

**016 Boscobel Area Health Care**  
 205 Parker St  
 Boscobel, WI 53805  
 608-375-4112

Type:           GMS - General Medical & Surgical  
 Control:       Other Not-For-Profit  
 Fiscal Year:   Jul 1 to Jun 30

County:       Grant  
 Analysis Area: Southern (1)  
 Volume Group: 2

| Selected Utilization Statistics               | FY 2004 | All GMS Hospitals |       | Analysis Area<br>1 |       | Volume Group<br>2 |       | FY 2004 vs. 2003 |       |
|---|---------|-------------------|-------|--------------------|-------|-------------------|-------|------------------|-------|
|   |         | Value             | Ratio | Value              | Ratio | Value             | Ratio | FY 2003          | Ratio |
| <b>Occupancy Rate (%)</b>                     |         |                   |       |                    |       |                   |       |                  |       |
| Adult Medical-Surgical                        | 15.1%   | 59.8%             | 0.25  | 56.0%              | 0.27  | 28.9%             | 0.52  | 18.8%            | 0.80  |
| Obstetrics                                    | 17.9%   | 40.6%             | 0.44  | 42.5%              | 0.42  | 13.7%             | 1.31  | 18.2%            | 0.98  |
| Pediatrics                                    | 0.0%    | 50.6%             | N/A   | 49.0%              | N/A   | 4.4%              | N/A   | 0.0%             | N/A   |
| Total Hospital                                | 25.4%   | 56.6%             | 0.45  | 56.4%              | 0.45  | 28.4%             | 0.89  | 28.7%            | 0.88  |
| <b>Average Census (Patients)</b>              |         |                   |       |                    |       |                   |       |                  |       |
| Adult Medical-Surgical                        | 3.6     | 32.3              | 0.11  | 30.9               | 0.12  | 5.6               | 0.65  | 4.5              | 0.80  |
| Obstetrics                                    | 0.4     | 5.4               | 0.07  | 5.0                | 0.07  | 1.0               | 0.36  | 0.4              | 0.98  |
| Pediatrics                                    | 0.0     | 2.1               | N/A   | 1.8                | N/A   | 0.0               | N/A   | 0.0              | N/A   |
| Total Hospital                                | 11.2    | 55.0              | 0.20  | 55.0               | 0.20  | 7.0               | 1.59  | 12.6             | 0.88  |
| <b>Average Length of Stay (Days)</b>          |         |                   |       |                    |       |                   |       |                  |       |
| Adult Medical-Surgical                        | 3.2     | 3.9               | 0.83  | 3.6                | 0.90  | 3.0               | 1.08  | 3.5              | 0.93  |
| Obstetrics                                    | 2.0     | 2.4               | 0.85  | 2.0                | 1.02  | 2.3               | 0.89  | 2.0              | 1.02  |
| Pediatrics                                    | 0.0     | 2.4               | N/A   | 3.3                | N/A   | 1.8               | N/A   | 0.0              | N/A   |
| Total Hospital                                | 3.0     | 4.4               | 0.67  | 4.4                | 0.67  | 3.1               | 0.96  | 3.2              | 0.94  |
| <b>Surgical Operations</b>                    |         |                   |       |                    |       |                   |       |                  |       |
| Inpatient                                     | 113     | 1,553             | 0.07  | 1,617              | 0.07  | 185               | 0.61  | 142              | 0.80  |
| Outpatient                                    | 326     | 3,651             | 0.09  | 5,045              | 0.06  | 1,265             | 0.26  | 401              | 0.81  |
| Inpatient as % of All Surgeries               | 25.7%   | 29.9%             | 0.86  | 24.3%              | 1.06  | 12.8%             | 2.01  | 26.2%            | 0.98  |
| <b>Outpatient Visits</b>                      |         |                   |       |                    |       |                   |       |                  |       |
| Non-Emergency Visits                          | 2,537   | 80,062            | 0.03  | 119,084            | 0.02  | 21,311            | 0.12  | 2,564            | 0.99  |
| Emergency Visits                              | 1,338   | 14,837            | 0.09  | 14,741             | 0.09  | 5,141             | 0.26  | 1,377            | 0.97  |
| <b>Full-Time Equivalents (FTEs)</b>           |         |                   |       |                    |       |                   |       |                  |       |
| Administrators                                | 0.0     | 17.5              | N/A   | 14.3               | N/A   | 3.6               | N/A   | 0.0              | N/A   |
| Nurses, Licensed                              | 28.9    | 168.8             | 0.17  | 183.2              | 0.16  | 34.9              | 0.83  | 27.7             | 1.04  |
| Ancillary Nursing Personnel                   | 12.3    | 34.3              | 0.36  | 30.8               | 0.40  | 7.3               | 1.69  | 14.6             | 0.85  |
| All Other Personnel                           | 83.5    | 405.3             | 0.21  | 504.1              | 0.17  | 77.5              | 1.08  | 83.4             | 1.00  |
| Total FTEs                                    | 124.8   | 626.0             | 0.20  | 732.4              | 0.17  | 123.4             | 1.01  | 125.6            | 0.99  |
| <b>FTEs per 100 Patient Census (Adjusted)</b> |         |                   |       |                    |       |                   |       |                  |       |
| Administrators                                | 0.0     | 17.4              | N/A   | 12.3               | N/A   | 17.1              | N/A   | 0.0              | N/A   |
| Nurses, Licensed                              | 150.3   | 167.9             | 0.90  | 157.3              | 0.96  | 165.3             | 0.91  | 137.9            | 1.09  |
| Ancillary Nursing Personnel                   | 64.0    | 34.2              | 1.87  | 26.4               | 2.42  | 34.7              | 1.84  | 72.4             | 0.88  |
| All Other Personnel                           | 434.2   | 403.1             | 1.08  | 432.8              | 1.00  | 366.7             | 1.18  | 415.0            | 1.05  |
| Total FTEs                                    | 648.4   | 622.6             | 1.04  | 628.8              | 1.03  | 583.9             | 1.11  | 625.4            | 1.04  |

