

198 OakLeaf Surgical Hospital
 3802 W Oakwood Mall Dr
 Eau Claire, WI 54701
 715-831-8130

Type: GMS - General Medical & Surgical
 Control: Partnership
 Fiscal Year: 01/01/2003 to 12/31/2003

County: Eau Claire
 Analysis Area: West Central (5A)
 Volume Group: 3

Selected Utilization Statistics	FY 2003	All GMS Hospitals		Analysis Area 5A		Volume Group 3		FY 2003 vs. 2002	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2002	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	22.8%	58.2%	0.39	42.8%	0.53	38.6%	0.59	9.8%	2.33
Obstetrics	0.0%	39.8%	N/A	28.2%	N/A	22.5%	N/A	0.0%	N/A
Pediatrics	0.0%	48.9%	N/A	12.6%	N/A	10.7%	N/A	0.0%	N/A
Total Hospital	22.8%	56.2%	0.41	41.5%	0.55	33.3%	0.68	9.8%	2.33
Average Census (Patients)									
Adult Medical-Surgical	3.0	31.7	0.09	14.1	0.21	7.6	0.39	1.3	2.28
Obstetrics	0.0	5.1	N/A	1.9	N/A	0.9	N/A	0.0	N/A
Pediatrics	0.0	2.0	N/A	0.1	N/A	0.1	N/A	0.0	N/A
Total Hospital	3.0	54.7	0.05	21.1	0.14	9.4	0.32	1.3	2.28
Average Length of Stay (Days)									
Adult Medical-Surgical	2.6	3.9	0.68	3.3	0.80	3.1	0.85	1.6	1.65
Obstetrics	0.0	2.4	N/A	2.3	N/A	2.3	N/A	0.0	N/A
Pediatrics	0.0	2.4	N/A	2.1	N/A	1.9	N/A	0.0	N/A
Total Hospital	2.6	4.5	0.59	3.7	0.71	3.1	0.85	1.7	1.55
Surgical Operations									
Inpatient	411	1,579	0.26	605	0.68	266	1.55	267	1.54
Outpatient	4,539	3,500	1.30	1,319	3.44	1,159	3.92	3,189	1.42
Inpatient as % of All Surgeries	8.3%	31.1%	0.27	31.5%	0.26	18.7%	0.44	7.7%	1.08
Outpatient Visits									
Non-Emergency Visits	4,539	78,926	0.06	34,876	0.13	25,394	0.18	3,189	1.42
Emergency Visits	0	14,405	N/A	6,706	N/A	5,723	N/A	0	N/A
Full-Time Equivalents (FTEs)									
Administrators	2.0	16.5	0.12	8.1	0.25	4.6	0.43	1.0	2.00
Nurses, Licensed	31.4	164.2	0.19	71.4	0.44	41.0	0.77	35.3	0.89
Ancillary Nursing Personnel	11.0	57.5	0.19	28.0	0.39	15.2	0.72	7.8	1.40
All Other Personnel	15.8	379.9	0.04	162.0	0.10	97.9	0.16	14.3	1.10
Total FTEs	60.1	618.1	0.10	269.6	0.22	158.7	0.38	58.5	1.03
FTEs per 100 Patient Census (Adjusted)									
Administrators	7.7	16.7	0.46	17.8	0.43	17.5	0.44	7.3	1.06
Nurses, Licensed	121.1	166.1	0.73	156.2	0.78	154.9	0.78	256.6	0.47
Ancillary Nursing Personnel	42.2	58.2	0.73	61.2	0.69	57.6	0.73	56.9	0.74
All Other Personnel	60.9	384.3	0.16	354.3	0.17	370.2	0.16	104.2	0.58
Total FTEs	232.0	625.4	0.37	589.5	0.39	600.2	0.39	425.0	0.55

Total Hospital:
 Beds Set Up & Staffed 13
 Discharges 410
 Inpatient Days 1,082

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 0
 Total Births 0
 Newborn Days 0

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2003	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	13	410	1,082	22.8%	3.0	2.6
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	4	0	0	0	0.0%	0.0	0.0
Hospice	4	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	4	0	0	0	0.0%	0.0	0.0
Pediatric, acute	4	0	0	0	0.0%	0.0	0.0
Obstetrics	4	0	0	0	0.0%	0.0	0.0
Psychiatric	4	0	0	0	0.0%	0.0	0.0
Alcoholism/chemical dependency	4	0	0	0	0.0%	0.0	0.0
ICU/CCU							
Medical-Surgical Intensive Care	4	0	0	0	0.0%	0.0	0.0
Cardiac Intensive Unit	4	0	0	0	0.0%	0.0	0.0
Pediatric Intensive Care	5	0	0	0	0.0%	0.0	0.0
Burn Care	5	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	4	0	0	0	0.0%	0.0	0.0
Step-Down (Special Care)	5	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	5	0	0	0	0.0%	0.0	0.0
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	2	0	2.0	Radiological Services Personnel	1	1	1.8
Physicians & Dentists	0	0	0.0	Occupational Therapists	0	0	0.0
Medical & Dental Residents	0	0	0.0	Occupational Therapy Assistants/Aides	0	0	0.0
Registered Nurses	14	27	31.4	Physical Therapists	0	0	0.0
Certified Nurse Midwives	0	0	0.0	Physical Therapy Assistants/Aides	0	0	0.0
Licensed Practical Nurses	0	0	0.0	Recreational Therapists	0	0	0.0
Ancillary Nursing Personnel	10	2	11.0	Psychologists	0	0	0.0
Physician Assistants	0	0	0.0	Social Workers	0	0	0.0
Nurse Practitioners	0	0	0.0	All Other Health Professionals	0	0	0.0
Medical Records Personnel	2	0	2.0	All Other Personnel	9	3	11.0
Pharmacy Personnel	1	0	1.0				
Clinical Laboratory Personnel	0	0	0.0				
				Total	39	33	60.1

