

**020 St Joseph's Hospital**  
 2661 Cty Rd I  
 Chippewa Falls, WI 54729

Type:           GMS - General Medical & Surgical  
 Control:       Religious Organization  
 Fiscal Year:   Jul 1 to Jun 30

County:        Chippewa  
 Analysis Area: West Central (5A)  
 Volume Group: 5

| Selected Utilization Statistics               | FY 2004 | All GMS Hospitals |       | Analysis Area 5A |       | Volume Group 5 |       | FY 2004 vs. 2003 |       |
|---|---------|-------------------|-------|------------------|-------|----------------|-------|------------------|-------|
|   |         | Value             | Ratio | Value            | Ratio | Value          | Ratio | FY 2003          | Ratio |
| <b>Occupancy Rate (%)</b>                     |         |                   |       |                  |       |                |       |                  |       |
| Adult Medical-Surgical                        | 40.1%   | 59.8%             | 0.67  | 50.1%            | 0.80  | 51.8%          | 0.77  | 25.7%            | 1.56  |
| Obstetrics                                    | 29.0%   | 40.6%             | 0.71  | 30.2%            | 0.96  | 33.8%          | 0.86  | 20.8%            | 1.39  |
| Pediatrics                                    | 0.0%    | 50.6%             | N/A   | 13.8%            | N/A   | 19.7%          | N/A   | 0.0%             | N/A   |
| Total Hospital                                | 40.3%   | 56.6%             | 0.71  | 45.9%            | 0.88  | 48.9%          | 0.82  | 35.3%            | 1.14  |
| <b>Average Census (Patients)</b>              |         |                   |       |                  |       |                |       |                  |       |
| Adult Medical-Surgical                        | 16.0    | 32.3              | 0.50  | 13.9             | 1.15  | 26.2           | 0.61  | 16.7             | 0.96  |
| Obstetrics                                    | 2.9     | 5.4               | 0.54  | 2.0              | 1.45  | 3.7            | 0.78  | 2.7              | 1.07  |
| Pediatrics                                    | 0.0     | 2.1               | N/A   | 0.1              | N/A   | 0.6            | N/A   | 0.0              | N/A   |
| Total Hospital                                | 41.9    | 55.0              | 0.76  | 20.9             | 2.00  | 39.4           | 1.06  | 44.9             | 0.93  |
| <b>Average Length of Stay (Days)</b>          |         |                   |       |                  |       |                |       |                  |       |
| Adult Medical-Surgical                        | 2.9     | 3.9               | 0.74  | 3.2              | 0.90  | 3.5            | 0.82  | 2.9              | 1.00  |
| Obstetrics                                    | 2.3     | 2.4               | 0.95  | 2.3              | 0.99  | 2.3            | 0.99  | 2.2              | 1.04  |
| Pediatrics                                    | 0.0     | 2.4               | N/A   | 1.9              | N/A   | 2.3            | N/A   | 0.0              | N/A   |
| Total Hospital                                | 4.2     | 4.4               | 0.96  | 3.7              | 1.15  | 3.8            | 1.12  | 4.3              | 0.99  |
| <b>Surgical Operations</b>                    |         |                   |       |                  |       |                |       |                  |       |
| Inpatient                                     | 661     | 1,553             | 0.43  | 568              | 1.16  | 1,201          | 0.55  | 698              | 0.95  |
| Outpatient                                    | 2,271   | 3,651             | 0.62  | 1,503            | 1.51  | 3,237          | 0.70  | 2,102            | 1.08  |
| Inpatient as % of All Surgeries               | 22.5%   | 29.9%             | 0.75  | 27.4%            | 0.82  | 27.1%          | 0.83  | 24.9%            | 0.90  |
| <b>Outpatient Visits</b>                      |         |                   |       |                  |       |                |       |                  |       |
| Non-Emergency Visits                          | 44,666  | 80,062            | 0.56  | 31,425           | 1.42  | 67,729         | 0.66  | 48,741           | 0.92  |
| Emergency Visits                              | 16,158  | 14,837            | 1.09  | 6,740            | 2.40  | 16,387         | 0.99  | 15,610           | 1.04  |
| <b>Full-Time Equivalents (FTEs)</b>           |         |                   |       |                  |       |                |       |                  |       |
| Administrators                                | 42.3    | 17.5              | 2.41  | 6.5              | 6.50  | 12.6           | 3.35  | 45.0             | 0.94  |
| Nurses, Licensed                              | 147.9   | 168.8             | 0.88  | 72.3             | 2.05  | 144.7          | 1.02  | 117.4            | 1.26  |
| Ancillary Nursing Personnel                   | 45.7    | 34.3              | 1.33  | 13.8             | 3.31  | 24.8           | 1.84  | 33.7             | 1.36  |
| All Other Personnel                           | 312.9   | 405.3             | 0.77  | 182.2            | 1.72  | 367.2          | 0.85  | 280.4            | 1.12  |
| Total FTEs                                    | 548.7   | 626.0             | 0.88  | 274.9            | 2.00  | 549.3          | 1.00  | 476.4            | 1.15  |
| <b>FTEs per 100 Patient Census (Adjusted)</b> |         |                   |       |                  |       |                |       |                  |       |
| Administrators                                | 42.4    | 17.4              | 2.44  | 14.2             | 2.99  | 13.9           | 3.05  | 44.8             | 0.95  |
| Nurses, Licensed                              | 148.6   | 167.9             | 0.88  | 157.2            | 0.95  | 159.7          | 0.93  | 116.8            | 1.27  |
| Ancillary Nursing Personnel                   | 45.9    | 34.2              | 1.34  | 30.1             | 1.52  | 27.4           | 1.67  | 33.5             | 1.37  |
| All Other Personnel                           | 314.4   | 403.1             | 0.78  | 396.1            | 0.79  | 405.3          | 0.78  | 279.0            | 1.13  |
| Total FTEs                                    | 551.3   | 622.6             | 0.89  | 597.6            | 0.92  | 606.3          | 0.91  | 474.1            | 1.16  |

