrition to **3,650**.
- Health Education provided programs in 24 topic areas with more than **2,500** visits.
- Health Resource Center provided health information to approximately **1,500** people. Popular health topics for voluntary visits include program information, Medicare and other insurance concerns, assistance with Advance Directives and nutrition information.
- Oncology Wellness provided programs in 13 topic areas with more than **3,600** visits.
- Oncology Community Education provided colon cancer screening and awareness to **750** participants.
- Cancer Resource Library provided services to **750** patients and families as well as **250** health professionals.
- Community-based health events attracted **2,800** participants.
- Community health improvement committees and events generated **200** volunteer staff hours.



Sansum Clinic Allergists Dr. Myron Liebhaber and Dr. Jinny Chang are experts in treating allergic and immunologic disorders.



Health Education Group Programs*

- Advance Directives
- Gestational Diabetes
- Back Wellness
- Healthier Living: Managing Ongoing Conditions
- Balance & Mobility
- Heart Health
- Bariatric Surgery Orientation**
- Hip & Knee Replacement
- Bariatric Surgery Support Group**
- Medicare**
- Camp Wheez, Day Camp for Children with Asthma
- Neck & Posture Wellness
- Caregivers for Loved Ones with Dementia
- Nutrition Navigator**
- Diabetes Basics**
- Pre-Diabetes**
- Diabetes Basics in Spanish
- Stress Management
- Diabetes Blood Sugar Control
- WomenHeart Support Group
- Fibromyalgia Support Group
- Your Healthy Pregnancy

Health Education Instructors, Presenters & Facilitators

- Charish Barry, MD
- Myron Liebhaber, MD
- Petra Beumer
- Emily Luxford, MS, RD
- Diana Bullock, RN, CDE
- Fran Malinoff, MD
- Jinny Chang, MD
- Lyda Martin, RN, CDE
- Cottage Health Respiratory Therapy Dept.
- Rachel Martinez
- Gerri French, MS, RD, CDE
- Anupama Sharma, MD
- Saida Hamdani, MD
- Alyson Sorensen, PT
- Erika Heckman, RN
- Lisa Winebrenner
- Sam Howland, MS
- Jay Winner, MD
- Kendra Johnson, RN
- Kristin Wise, PT
- Sheryl King, PT
- Marc Zerey, MD

Oncology Wellness Programs*

- Art of Flower Arranging
- Oncology Massage
- Chemo-Induced Peripheral Neuropathy Program
- Oncology Nutrition Education Series
- Gentle Yoga
- Painting the Pictures of Health
- Healing Touch
- Qi Gong
- LiveSTRONG at the YMCA Exercise Program**
- Tai Chi Yoga
- Look Good – Feel Better
- Well-Fit Exercise Program
- Mindfulness Meditation
- Yoga for Strength & Empowerment
- Oncology Lymphedema Education
- Yoga – Gentle Therapeutic

Oncology Community Education/Prevention Programs

- Colon Cancer Awareness & Prevention
- RAYS: Raising Awareness Yields Sun Safety
- Skin Cancer Awareness & Prevention

* Program satisfaction was rated extremely high by participants, an average of 4.8 on a scale of 1 – 5

** Offered in multiple locations throughout the county


Connect To An Active Life. Connect To The Outdoors.

Healthy People Healthy Trails is a new community program to help individuals and their families live a more active life while enjoying the outdoors. The goal of the program is to educate the public about Santa Barbara’s parks and open spaces and to encourage outdoor activity while providing the necessary tools to involve local healthcare providers.

Healthy People Healthy Trails is connecting people to our community’s parks and trails with an easy-to-use trail guide. Local healthcare providers write Healthy People Healthy Trails prescriptions, choosing a path or trail that fits the patient’s exercise needs and encouraging them to use the trail guide.

The Prescription is filled using our new trail guide which will provide both patient and doctor with information including the appropriate trail, level of difficulty and other factors.

The Trail Guide contains a selection of paths and trails from Carpinteria to Goleta. Each featured trail includes a map, directions and description of the trail. Its purpose is to connect our patients to easy outdoor walks the whole family can enjoy. The paths and trails in the Healthy People Healthy Trails guide are great for beginners and appropriate for all ages.

This program is sponsored in partnership by CenCal Health, City of Santa Barbara Parks and Recreation Department, Cottage Health, Sansum Clinic, and the Trails Council of Santa Barbara County with support from the National Park Service and community members. 




Let’s get walking!



Healthy People Healthy Trails is a new community program to help individuals and their families live a more active life while enjoying the outdoors.

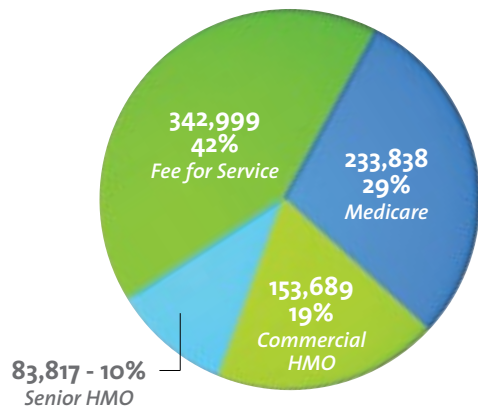
Cottage Health Information Exchange

In today's rapidly changing healthcare environment, exchange of healthcare information is one of the most significant challenges. How can we communicate correct information about the correct patient at the right time? It can be difficult. While healthcare information is by and large now stored electronically, it is often at different locations and in different systems. This is where **Health Information Exchange (HIE)** becomes vitally important. What exactly is HIE? Health Information Exchange provides the capability of securely moving health data between differing healthcare systems. HIE is not an electronic medical record. Rather, it is a portal for healthcare providers to access and query for information from many healthcare organizations and a system to send information across interfaces to deliver health information in a secure, timely, efficient, effective, and patient-centered way. Information exchange can include demographics, medications, test results, or notification that a patient has been admitted to the ER or the hospital. In compliance with HIPAA and California state regulations, the HIE enables the secure and appropriate sharing of data for treatment and payment purposes.

In Santa Barbara, we are lucky enough, both as healthcare providers and as consumers, to benefit from an HIE facilitated by Cottage Health. Known as Coastal eHealth Connection, the HIE enables the appropriate, secure, fast and efficient exchange of healthcare data within the Santa Barbara community and surrounding region. This program has been well received, and many different community organizations are participating. Over 160 medical practices and organizations access Coastal eHealth Connection for access to information to improve clinical decision making. The Santa Barbara Neighborhood Clinics and Sansum Clinic have bidirectional exchange of information including visit summary reports and results filing directly into their electronic health record. Pacific Diagnostic Laboratories and Lompoc Valley Medical Center also share data. Other organizations involved in the project include the American Indian Health Services, County Clinics, and even pre-hospital EMS teams! The Coastal eHealth Connection Advisory Committee provides vital clinical input to the HIE project, and includes representatives from many of the involved organizations. **Dr. Laura Polito** serves as Sansum Clinic's representative on this Committee. Moving forward, the Coastal eHealth Connection will allow exchange of ideas and information that will lead to faster and more efficient hospital follow up, better chronic disease management, improvement in clinical quality, and improved communication, resulting in better health for all of us! 