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Selected Financial Statistics	FY 2003	All GMS Hospitals		Analysis Area 5A		Volume Group 3		FY 2003 vs. 2002		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2002	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$9,277,236	31.2%	41.6%	0.75	44.0%	0.71	41.8%	0.75	32.5%	0.96
Medical Assistance	\$1,565,392	5.3%	9.7%	0.54	8.2%	0.64	8.5%	0.62	2.2%	2.39
Commercial	\$17,739,056	59.7%	42.4%	1.41	42.2%	1.41	44.1%	1.35	61.2%	0.97
All Other	\$1,153,006	3.9%	6.2%	0.63	5.6%	0.69	5.7%	0.68	4.1%	0.95
Deductions as % of Total Gross Patient Revenue										
Medicare	\$7,627,889	25.7%	24.8%	1.03	24.0%	1.07	21.6%	1.19	26.9%	0.95
Medical Assistance	\$856,044	2.9%	6.7%	0.43	5.4%	0.53	4.8%	0.60	1.1%	2.62
Commercial	\$3,042,808	10.2%	9.4%	1.09	6.6%	1.55	7.5%	1.36	11.2%	0.91
Charity Care	\$0	0.0%	1.1%	N/A	0.8%	N/A	0.6%	N/A	0.0%	N/A
All Other	\$461,328	1.6%	1.3%	1.19	1.1%	1.41	0.7%	2.22	1.4%	1.11
Total Deductions	\$11,988,069	40.3%	43.3%	0.93	38.0%	1.06	35.1%	1.15	40.6%	0.99
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		1.0%	4.8%	0.21	3.0%	0.34	4.0%	0.26	0.0%	N/A
Net Gains/Losses as % of Net Income		0.0%	12.0%	N/A	36.4%	N/A	16.2%	N/A	-0.2%	N/A
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$4,736,208	34.3%	48.0%	0.72	52.3%	0.66	50.5%	0.68	34.6%	0.99
Supplies & Services	\$6,295,857	45.6%	40.2%	1.14	36.4%	1.25	36.6%	1.25	38.5%	1.19
Capital Component	\$2,763,229	20.0%	8.7%	2.30	8.1%	2.47	9.5%	2.11	27.0%	0.74
Bad Debt	\$0	0.0%	3.1%	N/A	3.2%	N/A	3.4%	N/A	0.0%	N/A
Fiscal Statistics										
Operating Margin (%)		23.1%	6.4%	3.60	9.3%	2.48	8.9%	2.59	12.8%	1.80
Total Hospital Net Income (%)		23.1%	7.1%	3.25	12.6%	1.83	9.2%	2.51	12.8%	1.80
Return on Equity (%)		92.8%	11.2%	8.29	16.4%	5.66	13.1%	7.09	35.1%	2.64
Current Ratio		2.0	2.5	0.80	2.6	0.77	3.3	0.61	2.0	1.00
Days in Net Patient Accounts Receivable		52.6	56.1	0.94	71.7	0.73	74.2	0.71	68.3	0.77
Average Payment Period		44.5	52.7	0.84	50.2	0.89	53.3	0.83	48.2	0.92
Equity Financing (%)		38.2%	57.8%	0.66	67.2%	0.57	57.1%	0.67	41.3%	0.93
Long-Term Debt to Equity Ratio		1.3	0.5	2.59	0.3	4.32	0.5	2.59	1.1	1.18
Times Interest Earned		7.2	5.4	1.34	11.2	0.65	5.8	1.25	3.2	2.27
Total Asset Turnover		1.5	0.9	1.71	0.8	1.92	0.8	1.92	1.1	1.40
Average Age of Plant (Years)		2.3	9.6	0.24	9.2	0.25	8.8	0.26	1.6	1.41
Increase (Decrease) Total Net Patient Revenue		22.3%	10.1%	2.21	12.0%	1.86	12.2%	1.83	N/A	N/A
Outpatient Gross Revenue (% of Total GPR)		88.6%	44.7%	1.98	53.8%	1.65	64.5%	1.37	89.2%	0.99
Net Revenue Statistics										
Inpatient Net Revenue per Discharge		\$4,284	\$8,772	0.49	\$6,018	0.71	\$4,913	0.87	\$5,877	0.73
Inpatient Net Revenue per Day		\$1,623	\$1,944	0.84	\$1,550	1.05	\$1,393	1.17	\$2,939	0.55
Outpatient Net Revenue per Visit		\$3,523	\$373	9.44	\$375	9.39	\$349	10.09	\$4,053	0.87

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$29,734,690	Cash & Cash Equivalents	\$113,707	Current Liabilities	\$1,426,900
Less Deductions	\$11,988,069	Net Patient Receivables	\$2,556,053	Long-Term Debt	\$5,773,290
Net Patient Revenue	\$17,746,621	Other Receivables	\$0	Other Liabilities	\$0
Plus Other Revenue	\$184,881			Subtotal	\$7,200,190
Total Revenue	\$17,931,502	Land, Buildings & Equipment (Net)	\$8,800,593	Unrestricted Fund Balance	\$4,455,982
Less Expenses	\$13,795,294	Other Assets	\$185,819	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	\$0	Total Assets	\$11,656,172	Total Liabilities & Fund Balance	\$11,656,172
Net Income	\$4,136,208				