



About the VMC Foundation

The Valley Medical Center Foundation is a nonprofit, charity organization (Federal Tax ID 77-0187890) that raises private donations from the community on behalf of Santa Clara Valley Medical Center (SCVMC) and the entire Santa Clara Valley Health & Hospital System (SCVHHS).

The Foundation seeks these funds to purchase equipment and support programs that improve the quality of care and access to medical treatment for all residents of Santa Clara County.

Founded in 1988, the VMC Foundation has raised over \$70 million in support of vital health programs and services since inception.

In addition to fundraising, the VMC Foundation performs a vital administrative role within the SCVHHS ecosystem. This function includes project management and reporting for grants, administration (i.e. accounting, deposits and disbursements) of 173 unique funds and the preparation of financial statements, audits and tax filings as required.

Lastly, the VMC Foundation maintains an event planning and program management arm to assist SCVMC with the execution of special events, conferences and other activities, as well as directly operating programs such as Reach Out and Read, Patient Wireless Interact Access, the VMC Farmers' Market and more.

About Santa Clara Valley Medical Center

SCVMC is the public, safety net health provider of Santa Clara County, California, comprising a 574-bed acute care hospital, as well as community-based outpatient and specialty clinics. SCVMC provides health services to 1 in 4 residents of Santa Clara County and has an open door policy that guarantees everyone access to care, regardless of ability to pay. It is owned and operated by the County of Santa Clara and affiliated with the Stanford University School of Medicine.

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Our best year. Our hardest year.

This report is supposed to be about 2014. But really, it's about a journey that started back in 2003, when I was given the fortunate task of rebooting the Valley Medical Center Foundation.

Back then, the Foundation was barely raising \$100,000 a year and lacked systems for just about everything.

Needless to say, things have changed.

Thanks to the encouragement of County and VMC leadership, a great board, staff and thousands upon thousands of supporters, we have built the VMC Foundation into something that can meaningfully impact change on behalf of the patients of Valley Medical Center.

Yet, as I survey the challenges facing VMC today, I'm reminded that there is never a time to declare victory and coast on the goodwill of past success. For years now, the people who come to work at VMC each day have been asked to do more. See more patients. Open more facilities. Improve quality and safety. The pace of change has been unrelenting. The VMC Foundation must hold itself to the same standard.

So in 2014, we set our largest fundraising goal ever by seeking \$25 million to launch a Women and Children's Center at VMC. We have never taken on something so ambitious. But if these past 10 years of progress mean anything, it's a challenge we simply must meet.

The year 2014 was our best for many reasons, some of which you'll read in this report. But it was also our hardest, because the tasks before us have never been larger, and the consequences of failure never more severe.

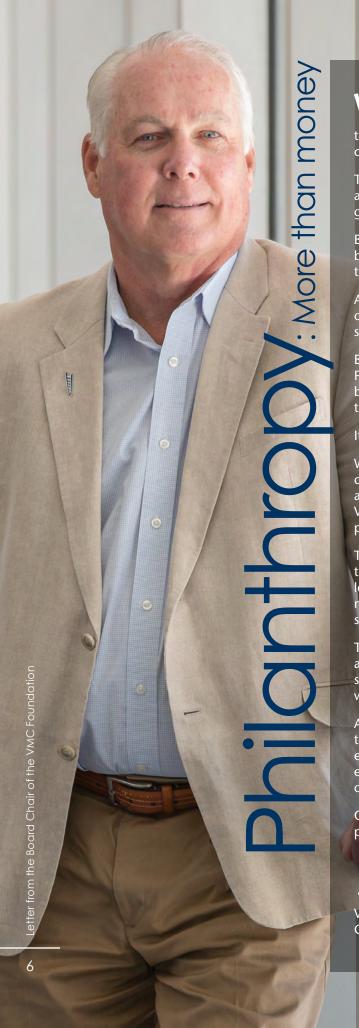
It is a duty that I will gladly accept, because the cause of making quality healthcare available to all is a cause that I embrace with all my heart.

To all who made 2014 so extraordinary, thank you. We will spend 2015 working just as hard to be worthy of your support.

In Service,

E. Christopher Wilder, Executive Director The Valley Medical Center Foundation





When the VMC Foundation was founded in 1988, the idea was simple. In support of VMC's mission to provide quality healthcare to all citizens of Santa Clara County, a nonprofit foundation would be created to raise charitable contributions on its behalf.

Thanks to decades of tireless service to the community, VMC could already draw upon hundreds of community supporters, retired staff and grateful patients who wanted to help.

But it did not have a vehicle to channel fundraising efforts. So local boosters came together and founded a community-based, nonprofit arm that became the VMC Foundation we know today.

