Paul Kempinski’s TOP FIVE celebrations from FY19

Paul Kempinski joined Children’s Mercy as President and CEO in November 2018, nearly halfway through FY19, one of the hospital’s most memorable years. Under his leadership, FY20 is shaping up to be another historic year with the opening of our Children’s Research Institute, new leadership initiatives and a new strategic plan to guide our team in serving the children of Kansas, Missouri and beyond.

Paul has had many accomplishments worth highlighting from his first year with the hospital, but here are his Top 5 moments to celebrate with you. At Children’s Mercy, every day is dedicated to making the world a better place for kids. Thank you for partnering with us to provide world-class care and comfort to the kids we serve today, and more answers and hope to the children of tomorrow.

1. Ranked in 10 specialties for the fifth year straight by U.S. News & World Report

2. New strategic plan to chart Children’s Mercy’s “Roadmap to the Future”

3. Elizabeth J. Ferrell Fetal Health Center delivers 1,000th baby

4. Partnership with Blue Valley School District, providing Children’s Mercy social workers in schools, results in 111% increase in suicide interventions

5. Mosaic Life Care becomes the sixth hospital in our Metropolitan Neonatal Service program providing on-site pediatric expertise and support for area NICUs
**FY19 Uses of Revenue**

$1.5 billion (approx. $3.7 million per day) required to provide world-class care at Children’s Mercy.

### Patient Revenue

- **47%** Outpatient
- **53%** Inpatient

### FY19 Sources of Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Patient Care Services</td>
<td>$1,356,200,758</td>
</tr>
<tr>
<td>Other Revenue and Investments</td>
<td>$25,812,194</td>
</tr>
<tr>
<td>Externally Funded Research</td>
<td>$25,624,848</td>
</tr>
<tr>
<td>Philanthropic Contributions*</td>
<td>$48,379,590</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$1,456,017,390</strong></td>
</tr>
</tbody>
</table>

*Includes generous gifts of both unrestricted and restricted donor funds, which fuel our ability to drive medical innovation.

### Who Pays the Bills

<table>
<thead>
<tr>
<th>Source</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Insurance</td>
<td>44.2%</td>
</tr>
<tr>
<td>Medicaid</td>
<td>48.6%</td>
</tr>
<tr>
<td>Other Government Programs</td>
<td>3.7%</td>
</tr>
<tr>
<td>Self-Pay and Other</td>
<td>3.5%</td>
</tr>
</tbody>
</table>
The feeling in the doctor’s office is anxious. Apprehensive. Quiet. Dr. Lalitha Gopineti holds up a quick sketch of a heart, complete with valves and chambers and points to different spots with her pen, explaining the procedure. “Does that make sense?” she asks.

For parents Cheyanna and Justin, these doctor’s appointments are regular, but they will never be routine. Echocardiograms. Heart monitors. Pointing out the places on their son’s body that are tinged blue to nurses and doctors. These are the realities of caring for a child with a congenital heart defect (CHD).

Their 7-month-old son, Holden, has already had one open heart procedure and Cheyanna and Justin are getting ready for his second. They’ve been fighting along with Holden since the moment he came into the world. Luckily, they haven’t had to fight alone.

Because of a first-of-its kind home-monitoring app, CHAMP® (Cardiac High Acuity Monitoring Program) created by innovators at Children’s Mercy, Cheyanna and Justin have a care team right in their home. Through CHAMP, parents have access to special tools, including an iPad that connects them to specialists any time of day, oxygen machines and more to monitor their child daily between medical visits.

Cheyanna and Justin both describe CHAMP as being central to Holden’s care. “Coming home with my baby was very scary and stressful for me. If anything happens, I mean any time of the night, they’re there,” Cheyanna says.

Love powers advanced medicine and makes our communities healthier. Programs like CHAMP are possible because of donor and community support.
590,075
Total visits

189,076
Emergency/Urgent Care visits

4,205
Telemedicine visits

20,262
Surgical cases

5,679
Transports
Thank You