

**030 Sacred Heart Hospital**  
 900 W Clairemont Ave  
 Eau Claire, WI 54701  
 415-839-4121

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

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

Selected Utilization Statistics	FY 2004	All GMS Hospitals		Analysis Area 5A		Volume Group 6		FY 2004 vs. 2003	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2003	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	69.9%	59.8%	1.17	50.1%	1.40	58.2%	1.20	69.3%	1.01
Obstetrics	34.2%	40.6%	0.84	30.2%	1.13	39.0%	0.88	34.5%	0.99
Pediatrics	0.0%	50.6%	N/A	13.8%	N/A	78.0%	N/A	0.0%	N/A
Total Hospital	61.5%	56.6%	1.09	45.9%	1.34	53.5%	1.15	60.2%	1.02
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	69.9	32.3	2.17	13.9	5.03	47.6	1.47	69.3	1.01
Obstetrics	8.2	5.4	1.52	2.0	4.10	7.1	1.16	8.3	0.99
Pediatrics	0.0	2.1	N/A	0.1	N/A	7.2	N/A	0.0	N/A
Total Hospital	119.2	55.0	2.17	20.9	5.71	89.2	1.34	116.8	1.02
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	4.5	3.9	1.15	3.2	1.40	3.9	1.15	4.6	0.98
Obstetrics	2.3	2.4	0.94	2.3	0.99	2.5	0.91	2.4	0.96
Pediatrics	0.0	2.4	N/A	1.9	N/A	2.2	N/A	0.0	N/A
Total Hospital	4.9	4.4	1.12	3.7	1.33	4.2	1.17	4.9	1.00
<b>Surgical Operations</b>									
Inpatient	2,368	1,553	1.52	568	4.17	2,756	0.86	2,348	1.01
Outpatient	1,765	3,651	0.48	1,503	1.17	6,489	0.27	1,993	0.89
Inpatient as % of All Surgeries	57.3%	29.9%	1.92	27.4%	2.09	29.8%	1.92	54.1%	1.06
<b>Outpatient Visits</b>									
Non-Emergency Visits	98,299	80,062	1.23	31,425	3.13	159,467	0.62	97,316	1.01
Emergency Visits	23,339	14,837	1.57	6,740	3.46	24,373	0.96	23,024	1.01
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	5.0	17.5	0.29	6.5	0.77	35.5	0.14	7.0	0.71
Nurses, Licensed	261.8	168.8	1.55	72.3	3.62	288.7	0.91	253.9	1.03
Ancillary Nursing Personnel	29.3	34.3	0.85	13.8	2.13	54.0	0.54	103.6	0.28
All Other Personnel	670.9	405.3	1.66	182.2	3.68	727.1	0.92	601.4	1.12
Total FTEs	967.0	626.0	1.54	274.9	3.52	1,105.4	0.87	965.9	1.00
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	2.5	17.4	0.14	14.2	0.17	20.4	0.12	3.5	0.70
Nurses, Licensed	129.9	167.9	0.77	157.2	0.83	165.4	0.79	127.9	1.02
Ancillary Nursing Personnel	14.6	34.2	0.43	30.1	0.48	30.9	0.47	52.2	0.28
All Other Personnel	332.9	403.1	0.83	396.1	0.84	416.6	0.80	302.9	1.10
Total FTEs	479.8	622.6	0.77	597.6	0.80	633.4	0.76	486.4	0.99