At the time, the raison d'être for creating a new, independent organization was mostly practical. VMC needed a nonprofit partner to solicit and collect donations.

But as the years have passed and the partnership between the Foundation, VMC and the County of Santa Clara deepened, it has become apparent that the real value of philanthropy is not just the money.

It is about the champions that philanthropy creates.

When the VMC Foundation is at its best, we are not just creating donors. We are nurturing life-long supporters who will lend their time and treasure, become advocates for VMC in the community, champion VMC at the local ballot box, and push us all to be better on behalf of the patients we serve.

That support mattered in 2008 when voters had to approve a tax on themselves to rebuild VMC, and it mattered in 2014 when community leaders from across the political spectrum held firm that the sale of local nonprofit hospitals could not be allowed to undermine VMC and our safety net.

This partnership between a public hospital and the community makes all of us stronger. It gives VMC a meaningful and lasting reservoir of support that strengthens a hospital that – sooner or later – nearly all of us will need.

As Chair of the Board of Directors of the VMC Foundation, I am proud to be a part of an organization that supports Santa Clara County's most essential hospital. I am inspired by the amazing people who go to work each day at VMC and do extraordinary things, and humbled by the opportunity to lend a hand.

Our last year was one of our more successful, but hopefully only a preview of what is to come. I hope to see you along the way.

Vice President and Senior Private Client Advisor, City National Bank Chair, The VMC Foundation Board of Directors



May 28, 2015

The past year brought change and growth to Santa Clara Valley Medical Center. Implementing healthcare reform, expanding electronic health records and initiating numerous patient improvement projects are positively impacting the care and service delivery. The collaborative work within the organization and with our community partners is making an incredible difference.

As we continue to make changes and improvements, the access to care and capacity to see more patients is occurring in both the clinics and hospital. The financial status is continuously improving to support the ability to update technology, recruit excellent physicians and providers, hire frontline staff to support growth, and continue to provide high quality care to our patients and community. Here are just some examples of the excellent work we do:

- SCVMC is one of the safest hospitals to have a baby in the State, with a low primary cesarean section rate of 16% (10% lower than state average).
- Our Stroke Center has the lowest risk adjusted Mortality Rate for Acute Ischemic Stroke than any other Joint Commission accredited Stroke Center in the County.
- Patients discharged from our Rehabilitation Center for stroke, spinal cord injury and brain injury demonstrate some of the best functional independence measures in the nation.
- Our nurses have been recognized by the Collaborative Alliance for Nursing Outcomes for their
 excellence, demonstrated by the low to zero rate of hospital acquired pressure ulcers and falls
 with injury.
- The SCVMC Sobrato Cancer Center is the only county hospital cancer center in California to achieve certification by the American Society of Clinical Oncology Quality Oncology Practice Initiative, demonstrating a continued commitment to best practices in cancer care

Thanks to the steadfast support of County leaders, supporters, employees, patients and their families we are well positioned to continue to serve our entire community into the future. I am especially thankful to the thousands of individuals, families, private foundations and corporations that made a charitable contribution to the VMC Foundation this past year. Donor support undoubtedly helps us deliver better care to more people and ensure healthier lives. We truly appreciate the support

and it does make a significant difference.

The strength of SCVMC reflects the values and ideals of this community. We are proud to take care of the residents of our community, and to all who support and stand with us, thank you again.

Paul E. Lorenz, CEO, Santa Clara Valley Medical Center

2014 Fundraising & Programs at Work

VMC Foundation fundraising and programs enabled the following in 2014



■ 11,581,633 in donations and other revenue in 2014





■ \$64,589 in goods and services donated in-kind



■ 250 patients enrolled in the grant-funded Heart Failure Transitions of Care Program



2,391 unique ◀ donors made a gift to the VMC Foundation in 2014



■ 10,557 people engaged at VMC Foundation events





■ 39,112 free books distributed to kids during well-child exams



54 hospital tours for donors, VIPs, community leaders and VMC supporters



■ 912 participants raised money for VMC Pediatrics at the Sheriff's Heroes Run, presented by SAP



3,000 free bikes built and donated to needy kids through VMC Foundation's Turning Wheels for Kids program



■ \$5.75 million
pledged to
kick-off campaign
for a Women
and Children's
Center at VMC



39 SCI patients received iPads through the CHNF iPad Gift Project



■ 84 cents out of every dollar donated went to programs and services in 2014



▼ 752 family members of fragile newborns received support from a NICU Family Support Specialist