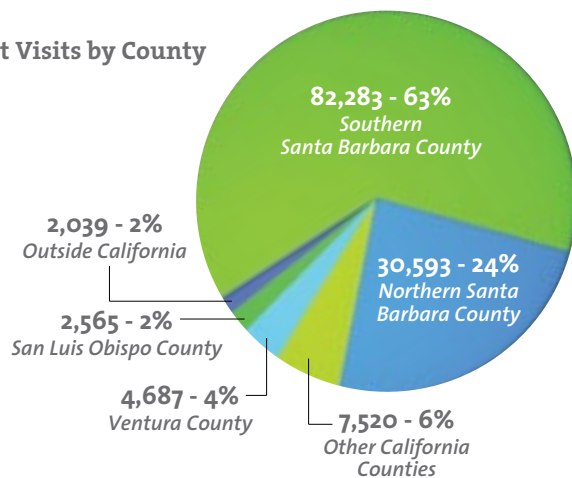


Sansum Clinic Visits By Insurance Category



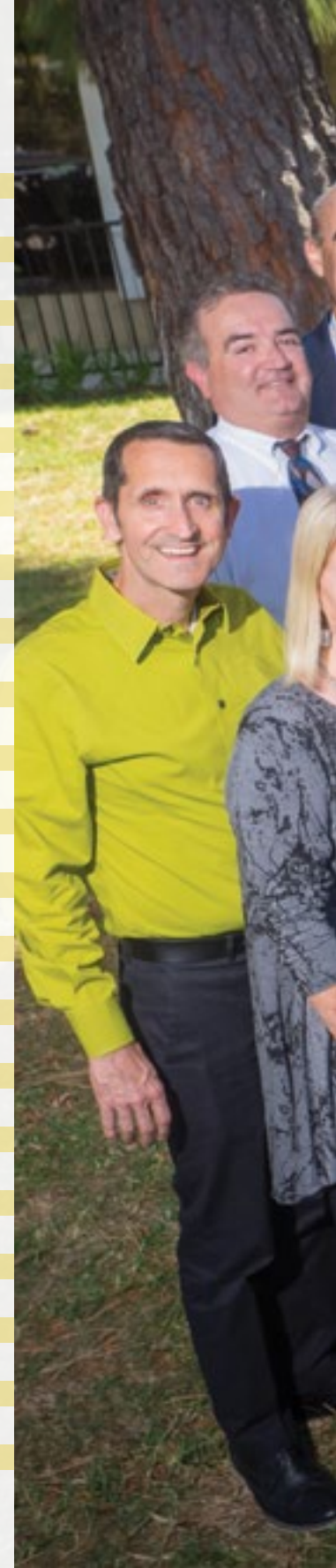
Insurer	2015
PPO	264,295
Medicare	233,838
Commercial HMO	146,144
Senior HMO	78,567
Medi-Cal	33,225
Medi-Cal HMO	17,941
Self-Pay	8,569
Commercial HMO-IPA	7,545
Other FFS	5,468
Sr HMO-IPA	5,250
Other	4,452
Workers Comp	3,530
Other Government	2,737
Indemnity	2,153
Charity	586
Occupational Medicine	43
Grand Total	814,426

Patient Visits by County



Sansum Clinic Visits By Department

Department Name	2015
Allergy & Immunology	7,745
Ambulatory Surgical Center (GI)	7,249
Anticoagulation Clinic	4,336
Cardiology	31,109
Dermatology	42,539
Doctors' Weight Management	3,270
Ear, Nose, Throat	14,014
Endocrinology	19,463
Facial Plastic Surgery	3,612
Family Practice & Internal Medicine	146,894
Foothill Surgery Center	3,098
Gastroenterology	13,304
Genetic Counseling	778
Health Education	6,383
Infectious Disease	1,546
Medical Oncology	38,595
Nephrology	3,209
Neurology	12,310
Neurosurgery	514
Nuclear Medicine	7,764
Obstetrics & Gynecology	30,743
Oncology Support Services	9,857
Ophthalmology & Optometry	52,223
Orthopedics	26,524
Pain Management	2,541
Pediatrics & Adolescent Medicine	39,219
Physical Therapy	33,249
Podiatry	12,674
Prescription Navigator	110
Procedure Center	5,458
Psychiatry & Psychology	9,535
Pulmonary & Critical Care	8,713
Radiation Oncology	25,440
Radiology	92,632
Rehabilitation & Extended Care	496
Rheumatology	10,519
Surgery	13,388
Travel & Tropical Medicine	1,963
Urgent Care	53,928
Urology	17,482
Totals	814,426





Leadership Council

In 2015, the formation of a Project Management Office (PMO) created a mechanism for establishing and coordinating Clinic-wide initiatives as we continue to adapt to the changing healthcare environment. The PMO, working closely with Sansum Clinic's Leadership Council (pictured here) and Executive Team, coordinates strategic initiatives, many of which are aimed at serving a growing patient population.

2015 New Physicians & Key Staff



Jeremy Bennett, MD
Hitchcock Urgent Care

Dr. Bennett received his medical degree from the University of Minnesota Medical School and completed his residency at Ventura County Medical Center. He is board-certified in Family Medicine by the American Board of Family Medicine. Since completing his residency in 2011, Dr. Bennett has worked in both urgent care and emergency room settings in Ventura and Oxnard.



Olesya Brissey, MD
Lompoc Internal Medicine

Dr. Brissey received her medical degree from Russian State Medical University. She completed her Internal Medicine residency at St. John's Episcopal Hospital in Far Rockaway, NY.



Gregory Cogert, MD, FACC, FHRS
Pueblo Cardiology

Dr. Cogert received his medical degree from UC Irvine's College of Medicine and completed his residency at UCLA Medical Center. Dr. Cogert participated in a Cardiovascular Medicine fellowship at Cedars-Sinai Medical Center in Los Angeles, CA and a Clinical Cardiac Electrophysiology fellowship at the Mayo Clinic in Rochester, MN.



Charmian Dresel-Velasquez, MD, FACOG
Pueblo OB/GYN

Dr. Dresel-Velasquez received her medical degree from the University of Wisconsin School of Medicine and Public Health. She completed her OB/GYN residency at the University of California, Davis. Dr. Dresel-Velasquez is board-certified by the American Board of Obstetrics and Gynecology.



Jacalyn Gross, MFT
State Street Psychiatry & Psychology

Ms. Gross received her MFT degree from Pacifica Graduate Institute in Carpinteria, CA. She returns to Sansum Clinic after several years in private practice.



Alicia Guevara, MD
Hitchcock Urgent Care

Dr. Guevara received her medical degree from Drexel University College of Medicine in Philadelphia, PA. She completed her residency at the Ventura County Medical Center's Family Medicine Residency program and is board-certified in Family Medicine by the American Board of Family Medicine. Since completing her residency in 2007, Dr. Guevara has worked in various clinical settings in New Zealand and most recently with the Las Islas Family Medical Group in Oxnard.



Sawyer Haig, DO
Pueblo Internal Medicine

Dr. Haig received his medical degree in Osteopathic Medicine from Touro University College of Osteopathic Medicine in Vallejo, CA. He completed his Internal Medicine residency at Santa Barbara Cottage Hospital.



Kara Jones, NP
Pueblo Cardiology

Ms. Jones received her Masters of Nursing in Family Practice at Binghamton University's Decker School of Nursing in New York. She comes to Sansum Clinic from Cardiac Solutions in Arizona.



Robert Kershaw, MD
Pesetas Internal Medicine

Dr. Kershaw earned his medical degree from the USC School of Medicine and completed his residency in Internal Medicine at Cottage Hospital, where he went on to be chief resident. Dr. Kershaw previously worked as an outpatient internist and most recently as a hospitalist and palliative care physician in Eugene, OR.



Jeremy Lash, MD
Pueblo Hospitalist Program

Dr. Lash received his medical degree from the University College Cork in Ireland. He completed his Internal Medicine residency at Santa Barbara Cottage Hospital and is board-certified by the American Board of Internal Medicine.