**Total Hospital:**  
 Beds Set Up & Staffed   104  
 Discharges               3,611  
 Inpatient Days           15,322

**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               12  
 Total Births            460  
 Newborn Days          1,123

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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                 | 40                                 | 2,039                    | 5,867                | 40.1%              | 16.0                      | 2.9                           |
| Orthopedic                            | 2                 | 0                                  | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| Rehabilitation & Physical Medicine    | 5                 | 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                           | 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                 | 10                                 | 466                      | 1,060                | 29.0%              | 2.9                       | 2.3                           |
| <b>Psychiatric</b>                    | 5                 | 0                                  | 0                        | 0                    | 0.0%               | 0.0                       | 0.0                           |
| <b>Alcoholism/chemical dependency</b> | 1                 | 48                                 | 1,106                    | 7,471                | 42.5%              | 20.4                      | 6.8                           |
| <b>ICU/CCU</b>                        |                   |                                    |                          |                      |                    |                           |                               |
| 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                 | 6                                  | 231                      | 924                  | 42.1%              | 2.5                       | 4.0                           |
| Step-Down (Special Care)              | 2                 | 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 | 40               | 3                | 42.3       | Radiological Services Personnel       | 9                | 11               | 18.8         |
| Physicians & Dentists                   | 0                | 0                | 0.0        | Respiratory Therapists                | 7                | 1                | 7.6          |
| Medical & Dental Residents              | 0                | 0                | 0.0        | Occupational Therapists               | 2                | 6                | 8.0          |
| Registered Nurses                       | 42               | 108              | 137.0      | Occupational Therapy Assistants/Aides | 1                | 1                | 1.6          |
| Certified Nurse Midwives                | 0                | 0                | 0.0        | Physical Therapists                   | 7                | 7                | 13.6         |
| Licensed Practical Nurses               | 4                | 8                | 10.9       | Physical Therapy Assistants/Aides     | 4                | 3                | 7.3          |
| Ancillary Nursing Personnel             | 11               | 39               | 45.7       | Recreational Therapists               | 0                | 0                | 0.0          |
| Physician Assistants                    | 0                | 0                | 0.0        | Dietitians & Nutritionists            | 0                | 4                | 3.7          |
| Nurse Practitioners                     | 0                | 0                | 0.0        | Psychologists                         | 0                | 0                | 0.0          |
| Medical Records Personnel               | 12               | 5                | 16.3       | Social Workers                        | 4                | 2                | 5.3          |
| Pharmacy Personnel                      | 5                | 8                | 11.8       | All Other Health Professionals        | 43               | 27               | 67.8         |
| Clinical Laboratory Personnel           | 13               | 8                | 19.7       | All Other Personnel                   | 81               | 50               | 123.1        |
| Surgical Personnel                      | 5                | 4                | 8.3        | <b>Total</b>                          | <b>290</b>       | <b>295</b>       | <b>548.7</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   | \$29,020,301 | 39.0%             | 41.6%   | 0.94          | 43.0%   | 0.91         | 42.5%   | 0.92             | 40.2%   | 0.97 |
| Medical Assistance                                       | \$11,221,453 | 15.1%             | 10.2%   | 1.48          | 8.6%    | 1.75         | 8.5%    | 1.77             | 13.8%   | 1.09 |
| Commercial   | \$28,928,718 | 38.9%             | 41.9%   | 0.93          | 42.3%   | 0.92         | 42.6%   | 0.91             | 38.8%   | 1.00 |
| All Other  | \$5,255,738  | 7.1%              | 6.2%    | 1.14          | 6.1%    | 1.16         | 6.4%    | 1.10             | 7.2%    | 0.98 |
| <b>Deductions as % of Total Gross Patient Revenue</b>    |              |                   |         |               |         |              |         |                  |         |      |
| Medicare   | \$16,971,754 | 22.8%             | 25.3%   | 0.90          | 23.7%   | 0.96         | 26.3%   | 0.87             | 22.8%   | 1.00 |