**Total Hospital:**  
 Beds Set Up & Staffed   44  
 Discharges               1,377  
 Inpatient Days           4,086

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

**Medicare-certified Swing Beds:**  
 Beds Set Up & Staffed   1  
 Discharges               37  
 Inpatient Days           268

**Newborn Nursery:**  
 Bassinets               2  
 Total Births           64  
 Newborn Days         118

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| Inpatient Service Area                | Level of Service* | Beds Set Up & Staffed Jun 30, 2004 | Discharges & Transfers** | Patient Days of Care | Occupancy Rate (%) | Average Census (Patients) | Average Length of Stay (Days) |
|---------------------------------------|-------------------|------------------------------------|--------------------------|----------------------|--------------------|---------------------------|-------------------------------|
| <b>General Medical-Surgical</b>       |                   |                                    |                          |                      |                    |                           |                               |
| Adult Medical-Surgical, Acute         | 1                 | 24                                 | 408                      | 1,323                | 15.1%              | 3.6                       | 3.2                           |
| Orthopedic                            | 2                 | 0                                  | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Rehabilitation & Physical Medicine    | 2                 | 0                                  | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Hospice                               | 2                 | 0                                  | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Acute Long-Term Care                  | 2                 | 0                                  | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Other Acute                           | 5                 | 0                                  | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| <b>Pediatric, acute</b>               | 2                 | 0                                  | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| <b>Obstetrics</b>                     | 1                 | 2                                  | 64                       | 131                  | 17.9%              | 0.4                       | 2.0                           |
| <b>Psychiatric</b>                    | 1                 | 16                                 | 851                      | 2,606                | 44.5%              | 7.1                       | 3.1                           |
| <b>Alcoholism/chemical dependency</b> | 2                 | 0                                  | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| <b>ICU/CCU</b>                        |                   |                                    |                          |                      |                    |                           |                               |
| Medical-Surgical Intensive Care       | 1                 | 2                                  | 23                       | 25                   | 3.4%               | 0.1                       | 1.1                           |
| Cardiac Intensive Unit                | 5                 | 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                  | 5                 | 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                           |
| <b>Subacute care</b>                  | 5                 | 0                                  | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| <b>Other inpatient</b>                | 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 | 0                | 0                | 0.0        | Radiological Services Personnel       | 3                | 1                | 3.2          |
| Physicians & Dentists                   | 5                | 0                | 5.0        | Respiratory Therapists                | 0                | 1                | 0.8          |
| Medical & Dental Residents              | 0                | 0                | 0.0        | Occupational Therapists               | 1                | 0                | 1.0          |
| Registered Nurses                       | 15               | 15               | 23.1       | Occupational Therapy Assistants/Aides | 0                | 2                | 0.9          |
| Certified Nurse Midwives                | 0                | 0                | 0.0        | Physical Therapists                   | 1                | 2                | 1.9          |
| Licensed Practical Nurses               | 4                | 3                | 4.9        | Physical Therapy Assistants/Aides     | 0                | 3                | 2.0          |
| Ancillary Nursing Personnel             | 7                | 10               | 12.3       | Recreational Therapists               | 0                | 0                | 0.0          |
| Physician Assistants                    | 1                | 0                | 1.0        | Dietitians & Nutritionists            | 0                | 0                | 0.0          |
| Nurse Practitioners                     | 0                | 1                | 0.9        | Psychologists                         | 1                | 0                | 1.0          |
| Medical Records Personnel               | 8                | 1                | 8.1        | Social Workers                        | 2                | 4                | 3.1          |
| Pharmacy Personnel                      | 1                | 2                | 2.1        | All Other Health Professionals        | 3                | 3                | 4.2          |
| Clinical Laboratory Personnel           | 5                | 0                | 5.0        | All Other Personnel                   | 38               | 17               | 43.6         |
| Surgical Personnel                      | 0                | 1                | 0.6        | <b>Total</b>                          | <b>95</b>        | <b>66</b>        | <b>124.8</b> |