1,867

received follow-up breastfeeding support after they returned home

■ 1,867 new moms



■ 2,326 customers served at the VMC Foundation Farmers' Market



■ 135 maternity care staff received professional bereavement training



◀ 4,445 primary care patients were served via 9,805 appointments at VHC Sunnyvale



■ 1,840 volunteers engaged in VMC Foundation community service projects and events



◀ 1,097 dental patients were served via 3,082 appointments at VHC Sunnyvale



■ 86 women received cell-free fetal DNA testing, a new type of genetic screening



◀ 125 kids and 316 family members received free legal help from the Medical-Legal Partnership Clinic



Helping Silicon Valley Care

2014 Donors

VMC Foundation donors come from all walks of life: grateful patients, hospital staff, corporations and private foundations big and small. In 2014, the VMC Foundation had a total revenue of \$11,581,633, including gifts from more than 2,300 unique donors. Many gave in tribute to a colleague or a loved one, while others targeted a specific cause or hospital department. No matter the amount or reason for the donation, the impact is better health for all.

Donors by Type Individual
Donors by Dollar Amount Individual

















\$1 million+

El Camino Healthcare District The Health Trust John & Ann Rademakers

\$100,000 - \$999,999

California Wellness Foundation Craig H. Neilsen Foundation FIRST 5 Santa Clara County Ghisolfo 2000 Revocable Trust SCVMC Volunteer Auxiliary Sharks Foundation

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CareMeridian, LLC National Processing Company Novo Construction Joe Parisi Rescare. Inc.

\$20,000 - \$49,999

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The VMC Foundation makes every effort to recognize our donors accurately. If you are listed incorrectly, please contact Gail Cuevas at (408) 885-5299 so we can update our records for future listings.

Miguel & Christina Wong

Steven & Gena Zevanove

Michelle Zaffa

Amelia Zavala

Financial Statements

Financial Statements

Per federal, state and local requirements, the VMC Foundation is obligated to undergo and make publicly available an independent audit report every fiscal year. The report includes a Statement of Financial Position, Statement of Activities, and a Statement of Functional Expenses. The complete report – available online at vmcfoundation.org – includes all related notes to these statements.





INDEPENDENT AUDITORS' REPORT

To the Board of Directors of VMC Foundation, San Jose, California

We have audited the accompanying financial statements of VMC Foundation (the "Foundation," a California nonprofit public benefit corporation), which comprise the statements of financial position as of December 31, 2014 and 2013, and the related statements of activities and changes in net assets, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of VMC Foundation as of December 31, 2014 and 2013, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Lee + Associetes, LLP

San Jose, California, May 27, 2015

nancial Statements

Statement of Financial Position

ASSETS	DEC 31, 2014	DEC 31, 2013
Cash and cash equivalents	\$1,458,062	\$1,716,319
Pledges receivable, net	7,928,658	3,404,238
Accounts receivable	262,602	241,066
Prepaid expenses	24,843	35,474
Inventory	21,320	18,372
Investments	2,198,459	2,876,039
Cash surrender value of life insurance	68,918	45,237
Investments restricted for permanent endowment	10,000	10,000
Property and equipment, net	6,807	13,920
Total assets	11,979,669	8,360,665
LIABILITIES AND NET ASSETS	DEC 31, 2014	DEC 31, 2013
Liabilities:		
Accounts payable and accrued liabilities	\$123,488	\$411,855
Deferred grants	-	259,606
Deferred revenue	88,096	15,000
Total liabilities	211,584	686,461
	,	000,101
Net Assets:	,	000,101
	1,046,581	620,076
Net Assets:	,	·
Net Assets: Unrestricted	1,046,581	620,076
Net Assets: Unrestricted Temporarily restricted	1,046,581 10,711,504	620,076 7,044,128

Financial Statements

Statement of Activities

FOR THE YEAR ENDED DECEMBER 31, 2014

REVENUE AND SUPPORT	UNRESTRICTED	TEMPORARILY RESTRICTED	PERMANENTLY RESTRICTED	TOTAL
Grants	\$29,361	\$7,048,956	-	\$7,078,317
Contributions	2,434,183	1,244,035	-	3,678,218
Service fees	394,123	_	-	394,123
Contributions in-kind	85,664	32,760	-	118,424
Special events, net	139,837	-	-	139,837
Investment income	69,888	_	_	69,888
Sale of merchandise, net	52,735	-	-	52,735
Gain on life insurance	23,681	_	-	23,681
Other revenues	26,410	_	-	26,410
Net assets released from restriction	4,658,375	(4,658,375)	_	-
Total Revenue and Support	7,914,257	3,667,376	-	11,581,633