| Medical Assistance                                       | \$8,623,004  | 11.6%             | 7.5%    | 1.54          | 6.0%    | 1.93         | 6.2%    | 1.87             | 9.4%    | 1.23 |
| Commercial   | \$3,517,216  | 4.7%              | 9.6%    | 0.49          | 7.4%    | 0.64         | 6.9%    | 0.68             | 4.6%    | 1.03 |
| Charity Care   | \$404,582    | 0.5%              | 1.1%    | 0.49          | 0.8%    | 0.68         | 1.1%    | 0.49             | 0.8%    | 0.71 |
| All Other  | \$1,106,993  | 1.5%              | 1.3%    | 1.14          | 0.6%    | 2.48         | 1.1%    | 1.35             | 1.3%    | 1.15 |
| Total Deductions   | \$30,623,549 | 41.1%             | 44.8%   | 0.92          | 38.5%   | 1.07         | 41.7%   | 0.99             | 38.8%   | 1.06 |
| <b>Other Revenue &amp; Net Gains or Losses</b>           |              |                   |         |               |         |              |         |                  |         |      |
| Other Revenue as % of Total Revenue                      |              | 4.5%              | 4.5%    | 1.00          | 3.1%    | 1.45         | 4.1%    | 1.09             | 5.5%    | 0.82 |
| Net Gains/Losses as % of Net Income                      |              | 86.7%             | 15.4%   | 5.63          | 21.9%   | 3.96         | 19.7%   | 4.40             | 41.6%   | 2.08 |
| <b>Expenses as % of Total Expenses</b>                   |              |                   |         |               |         |              |         |                  |         |      |
| Salary/Fringe Benefits                                   | \$27,146,536 | 60.0%             | 48.4%   | 1.24          | 52.1%   | 1.15         | 51.7%   | 1.16             | 61.5%   | 0.97 |
| Supplies & Services                                      | \$13,511,673 | 29.8%             | 39.5%   | 0.76          | 36.7%   | 0.81         | 33.9%   | 0.88             | 29.9%   | 1.00 |
| Capital Component  | \$2,817,689  | 6.2%              | 8.8%    | 0.71          | 7.9%    | 0.79         | 10.5%   | 0.59             | 5.1%    | 1.21 |
| Bad Debt   | \$1,794,000  | 4.0%              | 3.4%    | 1.17          | 3.3%    | 1.20         | 3.9%    | 1.02             | 3.4%    | 1.15 |
| <b>Fiscal Statistics</b>                                 |              |                   |         |               |         |              |         |                  |         |      |
| Operating Margin (%)                                     |              | 1.3%              | 6.5%    | 0.20          | 9.3%    | 0.14         | 5.5%    | 0.23             | 4.2%    | 0.31 |
| Total Hospital Net Income (%)                            |              | 8.9%              | 7.6%    | 1.17          | 11.7%   | 0.76         | 6.8%    | 1.31             | 6.9%    | 1.29 |
| Return on Equity (%)                                     |              | 13.6%             | 11.5%   | 1.18          | 15.8%   | 0.86         | 10.8%   | 1.26             | 10.5%   | 1.29 |
| Current Ratio  |              | 2.5               | 2.6     | 0.97          | 2.9     | 0.87         | 2.2     | 1.15             | 2.2     | 1.12 |
| Days in Net Patient Accounts Receivable                  |              | 67.4              | 52.8    | 1.28          | 58.8    | 1.15         | 57.5    | 1.17             | 71.1    | 0.95 |
| Average Payment Period                                   |              | 32.2              | 53.7    | 0.60          | 46.1    | 0.70         | 55.9    | 0.58             | 41.7    | 0.77 |
| Equity Financing (%)                                     |              | 70.4%             | 57.5%   | 1.22          | 66.5%   | 1.06         | 50.7%   | 1.39             | 73.1%   | 0.96 |
| Long-Term Debt to Equity Ratio                           |              | 0.3               | 0.5     | 0.58          | 0.3     | 0.96         | 0.6     | 0.48             | 0.1     | 2.06 |
| Times Interest Earned                                    |              | 20.8              | 6.2     | 3.35          | 10.9    | 1.91         | 3.8     | 5.47             | 1417.7  | 0.01 |
| Total Asset Turnover                                     |              | 1.0               | 0.9     | 1.10          | 0.9     | 1.10         | 0.8     | 1.24             | 1.1     | 0.92 |
| Average Age of Plant (Years)                             |              | 10.8              | 9.1     | 1.19          | 8.0     | 1.35         | 7.9     | 1.37             | 13.4    | 0.81 |
| Increase (Decrease) Total Net Patient Revenue            |              | 8.9%              | 9.1%    | 0.97          | 12.3%   | 0.72         | 16.4%   | 0.54             | 7.0%    | 1.27 |
| Outpatient Gross Revenue (% of Total GPR)                |              | 57.9%             | 45.3%   | 1.28          | 54.5%   | 1.06         | 56.6%   | 1.02             | 55.3%   | 1.05 |
| <b>Net Revenue Statistics</b>                            |              |                   |         |               |         |              |         |                  |         |      |
| Inpatient Net Revenue per Discharge                      | \$5,354      |                   | \$9,256 | 0.58          | \$6,715 | 0.80         | \$6,572 | 0.81             | \$5,243 | 1.02 |
| Inpatient Net Revenue per Day                            | \$1,262      |                   | \$2,088 | 0.60          | \$1,735 | 0.73         | \$1,770 | 0.71             | \$1,158 | 1.09 |
| Outpatient Net Revenue per Visit                         | \$402        |                   | \$404   | 1.00          | \$465   | 0.87         | \$438   | 0.92             | \$331   | 1.22 |