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| Selected Financial Statistics                            | FY 2004     | All GMS Hospitals |         | Analysis Area |         | Volume Group |         | FY 2004 vs. 2003 |         |      |
|--|-------------|-------------------|---------|---------------|---------|--------------|---------|------------------|---------|------|
|  |             | Value             | Ratio   | Value         | Ratio   | Value        | Ratio   | FY 2003          | Ratio   |      |
| <b>Gross Revenue as % of Total Gross Patient Revenue</b> |             |                   |         |               |         |              |         |                  |         |      |
| Medicare   | \$7,252,002 | 35.2%             | 41.6%   | 0.85          | 39.2%   | 0.90         | 41.1%   | 0.86             | 39.5%   | 0.89 |
| Medical Assistance                                       | \$4,554,610 | 22.1%             | 10.2%   | 2.16          | 8.0%    | 2.76         | 11.2%   | 1.97             | 20.5%   | 1.08 |
| Commercial   | \$5,924,937 | 28.7%             | 41.9%   | 0.69          | 46.2%   | 0.62         | 41.4%   | 0.69             | 30.9%   | 0.93 |
| All Other  | \$2,893,564 | 14.0%             | 6.2%    | 2.26          | 6.7%    | 2.09         | 6.3%    | 2.23             | 9.1%    | 1.54 |
| <b>Deductions as % of Total Gross Patient Revenue</b>    |             |                   |         |               |         |              |         |                  |         |      |
| Medicare   | \$3,279,615 | 15.9%             | 25.3%   | 0.63          | 22.3%   | 0.71         | 19.5%   | 0.82             | 23.0%   | 0.69 |
| Medical Assistance                                       | \$1,907,072 | 9.2%              | 7.5%    | 1.23          | 5.7%    | 1.62         | 6.3%    | 1.47             | 5.3%    | 1.74 |
| Commercial   | \$2,161,455 | 10.5%             | 9.6%    | 1.09          | 11.2%   | 0.94         | 8.0%    | 1.31             | 6.6%    | 1.60 |
| Charity Care   | \$82,098    | 0.4%              | 1.1%    | 0.36          | 1.4%    | 0.28         | 0.7%    | 0.57             | 0.2%    | 1.88 |
| All Other  | \$406,915   | 2.0%              | 1.3%    | 1.52          | 1.6%    | 1.23         | 1.0%    | 1.97             | 2.5%    | 0.78 |
| Total Deductions   | \$7,837,155 | 38.0%             | 44.8%   | 0.85          | 42.2%   | 0.90         | 35.7%   | 1.06             | 37.6%   | 1.01 |
| <b>Other Revenue &amp; Net Gains or Losses</b>           |             |                   |         |               |         |              |         |                  |         |      |
| Other Revenue as % of Total Revenue                      |             | 1.0%              | 4.5%    | 0.22          | 8.7%    | 0.11         | 2.5%    | 0.39             | 1.1%    | 0.90 |
| Net Gains/Losses as % of Net Income                      |             | -38.5%            | 15.4%   | N/A           | 24.8%   | N/A          | 4.9%    | N/A              | 24.9%   | N/A  |
| <b>Expenses as % of Total Expenses</b>                   |             |                   |         |               |         |              |         |                  |         |      |
| Salary/Fringe Benefits                                   | \$8,180,277 | 61.0%             | 48.4%   | 1.26          | 50.4%   | 1.21         | 52.3%   | 1.17             | 59.1%   | 1.03 |
| Supplies & Services                                      | \$3,748,781 | 27.9%             | 39.5%   | 0.71          | 38.4%   | 0.73         | 34.9%   | 0.80             | 27.2%   | 1.03 |
| Capital Component  | \$1,178,663 | 8.8%              | 8.8%    | 1.00          | 8.2%    | 1.07         | 8.6%    | 1.02             | 10.6%   | 0.83 |
| Bad Debt   | \$304,974   | 2.3%              | 3.4%    | 0.67          | 2.9%    | 0.78         | 4.2%    | 0.54             | 3.1%    | 0.73 |
| <b>Fiscal Statistics</b>                                 |             |                   |         |               |         |              |         |                  |         |      |
| Operating Margin (%)                                     |             | -3.9%             | 6.5%    | N/A           | 5.8%    | N/A          | 11.3%   | N/A              | 0.7%    | N/A  |