**Total Hospital:**  
 Beds Set Up & Staffed   194  
 Discharges               8,861  
 Inpatient Days           43,640

**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           1,154  
 Newborn Days         2,147

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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	100	5,724	25,595	69.9%	69.9	4.5
Orthopedic	2	0	0	0	0.0%	0.0	0.0
Rehabilitation & Physical Medicine	1	24	495	6,048	68.9%	16.5	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
<b>Pediatric, acute</b>	2	0	0	0	0.0%	0.0	0.0
<b>Obstetrics</b>	1	24	1,325	3,004	34.2%	8.2	2.3
<b>Psychiatric</b>	1	29	1,185	5,846	55.1%	16.0	4.9
<b>Alcoholism/chemical dependency</b>	5	0	0	0	0.0%	0.0	0.0
<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	12	132	3,147	71.7%	8.6	23.8
Step-Down (Special Care)	5	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	2	0	0	0	0.0%	0.0	0.0
Other Intensive Care	5	5	101	439	24.0%	1.2	4.3
<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	5	0	5.0	Radiological Services Personnel	34	34	50.1
Physicians & Dentists	2	0	2.0	Respiratory Therapists	7	9	12.1
Medical & Dental Residents	0	0	0.0	Occupational Therapists	7	10	11.1
Registered Nurses	131	196	234.3	Occupational Therapy Assistants/Aides	2	4	3.5
Certified Nurse Midwives	0	0	0.0	Physical Therapists	8	11	14.0
Licensed Practical Nurses	16	21	27.5	Physical Therapy Assistants/Aides	6	6	7.2
Ancillary Nursing Personnel	16	35	29.3	Recreational Therapists	1	0	1.0
Physician Assistants	1	0	1.0	Dietitians & Nutritionists	4	3	4.8
Nurse Practitioners	0	0	0.0	Psychologists	0	0	0.0
Medical Records Personnel	14	1	14.4	Social Workers	4	3	5.9
Pharmacy Personnel	13	17	16.4	All Other Health Professionals	74	62	98.0
Clinical Laboratory Personnel	19	14	27.3	All Other Personnel	321	164	385.1
Surgical Personnel	16	5	17.1	<b>Total</b>	<b>701</b>	<b>595</b>	<b>967.0</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	\$95,216,496	45.1%	41.6%	1.08	43.0%	1.05	38.2%	1.18	45.0%	1.00
Medical Assistance	\$23,271,613	11.0%	10.2%	1.08	8.6%	1.28	11.1%	0.99	10.1%	1.09
Commercial	\$75,787,364	35.9%	41.9%	0.86	42.3%	0.85	45.6%	0.79	37.8%	0.95
All Other	\$16,995,345	8.0%	6.2%	1.30	6.1%	1.32	5.1%	1.58	7.1%	1.13
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$57,424,712	27.2%	25.3%	1.07	23.7%	1.15	24.1%	1.13	26.4%	1.03
Medical Assistance	\$19,305,145	9.1%	7.5%	1.22	6.0%	1.52	8.1%	1.13	8.3%	1.10
Commercial	\$15,519,681	7.3%	9.6%	0.77	7.4%	0.99	11.6%	0.63	8.6%	0.85
Charity Care	\$2,819,742	1.3%	1.1%	1.21	0.8%	1.67	1.0%	1.33	1.3%	1.06
All Other	\$1,389,266	0.7%	1.3%	0.51	0.6%	1.10	1.2%	0.55	0.4%	1.51
Total Deductions	\$96,458,546	45.7%	44.8%	1.02	38.5%	1.19	46.0%	0.99	45.0%	1.01
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		2.9%	4.5%	0.65	3.1%	0.95	7.1%	0.41	3.2%	0.91
Net Gains/Losses as % of Net Income		55.8%	15.4%	3.62	21.9%	2.55	12.6%	4.43	47.6%	1.17
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$58,123,364	52.6%	48.4%	1.09	52.1%	1.01	48.5%	1.08	53.2%	0.99
Supplies & Services	\$41,784,420	37.8%	39.5%	0.96	36.7%	1.03	39.7%	0.95	37.4%	1.01
Capital Component	\$7,119,387	6.4%	8.8%	0.73	7.9%	0.82	8.7%	0.74	6.4%	1.00
Bad Debt	\$3,488,008	3.2%	3.4%	0.93	3.3%	0.96	3.0%	1.05	2.9%	1.08
<b>Fiscal Statistics</b>										
Operating Margin (%)		6.6%	6.5%	1.01	9.3%	0.71	7.4%	0.89	7.0%	0.93
Total Hospital Net Income (%)		13.7%	7.6%	1.81	11.7%	1.17	8.4%	1.63	12.6%	1.09
Return on Equity (%)		11.6%	11.5%	1.01	15.8%	0.73	11.7%	0.99	10.4%	1.11
Current Ratio		1.7	2.6	0.66	2.9	0.60	2.9	0.60	1.5	1.12
Days in Net Patient Accounts Receivable		60.8	52.8	1.15	58.8	1.03	57.8	1.05	57.3	1.06
Average Payment Period		55.2	53.7	1.03	46.1	1.20	49.5	1.12	62.0	0.89
Equity Financing (%)		74.3%	57.5%	1.29	66.5%	1.12	60.6%	1.23	80.2%	0.93
Long-Term Debt to Equity Ratio		0.2	0.5	0.48	0.3	0.79	0.4	0.59	0.1	2.12
Times Interest Earned		37.5	6.2	6.05	10.9	3.44	6.9	5.44	20.1	1.86
Total Asset Turnover		0.6	0.9	0.64	0.9	0.64	0.8	0.72	0.6	0.93
Average Age of Plant (Years)		7.2	9.1	0.79	8.0	0.90	9.2	0.78	9.5	0.76
Increase (Decrease) Total Net Patient Revenue		14.2%	9.1%	1.56	12.3%	1.15	9.4%	1.51	7.5%	1.89
Outpatient Gross Revenue (% of Total GPR)		40.8%	45.3%	0.90	54.5%	0.75	48.9%	0.84	41.2%	0.99
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge		\$7,655	\$9,256	0.83	\$6,715	1.14	\$8,702	0.88	\$6,923	1.11
Inpatient Net Revenue per Day		\$1,554	\$2,088	0.74	\$1,735	0.90	\$2,066	0.75	\$1,387	1.12
Outpatient Net Revenue per Visit		\$386	\$404	0.96	\$465	0.83	\$378	1.02	\$344	1.12

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$211,270,818	Cash & Cash Equivalents	\$3,123,863	Current Liabilities	\$15,725,555
Less Deductions	\$96,458,546	Net Patient Receivables	\$19,067,287	Long-Term Debt	\$36,068,373
Net Patient Revenue	\$114,812,272	Other Receivables	\$257,854	Other Liabilities	\$817,926
Plus Other Revenue	\$3,479,447			Subtotal	\$52,611,854
Total Revenue	\$118,291,720	Land, Buildings & Equipment (Net)	\$68,093,683	Unrestricted Fund Balance	\$151,848,794
Less Expenses	\$110,515,179	Other Assets	\$113,917,961	Restricted Fund Balance	\$8,710,131
Non-Operating Gains/Losses	\$9,801,626			Total Liabilities & Fund Balance	\$204,460,648
Net Income	\$17,578,167	Total Assets	\$204,460,648		