

030 Sacred Heart Hospital
 900 W Clairemont Ave
 Eau Claire, WI 54701
 715-839-4121

Type: GMS - General Medical & Surgical
 Control: Religious Organization
 Fiscal Year: 07/01/2002 to 06/30/2003

County: Eau Claire
 Analysis Area: West Central (5A)
 Volume Group: 6

| Selected Utilization Statistics | FY 2003 | All GMS Hospitals | | Analysis Area 5A | | Volume Group 6 | | FY 2003 vs. 2002 | |
|---|---------|-------------------|-------|------------------|-------|----------------|-------|------------------|-------|
| | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2002 | Ratio |
| Occupancy Rate (%) | | | | | | | | | |
| Adult Medical-Surgical | 69.3% | 58.2% | 1.19 | 42.8% | 1.62 | 58.3% | 1.19 | 70.0% | 0.99 |
| Obstetrics | 34.5% | 39.8% | 0.87 | 28.2% | 1.22 | 39.4% | 0.88 | 29.5% | 1.17 |
| Pediatrics | 0.0% | 48.9% | N/A | 12.6% | N/A | 67.2% | N/A | 0.0% | N/A |
| Total Hospital | 60.2% | 56.2% | 1.07 | 41.5% | 1.45 | 53.3% | 1.13 | 61.6% | 0.98 |
| Average Census (Patients) | | | | | | | | | |
| Adult Medical-Surgical | 69.3 | 31.7 | 2.19 | 14.1 | 4.92 | 48.6 | 1.43 | 70.0 | 0.99 |
| Obstetrics | 8.3 | 5.1 | 1.62 | 1.9 | 4.36 | 7.4 | 1.12 | 7.7 | 1.08 |
| Pediatrics | 0.0 | 2.0 | N/A | 0.1 | N/A | 7.4 | N/A | 0.0 | N/A |
| Total Hospital | 116.8 | 54.7 | 2.14 | 21.1 | 5.54 | 92.2 | 1.27 | 120.7 | 0.97 |
| Average Length of Stay (Days) | | | | | | | | | |
| Adult Medical-Surgical | 4.6 | 3.9 | 1.17 | 3.3 | 1.39 | 3.9 | 1.17 | 4.6 | 0.99 |
| Obstetrics | 2.4 | 2.4 | 0.98 | 2.3 | 1.02 | 2.5 | 0.94 | 2.3 | 1.02 |
| Pediatrics | 0.0 | 2.4 | N/A | 2.1 | N/A | 2.1 | N/A | 0.0 | N/A |
| Total Hospital | 4.9 | 4.5 | 1.10 | 3.7 | 1.33 | 4.3 | 1.15 | 5.0 | 0.99 |
| Surgical Operations | | | | | | | | | |
| Inpatient | 2,348 | 1,579 | 1.49 | 605 | 3.88 | 2,793 | 0.84 | 2,459 | 0.95 |
| Outpatient | 1,993 | 3,500 | 0.57 | 1,319 | 1.51 | 6,435 | 0.31 | 3,132 | 0.64 |
| Inpatient as % of All Surgeries | 54.1% | 31.1% | 1.74 | 31.5% | 1.72 | 30.3% | 1.79 | 44.0% | 1.23 |
| Outpatient Visits | | | | | | | | | |
| Non-Emergency Visits | 97,316 | 78,926 | 1.23 | 34,876 | 2.79 | 156,399 | 0.62 | 117,882 | 0.83 |
| Emergency Visits | 23,024 | 14,405 | 1.60 | 6,706 | 3.43 | 24,284 | 0.95 | 24,083 | 0.96 |
| Full-Time Equivalents (FTEs) | | | | | | | | | |
| Administrators | 7.0 | 16.5 | 0.42 | 8.1 | 0.86 | 31.7 | 0.22 | 6.0 | 1.17 |
| Nurses, Licensed | 253.9 | 164.2 | 1.55 | 71.4 | 3.56 | 279.4 | 0.91 | 234.9 | 1.08 |
| Ancillary Nursing Personnel | 103.6 | 57.5 | 1.80 | 28.0 | 3.70 | 103.2 | 1.00 | 115.6 | 0.90 |
| All Other Personnel | 601.4 | 379.9 | 1.58 | 162.0 | 3.71 | 711.9 | 0.84 | 524.1 | 1.15 |
| Total FTEs | 965.9 | 618.1 | 1.56 | 269.6 | 3.58 | 1,126.2 | 0.86 | 880.6 | 1.10 |
| FTEs per 100 Patient Census (Adjusted) | | | | | | | | | |
| Administrators | 3.5 | 16.7 | 0.21 | 17.8 | 0.20 | 17.8 | 0.20 | 2.9 | 1.22 |
| Nurses, Licensed | 127.9 | 166.1 | 0.77 | 156.2 | 0.82 | 157.3 | 0.81 | 113.1 | 1.13 |
| Ancillary Nursing Personnel | 52.2 | 58.2 | 0.90 | 61.2 | 0.85 | 58.1 | 0.90 | 55.7 | 0.94 |
| All Other Personnel | 302.9 | 384.3 | 0.79 | 354.3 | 0.85 | 400.9 | 0.76 | 252.4 | 1.20 |
| Total FTEs | 486.4 | 625.4 | 0.78 | 589.5 | 0.83 | 634.2 | 0.77 | 424.0 | 1.15 |