| Total Hospital Net Income (%)                            |             | -2.8%             | 7.6%    | N/A           | 7.6%    | N/A          | 11.8%   | N/A              | 0.9%    | N/A  |
| Return on Equity (%)                                     |             | -9.0%             | 11.5%   | N/A           | 14.3%   | N/A          | 26.2%   | N/A              | 2.7%    | N/A  |
| Current Ratio  |             | 2.0               | 2.6     | 0.77          | 2.3     | 0.87         | 2.8     | 0.72             | 1.9     | 1.06 |
| Days in Net Patient Accounts Receivable                  |             | 57.6              | 52.8    | 1.09          | 55.4    | 1.04         | 61.9    | 0.93             | 49.3    | 1.17 |
| Average Payment Period                                   |             | 42.7              | 53.7    | 0.80          | 50.0    | 0.85         | 48.2    | 0.89             | 49.3    | 0.87 |
| Equity Financing (%)                                     |             | 50.0%             | 57.5%   | 0.87          | 48.1%   | 1.04         | 51.5%   | 0.97             | 50.4%   | 0.99 |
| Long-Term Debt to Equity Ratio                           |             | 0.6               | 0.5     | 1.25          | 0.7     | 0.90         | 0.6     | 1.05             | 0.6     | 1.05 |
| Times Interest Earned                                    |             | -1.6              | 6.2     | N/A           | 6.0     | N/A          | 8.7     | N/A              | 1.4     | N/A  |
| Total Asset Turnover                                     |             | 1.6               | 0.9     | 1.78          | 0.9     | 1.78         | 1.1     | 1.46             | 1.5     | 1.06 |
| Average Age of Plant (Years)                             |             | 12.6              | 9.1     | 1.38          | 9.5     | 1.32         | 9.5     | 1.32             | 12.0    | 1.04 |
| Increase (Decrease) Total Net Patient Revenue            |             | 2.4%              | 9.1%    | 0.26          | 9.7%    | 0.25         | 10.5%   | 0.23             | 4.2%    | 0.57 |
| Outpatient Gross Revenue (% of Total GPR)                |             | 42.0%             | 45.3%   | 0.93          | 45.1%   | 0.93         | 66.6%   | 0.63             | 37.2%   | 1.13 |
| <b>Net Revenue Statistics</b>                            |             |                   |         |               |         |              |         |                  |         |      |
| Inpatient Net Revenue per Discharge                      |             | \$5,367           | \$9,256 | 0.58          | \$9,628 | 0.56         | \$5,444 | 0.99             | \$6,049 | 0.89 |
| Inpatient Net Revenue per Day                            |             | \$1,743           | \$2,088 | 0.83          | \$2,198 | 0.79         | \$1,545 | 1.13             | \$1,810 | 0.96 |
| Outpatient Net Revenue per Visit                         |             | \$1,342           | \$404   | 3.32          | \$284   | 4.72         | \$364   | 3.69             | \$1,060 | 1.27 |

| Income Statement            |              | Assets                            |             | Liabilities & Fund Balances      |             |
|-----------------------------|--------------|-----------------------------------|-------------|----------------------------------|-------------|
| Gross Patient Revenue (GPR) | \$20,625,113 | Cash & Cash Equivalents           | \$576,151   | Current Liabilities              | \$1,495,758 |
| Less Deductions             | \$7,837,155  | Net Patient Receivables           | \$2,011,144 | Long-Term Debt                   | \$2,526,356 |
| Net Patient Revenue         | \$12,787,958 | Other Receivables                 | \$0         | Other Liabilities                | \$0         |
| Plus Other Revenue          | \$125,182    |                                   |             | Subtotal                         | \$4,022,114 |
| Total Revenue               | \$12,913,140 | Land, Buildings & Equipment (Net) | \$4,796,191 | Unrestricted Fund Balance        | \$4,026,141 |
| Less Expenses               | \$13,412,695 | Other Assets                      | \$664,769   | Restricted Fund Balance          | \$351,916   |
| Non-Operating Gains/Losses  | \$138,763    |                                   |             | Total Liabilities & Fund Balance | \$8,048,255 |
| Net Income                  | -\$360,792   | Total Assets                      | \$8,048,255 |                                  |             |