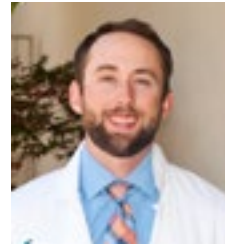
Lawrence Li, MD, MPH
Lompoc Family Medicine

Dr. Li received his medical degree from Columbia College of Physicians and Surgeons in New York. He completed his internship and Family Medicine residency at Duke Family Medicine in Durham, NC and also completed a fellowship of Mental Health in Primary Care from the University of Washington. Dr. Li is board-certified by the American Board of Family Medicine.



Ashley McGrogan, PA-C
Sansum Country Clinic and Hitchcock Urgent Care

Ms. McGrogan received her Master of Science in Physician Assistant Studies from Western University of Health Sciences in Pomona, CA.



Steven Newhall, PA-C
Pesetas Endocrinology

Mr. Newhall received his Masters of Physician Assistant Studies at Pacific University in Hillsboro, OR where he completed his clinical rotations in Internal Medicine and Endocrinology.



Vivianne Nguyen, MD
Lompoc Urgent Care

Dr. Nguyen received her medical degree from the Ross University School of Medicine. She completed her Family Medicine residency at UC Davis Family & Community Medicine Residency Program in Sacramento, CA and is board-certified by the American Board of Family Medicine.



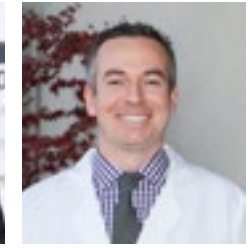
Juliet Penn, MD
Solvang Multi-Specialty & Cancer Center

Dr. Penn earned her medical degree from the Sackler School of Medicine in Israel and went on to complete her Internal Medicine residency and a fellowship in Hematology/Oncology at UCLA.



Taisa Skovorodko, DPT
Foothill Physical Therapy

Ms. Skovorodko received her Physical Therapy degree from CSU Fresno/UCSH. Her interests lie in Women's Health/Pelvic Floor Physical Therapy.

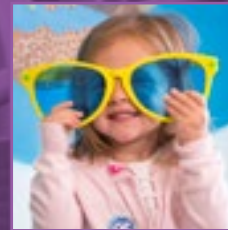


Stephen Sosnicki, MD
Goleta Family Practice

Dr. Sosnicki received his medical degree from Georgetown University School of Medicine. He completed his internship and residency at Georgetown University/Providence Hospital where he went on to serve as chief resident, and is board-certified by the American Board of Family Medicine. Since completing his residency in 2013, Dr. Sosnicki had been a member of the Georgetown University medical education faculty, where he taught medical students and had a full-time clinical practice.



Meeting the Community Need





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

CenCal Health Access Coordination and Expansion Program

In 2014, some of the key features of the Affordable Care Act (ACA) took effect. Medicaid expansion, one of the biggest milestones of the reform, expanded healthcare coverage to our nation's poorest in order to cover nearly half of uninsured Americans. As a result, we have seen an influx of new patients come into the system, both nationwide and into Sansum Clinic's delivery system. Although the full impact of Medicaid expansion is yet to be seen, it is clear that many patients have benefitted from these changes and that many who previously did not have access to affordable healthcare are now able to get the care they need and in the most appropriate setting.


We have experienced a notable increase in new patient visits since the implementation of the Affordable Care Act, and we have proudly adapted in an attempt to meet the community's needs amidst this changing environment. In 2015, we strengthened our partnership with CenCal Health through participation in their **Access Coordination and Expansion (ACE) Program**. This program was designed to ensure the growing Medi-Cal patient population is served with adequate access to care, health promotion and wellness activities, care coordination and disease management, and health information technology. We have remained steadfast in our commitment to meeting these needs by expanding our services, programs, and clinic sites while remaining true to our mission of providing an excellent healthcare experience, recognizing our first priority is the patients we serve. We also understand there is tremendous work still to be done in the face of an ever-growing demand for affordable quality healthcare services in our community.

Sansum Clinic and the Santa Barbara Neighborhood Clinics

Since 2010, Sansum Clinic has provided 3,819 **Santa Barbara Neighborhood Clinics (SBNC)** patients with 4,560 diagnostic services with a value of over \$1.8 million, at no cost. Cardiology diagnostic services include echocardiogram and cardiovascular device monitoring, and other diagnostic services include general and special radiology, MRI scans, CT scans, ultrasounds and mammograms.

"We are grateful to Sansum Clinic for the cardiology and radiology services they provide to our uninsured patients," states **Dr. Charles Fenzi**, CEO and Chief Medical Officer of SBNC. *"SBNC is a critical health safety net for Santa Barbara County and we are dedicated to providing quality, affordable medical and dental care to low-income patients regardless of their ability to pay. Last year we provided medical care to 18,453 patients (63,100 patient visits). This unique collaboration with Sansum is rarely available to safety net providers elsewhere in the country."*

Since the Affordable Care Act took effect we have seen a decrease in uninsured people served from 591 patients in 2014 to 418 patients in 2015, with 253 fewer diagnostic services needed.

Sansum Clinic provides these services to ensure good health is available for everyone and we will continue this partnership with Dr. Fenzi and the staff at the SBNC. 




Expansion of Services

Sansum Clinic expanded services to better meet the needs of our patients in mid-Santa Barbara County.

Solvang Specialty Clinic now offers Cardiology, Nephrology, Medical Oncology, Orthopedics, Rheumatology, Nutrition and Oncology Nutrition Services.

In an effort to attract physicians to the Lompoc region, we have instituted rotating

physician coverage to ensure that the Lompoc patient population does not go underserved. Santa Barbara-based specialists are spending a greater amount of time at our **Lompoc Multi-Specialty Clinic** and specialty services now offered there include Medical Oncology, Nephrology, Cardiology, Physical Therapy, Podiatry, Rheumatology, Endocrinology and Diagnostic Imaging. 



Cancer Center of Santa Barbara physicians and staff at Solvang Specialty Clinic.



Strive for 95 Update


In the Fall of 2014, Sansum Clinic pediatricians became aware of a community health threat and decided to take action. Their efforts led to a grassroots campaign and eventually a community-wide coalition called **Strive for 95**.

The sprouting grassroots effort grew quickly. Local leaders including doctors, nurses, teachers, superintendents and public health officials gathered to discuss how best to educate our community about the importance of rebuilding our vaccination levels to at least 95%.

In April of 2015, a Strive for 95 symposium was held at the Lobero Theater to discuss the importance and safety of vaccines. Experts from Sansum Clinic, Cottage Health and the Santa Barbara County Department of Public Health answered questions from local community members. At the conclusion of the symposium, the Strive for 95 Coalition, a collaborative partnership between Sansum Clinic, Cottage Health, Santa Barbara County Department of Public Health and the Santa Barbara County Education Office, was announced.

To date, the Strive for 95 Coalition has produced an informative website www.StriveFor95.org as well as a comprehensive public education campaign that includes print, television, radio and digital media materials. The coalition also provides educational tools for parents, doctors, nurses and schools to help all community members learn about the importance of rebuilding our community immunization rates to at least 95%.

As the Santa Barbara community rediscovers and embraces the importance of higher vaccination rates, local pediatricians are seeing many unvaccinated and under-vaccinated children come into their offices for catch-up immunizations.

Several school districts and preschools are using Strive for 95 to start their own outreach and educational campaigns to ensure higher vaccination rates on their campuses. 

Strive for 95 is a program to educate parents and the community about the importance of rebuilding our community immunity rates to at least 95%.