Total Hospital:
 Beds Set Up & Staffed 194
 Discharges 8,640
 Inpatient Days 42,641

Contract with:
 Health Maintenance Organization (HMO) Yes
 Preferred Provider Organization (PPO) Yes

Medicare-certified Swing Beds:
 Beds Set Up & Staffed 0
 Discharges 0
 Inpatient Days 0

Newborn Nursery:
 Bassinets 15
 Total Births 939
 Newborn Days 2,003

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| Inpatient Service Area | Level of Service* | Beds Set Up & Staffed 06/30/2003 | Discharges & Transfers** | Patient Days of Care | Occupancy Rate (%) | Average Census (Patients) | Average Length of Stay (Days) |
|---------------------------------------|-------------------|----------------------------------|--------------------------|----------------------|--------------------|---------------------------|-------------------------------|
| General Medical-Surgical | | | | | | | |
| Adult Medical-Surgical, Acute | 1 | 100 | 5,529 | 25,301 | 69.3% | 69.3 | 4.6 |
| Orthopedic | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Rehabilitation & Physical Medicine | 1 | 24 | 507 | 6,205 | 70.8% | 17.0 | 12.2 |
| Hospice | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Acute Long-Term Care | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Other Acute | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Pediatric, acute | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Obstetrics | 1 | 24 | 1,285 | 3,024 | 34.5% | 8.3 | 2.4 |
| Psychiatric | 1 | 29 | 1,079 | 5,130 | 48.5% | 14.1 | 4.8 |
| Alcoholism/chemical dependency | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| ICU/CCU | | | | | | | |
| Medical-Surgical Intensive Care | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Cardiac Intensive Unit | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Pediatric Intensive Care | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Burn Care | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Mixed Intensive Care | 1 | 12 | 142 | 2,981 | 68.1% | 8.2 | 21.0 |
| Step-Down (Special Care) | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Neonatal Intensive/Intermediate Care | 2 | 5 | 98 | 414 | 22.7% | 1.1 | 4.2 |
| Other Intensive Care | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Subacute care | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Other inpatient | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |

Note: data should be used only in rows; do not summarize columns.

* 1 = Provided-Distinct Unit, 2 = Provided-Not Distinct Unit, 3 = Available in Network
4 = Contracted, 5 = Service Not Provided