EXPENSES	UNRESTRICTED	TEMPORARILY RESTRICTED	PERMANENTLY RESTRICTED	TOTAL
Program services	\$6,252,478	-	-	\$6,252,478
Supporting services				
Management and general	367,156	-	-	367,156
Fundraising	868,118	_	-	868,118
Total expenses	7,487,752	-	-	7,487,752

NET ASSETS	UNRESTRICTED	TEMPORARILY RESTRICTED	PERMANENTLY RESTRICTED	TOTAL
Change in net assets	\$426,505	\$3,667,376	-	\$4,093,881
Net assets, beginning of year	620,076	7,044,128	10,000	7,674,204
Net assets, end of year	1,046,581	10,711,504	10,000	11,768,085

-inancial Statement

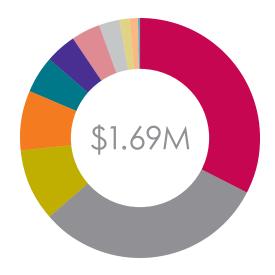
Statement of Functional Expenses

FOR THE YEAR ENDED DECEMBER 31, 2014

EXPENSES	PROGRAM SERVICE EXPENSE	MANAGEMENT & GENERAL	FUNDRAISING	TOTAL SUPPORT SERVICES	TOTAL PROGRAM + SUPPORT SERVICES
Assistance to U.S. entities	\$4,338,817	-	-	-	\$4,338,817
Salaries and wages	515,827	122,348	571,368	693,716	1,209,543
Employee benefits	38,725	13,886	25,857	39,743	78,468
Payroll taxes	36,390	13,908	36,248	50,156	86,546
Retirement contributions	-	28,839	-	28,839	28,839
Management and contractor fees	550,277	29,013	29,946	58,959	609,236
Conferences, events and meetings	265,418	3,806	16,208	20,014	285,432
Advertising and promotions	92,048	_	77,775	77,775	169,823
In-kind expenses	77,765	6,727	33,932	40,659	118,424
Travel	90,519	719	5,924	6,643	97,162
Computer expenses	76,683	2,282	11,260	13,542	90,225
Staff training and recognition	70,014	4,226	1,498	5,724	75,738
Printing, mailing and postage	19,830	2,956	45,460	48,416	68,246
Office expenses and supplies	42,751	6,917	6,663	13,580	56,331
Insurance	2,608	49,922	-	49,922	52,530
Bank and investment fees	13,875	21,117	1,998	23,115	36,990
Accounting and professional expenses	1,692	30,626	945	31,571	33,263
Other expenses	18,889	96	3,036	3,132	22,021
Bad debt	350	17,569	-	17,569	17,919
Depreciation	_	7,113	_	7,113	7,113
Legal	-	5,086	_	5,086	5,086
Total expenses	6,252,478	367,156	868,118	1,235,274	7,487,752

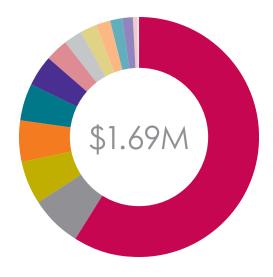
Operating Revenues and Expenses

As an independent 501c3 nonprofit organization, the VMC Foundation must pay for operating expenses via fundraising and other revenue generating activities. Operating expenses include but are not limited to costs for personnel, insurance, marketing, audit and tax filings. The sources of these revenues, as well as a breakdown of operating expenses, are detailed below. These revenues and expenses pertain to operational costs only. They do not reflect the entire scope of VMC Foundation fundraising for programs, capital purchases and other initiatives that benefit the Santa Clara Valley Health & Hospital System.



OPERATING REVENUE

Management fees	\$552,947.61
County of Santa Clara	530,000.00
VMC and County employee giving	166,274.69
Individual or corporate contributions	135,803.78
County of Santa Clara in-kind rent	84,089.64
Investment revenue	69,887.13
Withdrawal from 2013 reserves	69,487.60
Other income	43,886.35
Grants	25,000.00
Direct mail	19,203.00
In-kind	1,977.98
Total operating revenue	1,698,537.78



OPERATING EXPENSES

Wages	\$1,002,120.89
Benefits	118,096.04
Marketing	97,863.03
Contractors	95,440.30
County of Santa Clara in-kind rent	84,089.64
Payroll taxes	73,935.28
Insurance	49,921.68
Other	41,343.27
Telecom, computer and IT expenses	37,791.17
Accounting, legal, tax and filing fees	35,473.74
Retirement	28,838.59
Banking and investment fees	23,294.48
Equipment and depreciation	8,351.69
In-kind	1,977.98
Total operating expenses	1,698,537.78





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