Sansum Clinic Visiting Professor of Surgery


Keith D. Lillemoe, MD was the fourth nationally recognized Visiting Professor of Surgery during Surgical Academic Week, March 9-13, 2015. He followed three previous Visiting Professors: **Dr. John L. Cameron** (Johns Hopkins) 2012, **Dr. Hiram C. Polk, Jr.** (University of Louisville) 2013, and **Dr. Julie Ann Freischlag** (UC Davis School of Medicine) 2014.

Dr. Lillemoe is a world renowned general surgeon who specializes in gastrointestinal and pancreaticobiliary tract surgery. He is Surgeon-in-Chief and Chief of the Department of Surgery at Massachusetts General Hospital and the W. Gerald Austen Professor of Surgery at Harvard Medical School. His scholarly and research interests have produced more than 350 journal publications and 115 book chapters.

Dr. Lillemoe delivered a public lecture at Sansum Clinic on his observations about how the new healthcare legislation/regulations have affected the practice of medicine and surgery on the East Coast and his prognostic projections for the West Coast.

The Visiting Professor of Surgery program provides expert educational seminars for practicing Santa Barbara surgeons and physicians. More importantly, it allows surgical residents in training at Santa Barbara Cottage Hospital the chance to interact daily with the icons, leaders and outstanding teachers of the art of surgery.

This unique educational program advances the level of surgical care available in our community, and is made possible by generous support from our Title Sponsor, Cottage Health, and grateful patients, medical groups, individual community surgeons and physicians, and corporate donors.

If you would like to support the Visiting Professor of Surgery education program, please contact **Dru A. Hartley**, Director of Philanthropy at Sansum Clinic at (805) 681-7726 or dhartley@sansumclinic.org. Your support is a commitment to sustaining Santa Barbara's high level of surgical expertise and the community's good health. 




Sansum Clinic surgeons **Dr. Dunn, Dr. Zerey, Dr. Latimer and Dr. Greaney**, pictured with **Dr. Keith Lillemoe** (second from right).

“The Visiting Professor of Surgery program has been a tremendous success. We have been fortunate to have had outstanding surgeons, all leaders in their field. The program benefits the surgical residents, surgical staff and our patients. The lecture for the public and our donors has also been well received. The value to our community, to Cottage Health and to Sansum Clinic is priceless. Thanks to Dr. Ron Latimer, this program will continue to be a success.”

– James T. Dunn, MD, FACS, Sansum Clinic Department of Surgery



Community Education Panel Discussions

In 2015 we continued to provide health education to community members through panel discussions that feature our healthcare experts. These events are offered free-of-charge, and serve as a model being replicated as a way to address community members' desire for information from local medical experts. We will continue to determine topics of interest to the community and to provide patients access to information from physicians outside of the traditional clinical setting. 




*Sansum Clinic cardiologists speak at **Love Your Heart** panel discussion.*

Love Your Heart Town Hall

In March, the Sansum Clinic Women's Council held its first town hall panel discussion on heart health, discussing tips on how men and women can keep their heart healthy. This panel resulted in a standing room-only audience of nearly 150 community members.

The discussion was moderated by Sansum Clinic's CEO and Chief Medical Director, Kurt N. Ransohoff, MD, FACP. Our panelists included Sansum Clinic cardiologists Joseph Aragon, MD, Jason Boyatt, MD, Taylor Holve, MD, Michael Shenoda, MD and our Prescription Navigator, Rania Shenoda, PharmD.

Special thanks to **Julie Nadel** and **Bobbie Rosenblatt** of the **Women's Council**, and our sponsors: **Women Connect4Good Foundation**, **Beneflex** and **HUB International**. 




*Information Station Hosts, **Danae Wilke**, PA-C and **Lynn Tabor**, RN Specialist, answered questions and distributed heart health literature.*

Passport to Pink

Our annual breast cancer event, **Passport to Pink**, focused on the importance of genetic counseling and nutrition in the world of breast cancer with a panel discussion by Genetic Counselor, Danielle Sharaga, MS, LCGC and Oncology Nutritionist, Sarah Washburn, MS, RD, CSO. After the panel discussion and Q&A, attendees traveled Education Stations with Pink Passports to learn about breast cancer prevention, diagnosis, treatment, survivorship, and healthy living after a diagnosis.

Education stations included:

- Medical Oncology
- Radiation Oncology
- Breast Surgery
- Radiology and Advanced Imaging
- Patient Navigation
- Social Work Services
- Wellness Programs
- Clinical Research
- Cancer Resource Library
- Prescription Navigation
- Survivorship
- and our new Cancer Center Facility


Special thanks to **Julie Nadel** and **Bobbie Rosenblatt** of the **Women's Council**, and our sponsors: **Avon Foundation for Women**, **Ricoh USA**, the **Towbes Foundation**, and the **Cancer Foundation of Santa Barbara**. 



*More than 75 guests joined the Cancer Center of Santa Barbara with Sansum Clinic for **Passport to Pink**, a mixer and panel discussion on breast care, nutrition and genetic counseling.*

Colon Cancer Education & Prevention


Since 2000 the Cancer Center of Santa Barbara has worked to raise awareness about colon cancer and the importance of colon cancer screening for those over the age of 50. Community education and events have helped us educate our community about colon cancer prevention and the importance of early detection.

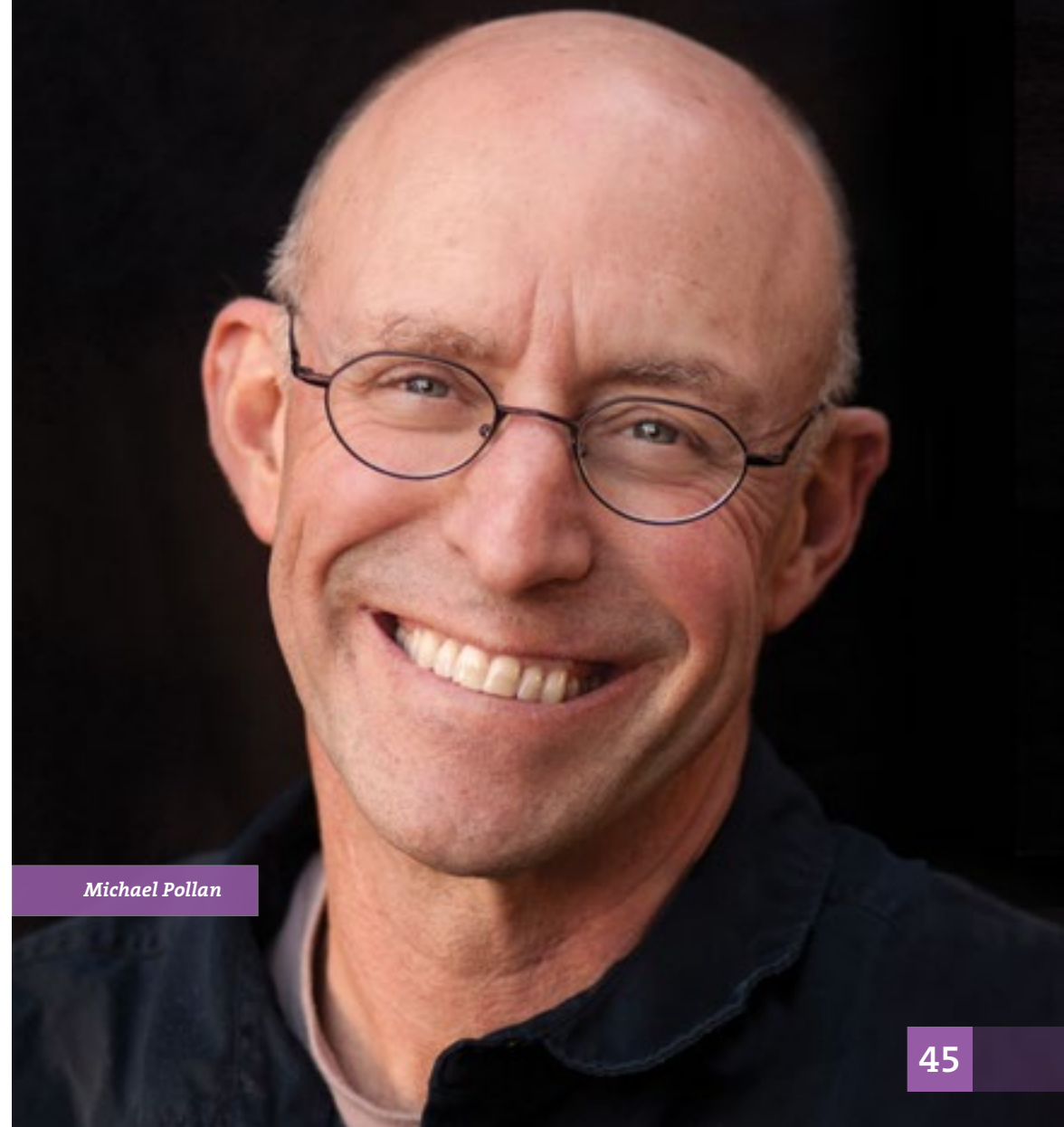
In March 2015 the Cancer Center and Cottage Health hosted an educational event called **Demystifying the Screening Colonoscopy** that included tours and cancer screenings. Attendees enjoyed lectures by Sansum Clinic Gastroenterologist **Dr. Jim Egan** and Cancer Center Oncology Dietician **Sarah Washburn, MS, RD, CSO** on the colon cancer screening process and the seven ways to help prevent colon cancer. Attendees were given take-home Fecal Immunochemical Tests at no charge. Patients with positive test results were referred for colonoscopies. For more information about our annual colon cancer events please visit ccsb.org. 