** Transfers, which may be estimated, refer only to those between units.

| Occupation | Number Full-Time | Number Part-Time | Number FTE | Occupation | Number Full-Time | Number Part-Time | Number FTE |
|---|------------------|------------------|------------|---------------------------------------|------------------|------------------|--------------|
| Administrators/Assistant Administrators | 7 | 0 | 7.0 | Radiological Services Personnel | 40 | 39 | 58.1 |
| Physicians & Dentists | 2 | 0 | 2.0 | Occupational Therapists | 8 | 8 | 11.2 |
| Medical & Dental Residents | 0 | 0 | 0.0 | Occupational Therapy Assistants/Aides | 1 | 6 | 2.6 |
| Registered Nurses | 125 | 204 | 222.9 | Physical Therapists | 10 | 11 | 17.4 |
| Certified Nurse Midwives | 0 | 0 | 0.0 | Physical Therapy Assistants/Aides | 5 | 5 | 6.1 |
| Licensed Practical Nurses | 18 | 26 | 31.0 | Recreational Therapists | 1 | 0 | 1.0 |
| Ancillary Nursing Personnel | 72 | 78 | 103.6 | Psychologists | 0 | 0 | 0.0 |
| Physician Assistants | 1 | 0 | 1.0 | Social Workers | 4 | 2 | 4.5 |
| Nurse Practitioners | 0 | 0 | 0.0 | All Other Health Professionals | 23 | 36 | 46.0 |
| Medical Records Personnel | 11 | 0 | 11.0 | All Other Personnel | 324 | 157 | 377.5 |
| Pharmacy Personnel | 10 | 9 | 11.4 | | | | |
| Clinical Laboratory Personnel | 39 | 24 | 51.7 | | | | |
| | | | | Total | 701 | 605 | 965.9 |

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| Selected Financial Statistics | FY 2003 | All GMS Hospitals | | Analysis Area | | Volume Group | | FY 2003 vs. 2002 | | |
|--|--------------|-------------------|---------|---------------|---------|--------------|---------|------------------|---------|------|
| | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2002 | Ratio | |
| Gross Revenue as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$82,282,821 | 45.0% | 41.6% | 1.08 | 44.0% | 1.02 | 38.4% | 1.17 | 45.6% | 0.99 |
| Medical Assistance | \$18,444,214 | 10.1% | 9.7% | 1.04 | 8.2% | 1.23 | 10.1% | 1.00 | 9.0% | 1.12 |
| Commercial | \$69,178,509 | 37.8% | 42.4% | 0.89 | 42.2% | 0.90 | 46.7% | 0.81 | 36.0% | 1.05 |
| All Other | \$13,041,484 | 7.1% | 6.2% | 1.15 | 5.6% | 1.27 | 4.9% | 1.45 | 9.4% | 0.76 |
| Deductions as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$48,331,933 | 26.4% | 24.8% | 1.07 | 24.0% | 1.10 | 23.5% | 1.12 | 25.9% | 1.02 |
| Medical Assistance | \$15,195,241 | 8.3% | 6.7% | 1.24 | 5.4% | 1.54 | 6.8% | 1.22 | 7.0% | 1.19 |
| Commercial | \$15,756,893 | 8.6% | 9.4% | 0.92 | 6.6% | 1.30 | 11.6% | 0.74 | 8.1% | 1.06 |
| Charity Care | \$2,301,027 | 1.3% | 1.1% | 1.14 | 0.8% | 1.57 | 1.0% | 1.26 | 1.5% | 0.84 |
| All Other | \$795,894 | 0.4% | 1.3% | 0.33 | 1.1% | 0.40 | 1.5% | 0.29 | 0.5% | 0.87 |
| Total Deductions | \$82,380,988 | 45.0% | 43.3% | 1.04 | 38.0% | 1.18 | 44.4% | 1.01 | 43.1% | 1.04 |
| Other Revenue & Net Gains or Losses | | | | | | | | | | |
| Other Revenue as % of Total Revenue | | 3.2% | 4.8% | 0.68 | 3.0% | 1.08 | 7.5% | 0.43 | 3.4% | 0.96 |
| Net Gains/Losses as % of Net Income | | 47.6% | 12.0% | 3.97 | 36.4% | 1.31 | 15.2% | 3.13 | 20.4% | 2.34 |