| Income Statement            |              | Assets                            |              | Liabilities & Fund Balances      |              |
|-----------------------------|--------------|-----------------------------------|--------------|----------------------------------|--------------|
| Gross Patient Revenue (GPR) | \$74,426,209 | Cash & Cash Equivalents           | \$594,059    | Current Liabilities              | \$3,804,069  |
| Less Deductions             | \$30,623,549 | Net Patient Receivables           | \$8,070,493  | Long-Term Debt                   | \$9,428,219  |
| Net Patient Revenue         | \$43,802,660 | Other Receivables                 | \$132,842    | Other Liabilities                | \$487,607    |
| Plus Other Revenue          | \$2,055,252  |                                   |              | Subtotal                         | \$13,719,895 |
| Total Revenue               | \$45,857,914 | Land, Buildings & Equipment (Net) | \$15,734,316 | Unrestricted Fund Balance        | \$32,610,035 |
| Less Expenses               | \$45,269,898 | Other Assets                      | \$21,798,220 | Restricted Fund Balance          | \$3,983,511  |
| Non-Operating Gains/Losses  | \$3,832,094  |                                   |              | Total Liabilities & Fund Balance | \$46,329,930 |
| Net Income                  | \$4,420,110  | Total Assets                      | \$46,329,930 |                                  |              |