Cancer Center staff and "Polyp Girl" at educational event, *Demystifying the Screening Colonoscopy*.

An Evening with Michael Pollan

In May, Sansum Clinic, the RoKe Foundation and the Cancer Foundation of Santa Barbara, in partnership with UCSB Arts and Lectures and community partner, the Orfalea Foundation, presented an evening with *New York Times* best-selling author **Michael Pollan** at the Granada Theatre. The event featured a conversation with Mr. Pollan, **Dr. Kurt Ransohoff**, and **Dr. Fred Kass**, Cancer Center Wellness Medical Director. A Q&A session and book signing followed the event. 



Michael Pollan

The **Lovelace Fund for Medical Excellence** is used for programs that assist Sansum Clinic in the recruitment and retention of physicians, including the Physician Housing Program and the Facility Improvement Program. It is also used for other endeavors which are deemed to ensure medical excellence for our patients.

Sansum Clinic's Board of Trustees established the Lovelace Fund for Medical Excellence in 2012 as a tribute to the late **Jon Lovelace** and the **Lovelace Family** for their visionary support of Sansum Clinic.

In addition to the Lovelace Family we have also received support from a number of other community contributors, including our Trustees, who have embraced the vision of the Lovelace Family in supporting Sansum Clinic.

Physician Housing Program

The very generous financial support of the Lovelace Family has been instrumental in the recruitment and retention of outstanding new physicians to Santa Barbara since April 2006 through our innovative **Physician Housing Program**. This program assists new physicians with the purchase of homes which they would otherwise find unaffordable in our high-priced real estate market through shared-appreciation home loans. Sansum Clinic has used this special program to attract 20 highly skilled physicians in a broad range of specialties and practice areas.

Last year physicians who used those loans saw **24,987** unique patients at **47,554** patient visits in Cardiology, Gastroenterology, Infectious Disease, Internal Medicine, Neurology, Obstetrics and Gynecology, Ophthalmology, Orthopedics, Pulmonary/Critical Care and Rheumatology.

The program has been designed to be a revolving fund, whereby the proceeds from future home sales will be used to repay outstanding loans and flow back into the program, where they can be used again to help future physicians meet their housing needs. Six physicians have paid back their loans to the Clinic.

Although the program is expected to continue in perpetuity, it is certainly possible that the local real estate market could change so dramatically at some point in the future that the Physician Housing Program is no longer deemed to be a critically necessary tool for attracting outstanding new physicians into our community. At this time that is not the case and we have recently offered shared appreciation loans to recruit six new physicians.




Facility Improvement Program

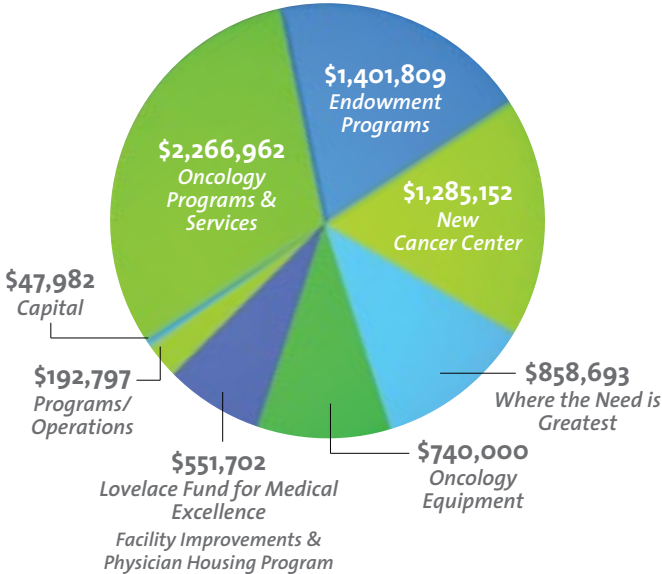
This program assists us in modernizing our facilities to enhance our patients' experience and support our ongoing efforts to attract the highest caliber physicians from around the United States. The upgrade of our multi-specialty clinic at 215 Pesetas Lane, which began in 2015 and is expected to be completed in 2016, is part of our long-range facility plan designed to better serve the needs of the community.

This upgrade allowed for enhancing our Women's Health Program with the installation of new 3-D mammography capabilities.

The newly remodeled Pesetas clinic is meeting the design standards we set at our new Foothill Medical and Surgical Center campus, and will assist us in providing greater access to care through the expansion of Primary Care and Urgent Care services.

We will double our Urgent Care capacity and employ new patient workflows for greater efficiency and enhanced customer service. In addition, this expansion will allow us the opportunity to provide a resource not previously available in our community – a medical facility capable of providing ambulatory care and triage following an environmental disaster. By equipping the new Urgent Care with dedicated back-up power, we stand prepared to partner in our community's medical response in the case of wide-spread power failure or emergency. We expect to complete the Urgent Care remodel in summer 2016.

The Lovelace Fund for Medical Excellence and the Physician Housing and Facility Improvement Programs will help provide a lasting legacy to Sansum Clinic and Santa Barbara and the more than 129,000 patients who trust us with their medical care each year. It will also enable the Clinic to continue to keep pace with the rapidly changing healthcare environment and to anticipate the community's needs. 



Unrestricted	\$ 858,693
Restricted	\$ 1,953,511
Capital	\$ 2,073,134
Programs/Operations	\$ 2,459,759
Total	\$ 7,345,097



Dr. Daniel Brennan and Dr. Ernest Kolendrianos of the Sansum Clinic Pediatrics Department.