| Expenses as % of Total Expenses | | | | | | | | | | |
| Salary/Fringe Benefits | \$51,417,182 | 53.2% | 48.0% | 1.11 | 52.3% | 1.02 | 48.5% | 1.10 | 53.1% | 1.00 |
| Supplies & Services | \$36,161,137 | 37.4% | 40.2% | 0.93 | 36.4% | 1.03 | 40.0% | 0.94 | 37.3% | 1.00 |
| Capital Component | \$6,221,973 | 6.4% | 8.7% | 0.74 | 8.1% | 0.79 | 8.8% | 0.73 | 7.0% | 0.92 |
| Bad Debt | \$2,824,980 | 2.9% | 3.1% | 0.94 | 3.2% | 0.91 | 2.7% | 1.08 | 2.7% | 1.08 |
| Fiscal Statistics | | | | | | | | | | |
| Operating Margin (%) | | 7.0% | 6.4% | 1.10 | 9.3% | 0.76 | 6.7% | 1.05 | 8.1% | 0.87 |
| Total Hospital Net Income (%) | | 12.6% | 7.1% | 1.78 | 12.6% | 1.00 | 7.8% | 1.62 | 10.0% | 1.26 |
| Return on Equity (%) | | 10.4% | 11.2% | 0.93 | 16.4% | 0.63 | 11.7% | 0.89 | 8.2% | 1.27 |
| Current Ratio | | 1.5 | 2.5 | 0.62 | 2.6 | 0.59 | 2.6 | 0.59 | 1.7 | 0.91 |
| Days in Net Patient Accounts Receivable | | 57.3 | 56.1 | 1.02 | 71.7 | 0.80 | 62.7 | 0.91 | 62.2 | 0.92 |
| Average Payment Period | | 62.0 | 52.7 | 1.18 | 50.2 | 1.24 | 48.8 | 1.27 | 54.9 | 1.13 |
| Equity Financing (%) | | 80.2% | 57.8% | 1.39 | 67.2% | 1.19 | 59.8% | 1.34 | 80.7% | 0.99 |
| Long-Term Debt to Equity Ratio | | 0.1 | 0.5 | 0.22 | 0.3 | 0.37 | 0.4 | 0.28 | 0.1 | 1.12 |
| Times Interest Earned | | 20.1 | 5.4 | 3.73 | 11.2 | 1.80 | 6.0 | 3.36 | 12.2 | 1.65 |
| Total Asset Turnover | | 0.6 | 0.9 | 0.69 | 0.8 | 0.78 | 0.9 | 0.69 | 0.6 | 1.03 |
| Average Age of Plant (Years) | | 9.5 | 9.6 | 0.99 | 9.2 | 1.03 | 9.5 | 1.00 | 9.1 | 1.04 |
| Increase (Decrease) Total Net Patient Revenue | | 7.5% | 10.1% | 0.74 | 12.0% | 0.63 | 10.5% | 0.71 | N/A | N/A |
| Outpatient Gross Revenue (% of Total GPR) | | 41.2% | 44.7% | 0.92 | 53.8% | 0.77 | 48.1% | 0.86 | 42.4% | 0.97 |
| Net Revenue Statistics | | | | | | | | | | |
| Inpatient Net Revenue per Discharge | \$6,923 | | \$8,772 | 0.79 | \$6,018 | 1.15 | \$8,121 | 0.85 | \$6,233 | 1.11 |
| Inpatient Net Revenue per Day | \$1,387 | | \$1,944 | 0.71 | \$1,550 | 0.89 | \$1,904 | 0.73 | \$1,255 | 1.11 |
| Outpatient Net Revenue per Visit | \$344 | | \$373 | 0.92 | \$375 | 0.92 | \$348 | 0.99 | \$273 | 1.26 |

| Income Statement | | Assets | | Liabilities & Fund Balances | |
|-----------------------------|---------------|-----------------------------------|---------------|----------------------------------|---------------|
| Gross Patient Revenue (GPR) | \$182,947,028 | Cash & Cash Equivalents | \$4,394,468 | Current Liabilities | \$15,583,551 |
| Less Deductions | \$82,380,988 | Net Patient Receivables | \$15,797,135 | Long-Term Debt | \$15,047,450 |
| Net Patient Revenue | \$100,566,040 | Other Receivables | \$296,699 | Other Liabilities | \$2,566,491 |
| Plus Other Revenue | \$3,376,765 | | | Subtotal | \$33,197,492 |
| Total Revenue | \$103,942,805 | Land, Buildings & Equipment (Net) | \$49,414,204 | Unrestricted Fund Balance | \$134,270,627 |
| Less Expenses | \$96,625,272 | Other Assets | \$97,565,613 | Restricted Fund Balance | \$7,844,289 |
| Non-Operating Gains/Losses | \$6,660,542 | | | Total Liabilities & Fund Balance | \$167,468,119 |
| Net Income | \$13,978,075 | Total Assets | \$167,468,119 | | |