Dr. Erno S. Daniel Legacy Award

Erno S. Daniel, MD, PhD was a renowned physician who spent his entire professional career at Sansum Clinic. He joined the Internal Medicine department in 1978 and practiced there until his sudden death on February 21, 2015.

Martha Daniel and their children **Kristina, Michael, Mary** and **Monica** were touched by the outpouring of support from family, friends, colleagues, the medical staff and patients. Knowing how much Sansum Clinic meant to Erno, it was the family's decision to request that gifts in his memory be directed to the Clinic. The family wanted something very special to commemorate Dr. Daniel's commitment, dedication, and integrity, and with the memorial funds raised the **Dr. Erno S. Daniel Legacy Award** was established. This award will be given annually to an employee in the Internal Medicine department at Pesetas who exemplifies **compassion, dedication, and integrity**.

Early in his career, Dr. Daniel pursued an interest in the developing specialty of Geriatric Medicine, and was among the first physicians in the United States to become board certified in Geriatrics. He had special interests in dementia and Alzheimer's Disease and he lectured across the country, was the author of textbook chapters, papers and a variety of educational materials on the topics. A few days before the death of former President Ronald Reagan, he received a letter from the former First Lady, Nancy Reagan, in recognition of the chapter he wrote on Alzheimer's Disease for the 2004 edition of Conn's Current Therapy. Dr. Daniel also served for a period of time as Associate Clinical Professor of Medicine at the University of Southern California. In 2008, he published a book, *Stealth Germs in Your Body*, which received national attention.


Dr. Daniel's contributions to the medical profession were magnified by the compassion he showed his patients. He was a master diagnostician who remembered every medical and personal detail regarding his patients. He listened to their stories and his broad interests enabled him to connect with each and every patient. Many patients stated they felt as if they had lost a member of their family. One of his former patients described him as *"one of the world's truly great human beings."*

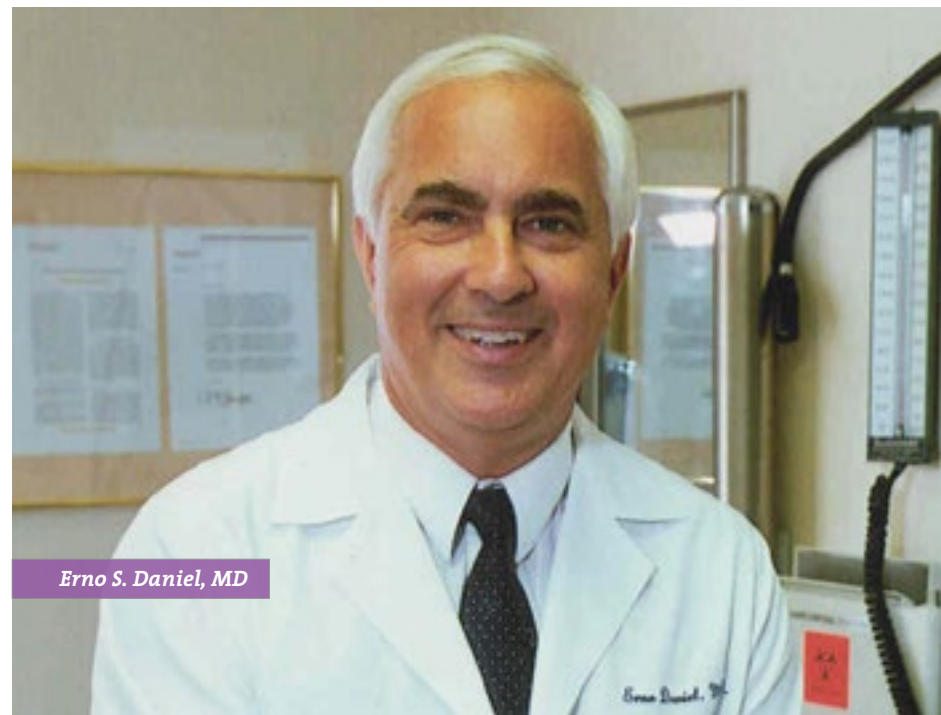
Dr. Daniel was dedicated to his profession, dedicated to his patients, and dedicated to practicing medicine at Sansum Clinic. He was active in the Wellness Program, worked with the Vascular Lab, continued to take hospital calls and periodically rotated in the Hospitalist service. Dr. Daniel served as the 'unofficial' Clinic Historian and he wrote a Noticias (Journal of the Santa Barbara Historical Museum), *"Sansum Clinic - A Legacy of Innovation"* with Erin T. Graffy. He also served many years as Medical Director at a Long Term Care facility.

Dr. Daniel was also known for his integrity. He believed strongly and passionately in the Hippocratic Oath. He believed all people were deserving of quality healthcare. He would spare no effort to make an accurate diagnosis. He knew well that medicine was an art as well as a science, and that warmth, sympathy and understanding were critical to patient care. He respected his patients' privacy. He believed deeply in the prevention of disease. He cared as passionately for those of sound mind and body as he did for the infirm.

These qualities were evident not only in his professional life with his many patients and colleagues, but were pillars of his personal friendships, his marriage and his parenting. Dr. Daniel was a true family man and **compassion, dedication, and integrity** extended far beyond his professional craft. He was thoughtful and honest and created an environment where even the smallest achievements were celebrated and the hard times taught a positive lesson. Dr. Daniel was always there to lend a helping hand, and was unwavering in his commitment to family and friends.

A beloved husband and loving father and grandfather, Dr. Erno Daniel was at once a physician and a friend – exemplified through his **compassion, dedication, and integrity**. He would be exceptionally proud of those who are carrying out his legacy at Sansum Clinic today.

If you would like information about making a gift to the Dr. Erno S. Daniel Legacy Award please contact **Dru A. Hartley**, Director of Philanthropy, at dhartley@sansumclinic.org or **(805) 681-7726**. The enclosed remittance envelope also offers the opportunity to designate a gift in memory of Dr. Daniel. 



Erno S. Daniel, MD

Meet Legacy Society Member Dr. James Barbabella

Dr. James Barbabella is a retired physician who spent 28 years as an internist at Sansum Clinic. He and his wife, Maggie, were married in 1970 in Salem, Virginia. *"I married up,"* Dr. Barbabella said cheerfully. The couple came to Santa Barbara in 1972. *"I always told her how smart she was, even though she married me!"*

Jim grew up in Florida and although she was born in Santa Barbara, Maggie's family moved away when she was nine years old. *"I think she always wanted to return here,"* Jim said. When they met, Jim was in medical school and Maggie was working as a flight attendant for Pan American Airways in Florida. The two of them shared many things, with both having rollicking senses of humor.

"I finished medical school at the University of Miami and a year of internship at Jackson Memorial Hospital in Miami, plus a year of residency at the VA Hospital in Salem/Roanoke, Virginia. I also went into private practice there for two years. I then came to Santa Barbara and worked at St. Francis Hospital in the emergency room. We rented a little place down by the beach, so Maggie was stuck in the fog all day, while I was at the hospital on the hillside where there was lots of sunshine. I wanted to buy a place where Maggie could also be in the sun. I found the perfect house in Montecito. It turned out to be across the street from Dr. Ed McGinn, who was a rheumatologist at Sansum Clinic. I was working very long and unpredictable hours, and when Ed suggested I come over to Sansum Clinic, I was excited because it was (and is) the Mayo Clinic of the West."

To join Sansum, Jim needed to be board certified in Internal Medicine. He and Maggie decided to move east to complete his residency at the University of Virginia-affiliated VA Hospital in Charlottesville, Virginia. While they were in Virginia, Dr. McGinn called to say that Cottage Hospital had started a new training program that would allow Jim to return to Santa Barbara. Jim applied and was approved for a third year of residency at Cottage Hospital. *"In order to set up the new teaching program, I became the chief resident, which was funny, because I was their only resident at the time! It was my job to ask my former colleagues to be attending physicians for the program. So, I set it up and it was a big success,"* he said. *"And that was the beginning of the teaching program at Cottage Hospital."*


By the time Jim completed his residency at Cottage, there were no openings at Sansum Clinic. With a loan from the bank, he set up shop and was in business! With his practice in Santa Barbara, Jim found himself treating a lot of out-of-towners. About 60% of his patients came from the Central Valley. It was the 1970s and six months after opening his office, the gas crisis hit, which greatly reduced people's ability to travel to Santa Barbara.

Fortunately, there was an opening at Sansum Clinic at the time so Jim moved his practice to the Pueblo office. Later on, he opened Sansum's first clinic in Carpinteria.

"I loved working with my patients," said Jim. *"To connect with them, I often used humor to help them relate to me and relax. People came to Sansum from all over the country. All of my patients were special. I had the pleasure of providing medical care to some well-known celebrities. We treated everyone the same and whether or not they were celebrities had no bearing on their medical care."*

One of Jim's patients worked in Las Vegas. He invited him for an all-expense-paid visit, which Jim declined. The invitation included tickets for a Lynda Carter concert. Lynda played Wonder Woman on TV. One day a package arrived at his office with a signed photo of Wonder Woman that read *'To Dr. Barbabella with All My Love, Lynda.'* He jokingly told everyone they used to date, which they never did. He has that photo in his den to this day.

"The love of my life was my dear wife, Maggie. Sadly, she died 10 years ago," Jim said. *"It was devastating to lose her."* However, since then, he's found love again with Fran, who'd been Maggie's best friend and had lost her husband the year before Maggie died. A year after Maggie passed away, Jim decided to retire. *"It was the right time for me to 'hang up my stethoscope,'"* he said. *"However, I miss my colleagues, the wonderful work we did at the Clinic and my many patients who gave my life purpose for so many years. I've included Sansum Clinic in my estate plan, because Sansum was very good to me and I'm grateful for that. It may sound trite, by remembering Sansum, I'm 'giving back' and that's important to me."*

Ann Moore is a planned giving consultant. Sansum Clinic is pleased to offer Ann's services free of charge to anyone interested in including Sansum Clinic in their estate plan. For more information or to schedule an appointment, please contact **Dru A. Hartley**, Director of Philanthropy, at **(805) 681-7726** or dhartley@sansumclinic.org. 



Dr. James Barbabella


Sansum Clinic Legacy Society

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

Today, more than ever, philanthropic support is essential to our mission to provide an excellent healthcare experience, recognizing our first priority is the patients we serve. By leaving a lasting legacy to Sansum Clinic, you will long be remembered for your thoughtfulness and generosity. Your gift will provide future generations with the quality healthcare that you have come to expect – and receive – from our outstanding

physicians and healthcare providers at Sansum Clinic.

If you have already provided a gift in your estate plan, please let us know so we may thank you and include you as a member in our Legacy Society.

If you wish to leave a gift or would like information about the Legacy Society, please contact **Dru A. Hartley**, Director of Philanthropy, at **(805) 681-7726** or dhartley@sansumclinic.org. We can arrange a meeting with our gift planning specialist at your convenience and at no cost to you. 

We would like to acknowledge and thank the members of the Sansum Clinic Legacy Society ▼

Sansum Clinic Legacy Society Members

Thank you to our donors!

William R. Allen	Drs. JW and Sue Colin	Tim and Linda Gamble	Ardis O. Higgins*	John W. and Christine C. Morrisset	Anthony Spinella and Brenda Joyce-Spinella
Alves Family Living Trust*	Mr. and Mrs. Charles Cox	Dr. Daniel and Jean Gibson	James Kenneth Hill*	Esther A. Nielsen*	Ailie E. Sten*
Beatrice A. Askman*	Mr. and Mrs. Robert William Cox, Jr.*	Lucile R. Graham*	Daisy J. Hudson*	Herbert R. and Barbara Burke Peterson*	Jennifer Thomas
Charitable Foundation	Jennie T. Dearmin Trust	Ursula Parola Greditzer	The Ishibashi Trust*	Kurt N. Ransohoff, MD	Elna R. Thuesen*
Dr. James P. and Margaret B.* Barbabella	Robert G. and Elnora J. Cuillier*	Gloria Green	Paul Jaconette	C.H. Reisner*	The William L. Wayne and Marsha J. Wayne Family Trust
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H. Blake and Patricia McNamara Chatfield	Florence Mary Franco*	Melville H. Haskell, Jr., MD*	Ray and Vicky MacGregor	Richard* and Maryan Schall	
Mrs. Sharon L. Clenet-Purpero		Ethel Heller*	Dr. James V. and Christine McNamara	James D. Scheinfeld*	<i>*deceased</i>
			Dr. and Mrs. George Messerlian		



A Legacy of Giving



*Sansum Clinic friends and supporters **Bobbie and Eddie Rosenblatt** (left) and **Julie and Jack Nadel** (right).*

Financial Statements

Balance Sheet

Assets	2015	December 31, 2014
Current assets		
Cash and short-term investments	\$24,874	\$22,687
Patient accounts receivables	\$19,697	\$15,930
Other current assets	\$9,864	\$10,211
Total current assets	\$54,435	\$48,828
Property, plant and equipment, net of accumulated depreciation and amortization	\$54,221	\$53,285
Other assets		
Donor restricted assets	\$2,005	\$2,002
Other assets	\$11,501	\$12,142
Total other assets	\$13,506	\$14,144
	\$122,162	\$116,256

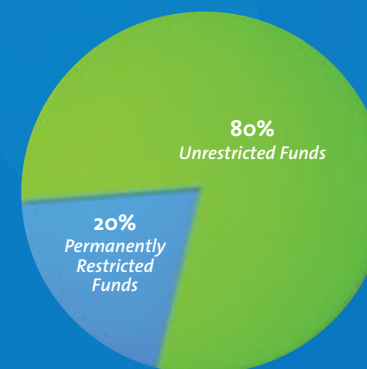
(Amounts in thousands)

Liabilities and Net Assets	2015	December 31, 2014
Current liabilities		
Accounts payable and accrued expenses	\$31,896	\$24,499
Current portion of long-term debt	\$3,782	\$4,595
Total current liabilities	\$35,678	\$29,094
Long-term liabilities		
Long-term debt	\$32,359	\$36,043
Other long-term liabilities	\$8,027	\$7,926
Total long-term liabilities	\$40,886	\$43,969
Net assets		
Unrestricted	\$39,066	\$36,486
Restricted	\$6,932	\$6,708
Total net assets	\$45,998	\$43,193
	\$122,162	\$116,256

(Amounts in thousands)

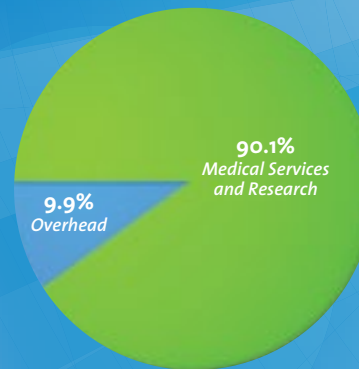
Endowment Funds

Endowment net asset composition by type of fund as of December 31, 2015 was as follows:



Functional Expenses

Sansum Clinic provides general healthcare services to residents within its geographic location. Expenses related to providing these services for 2015 are as follows:



Statement of Cash Flows	2015	December 31, 2014
Cash flows from operating activities		
Increase in net assets	\$2,404	\$5,032
Depreciation and amortization	\$8,004	\$7,293
Other changes in operating assets and liabilities	\$1,978	(\$5,684)
Net cash provided by operating activities	\$12,386	\$6,641
Cash flows from investing activities		
Net cash used in investing activities	(\$7,490)	(\$24,317)
Cash flows from financing activities		
Net cash provided used in financing activities	(\$2,898)	\$15,811
Net change in cash and cash equivalents	\$1,997	(\$1,865)
Cash and cash equivalents, beginning of year	\$19,742	\$21,607
Cash and cash equivalents, end of year	\$ 21,739	\$ 19,742

(Amounts in thousands)

Statement of Operations	2015	December 31, 2014
Revenues:		
Net patient service revenue	\$184,736	\$160,533
Premium revenue	\$68,545	\$67,987
Other revenue	\$11,420	\$6,888
Total unrestricted revenues, gains and other support	\$264,701	\$235,408
Expenses:		
Medical service contracts	\$84,271	\$82,703
Salaries and employee benefits	\$72,967	\$65,824
Medical and professional expense	\$73,877	\$58,566
Occupancy expense	\$10,881	\$9,267
Other expenses	\$21,840	\$16,805
Total expenses	\$263,836	\$233,165
Excess of revenues over expenses to fund clinical programs	\$866	\$2,243

(Amounts in thousands)

Thank You to Our Donors

Sansum Clinic gratefully acknowledges the generous support of our donors (gifts January 1 through December 31, 2015). Our donors serve an incredibly important role in helping us provide the high quality healthcare our community needs and deserves. Our ability to utilize the most advanced technology and deliver the most compassionate care is why Sansum Clinic is the first choice of 129,000 patients and why the community has been coming to us for their healthcare for 95 years.

Working together we can continue to better serve you, our patients and the community.

\$1,000,000+

Anonymous

Cancer Foundation of Santa Barbara

Jennie T. Dearmin Trust

\$500,000 - \$999,999

Virgil Elings, PhD

\$100,000 - \$499,999

Jeffrey and Judy Henley/
J & J Family Foundation

JL Foundation

Julie and Jack Nadel/
The Nadel Foundation

Mary Lynn and Warren Staley

\$50,000 - \$99,999

Anonymous

Mr. and Mrs. Paul W. Hartloff, Jr.

\$25,000 - \$49,999

Fredric and Joyce Lukas

Sansum Santa Barbara Medical Clinic, Inc.

Milton Warshaw and Maxine Prisyon/William H. Kearns Foundation

Mr. and Mrs. William H. Williams

\$10,000 - \$24,999

Guenter and June Ahlers

Bronwen Brindley, MD and John L. Warren

Cottage Health

Vicki and Bob Hazard

Vincent and Lies Jaccarino

Fred and Sarah Kass

Julie and Jamie Kellner

Tom Kenny and Susan McMillan

John Mithun and Mercedes Millington/John C. Mithun Foundation

Dr. Nancy O'Reilly/Women Connect4Good Foundation

Dr. and Mrs. Kurt N. Ransohoff

Bobbie and Eddie Rosenblatt

Maryan and Dick* Schall

David Schall, Caryn Schall, Janet Gothro and Diane Saglio in memory of Richard Schall

The Towbes Foundation

\$5,000 to \$9,999

Ben May Charitable Trust

Nancy Englander and Harold M. Williams

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Barbara N. Rubin Foundation

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Mrs. Jean K. Svoboda

Swanton Foundation

\$2,500 - \$4,999

Evan and Pat Aptaker

James N. Arabian and Mary B. Rogers

Beatrice A. Askman Charitable Foundation

Beneflex Insurance Services, Inc.

Mr. and Mrs. Kenneth Coates

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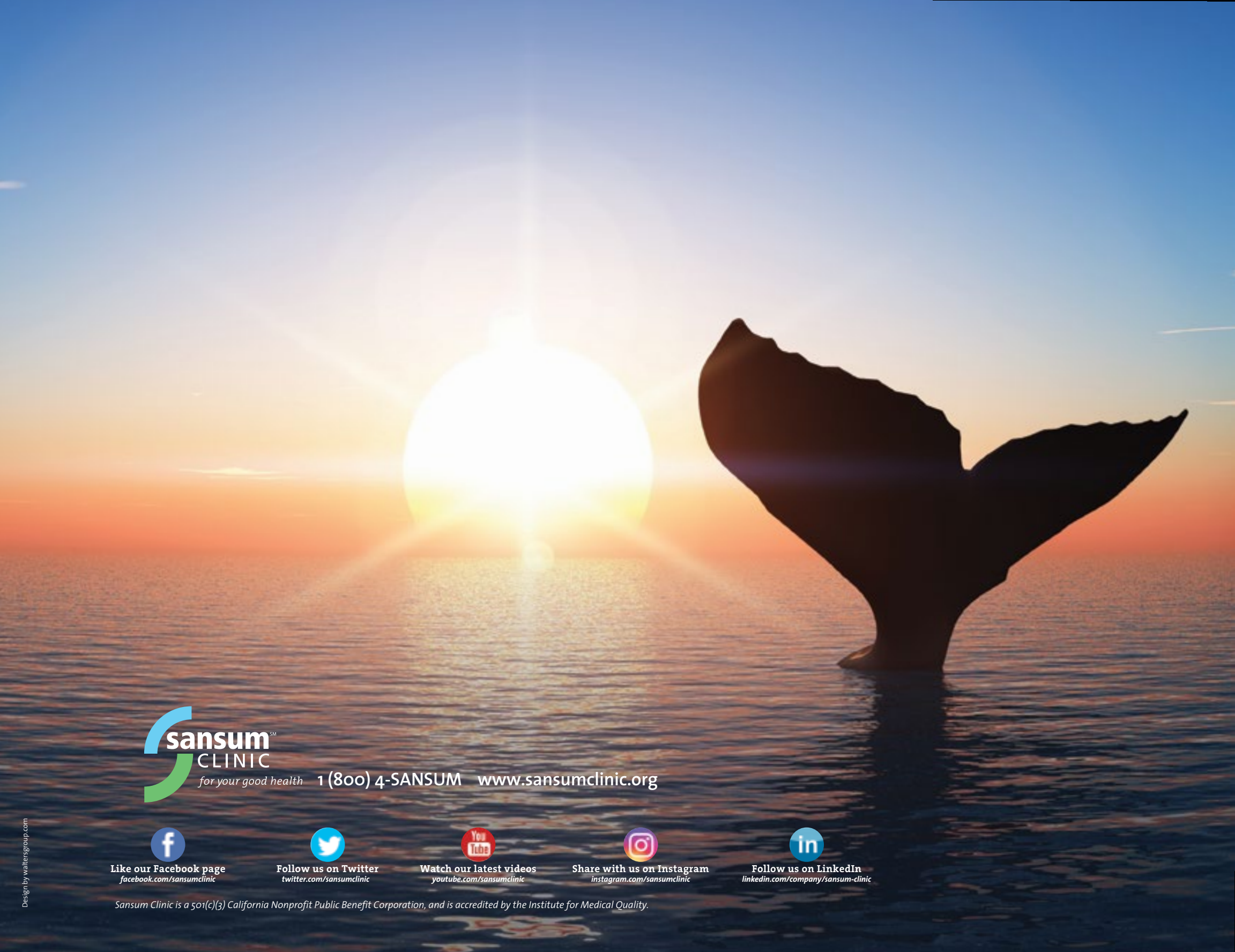
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