

**198 Oakleaf Surgical Hospital**  
 3801 W Oakwood Mall Dr  
 Eau Claire, WI 54701  
 715-831-8130

Type:           GMS - General Medical & Surgical  
 Control:       Partnership  
 Fiscal Year:   Jan 1 to Dec 31

County:        Eau Claire  
 Analysis Area: West Central (5A)  
 Volume Group: 2

Selected Utilization Statistics	FY 2004	All GMS Hospitals		Analysis Area 5A		Volume Group 2		FY 2004 vs. 2003	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2003	Ratio
<b>Occupancy Rate (%)</b>									
Adult Medical-Surgical	25.2%	59.8%	0.42	50.1%	0.50	28.9%	0.87	22.8%	1.11
Obstetrics	0.0%	40.6%	N/A	30.2%	N/A	13.7%	N/A	0.0%	N/A
Pediatrics	0.0%	50.6%	N/A	13.8%	N/A	4.4%	N/A	0.0%	N/A
Total Hospital	25.2%	56.6%	0.45	45.9%	0.55	28.4%	0.89	22.8%	1.11
<b>Average Census (Patients)</b>									
Adult Medical-Surgical	3.3	32.3	0.10	13.9	0.24	5.6	0.59	3.0	1.11
Obstetrics	0.0	5.4	N/A	2.0	N/A	1.0	N/A	0.0	N/A
Pediatrics	0.0	2.1	N/A	0.1	N/A	0.0	N/A	0.0	N/A
Total Hospital	3.3	55.0	0.06	20.9	0.16	7.0	0.47	3.0	1.11
<b>Average Length of Stay (Days)</b>									
Adult Medical-Surgical	2.8	3.9	0.72	3.2	0.88	3.0	0.94	2.6	1.07
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	1.9	N/A	1.8	N/A	0.0	N/A
Total Hospital	2.8	4.4	0.64	3.7	0.76	3.1	0.91	2.6	1.07
<b>Surgical Operations</b>									
Inpatient	429	1,553	0.28	568	0.76	185	2.32	411	1.04
Outpatient	7,146	3,651	1.96	1,503	4.75	1,265	5.65	4,539	1.57
Inpatient as % of All Surgeries	5.7%	29.9%	0.19	27.4%	0.21	12.8%	0.44	8.3%	0.68
<b>Outpatient Visits</b>									
Non-Emergency Visits	7,146	80,062	0.09	31,425	0.23	21,311	0.34	4,539	1.57
Emergency Visits	0	14,837	N/A	6,740	N/A	5,141	N/A	0	N/A
<b>Full-Time Equivalents (FTEs)</b>									
Administrators	2.0	17.5	0.11	6.5	0.31	3.6	0.56	2.0	1.00
Nurses, Licensed	37.0	168.8	0.22	72.3	0.51	34.9	1.06	31.4	1.18
Ancillary Nursing Personnel	0.0	34.3	N/A	13.8	N/A	7.3	N/A	11.0	N/A
All Other Personnel	38.2	405.3	0.09	182.2	0.21	77.5	0.49	15.8	2.42
Total FTEs	77.2	626.0	0.12	274.9	0.28	123.4	0.63	60.1	1.28
<b>FTEs per 100 Patient Census (Adjusted)</b>									
Administrators	9.5	17.4	0.55	14.2	0.67	17.1	0.56	7.7	1.23
Nurses, Licensed	176.0	167.9	1.05	157.2	1.12	165.3	1.06	121.1	1.45
Ancillary Nursing Personnel	0.0	34.2	N/A	30.1	N/A	34.7	N/A	42.2	N/A
All Other Personnel	181.6	403.1	0.45	396.1	0.46	366.7	0.50	60.9	2.98
Total FTEs	367.1	622.6	0.59	597.6	0.61	583.9	0.63	232.0	1.58

**Total Hospital:**  
 Beds Set Up & Staffed   13  
 Discharges                427  
 Inpatient Days            1,201

**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 Dec 31, 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	13	427	1,201	25.2%	3.3	2.8
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
<b>Pediatric, acute</b>	4	0	0	0	0.0%	0.0	0.0
<b>Obstetrics</b>	4	0	0	0	0.0%	0.0	0.0
<b>Psychiatric</b>	4	0	0	0	0.0%	0.0	0.0
<b>Alcoholism/chemical dependency</b>	4	0	0	0	0.0%	0.0	0.0
<b>ICU/CCU</b>							
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
<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	2	0	2.0	Radiological Services Personnel	1	1	1.7
Physicians & Dentists	0	0	0.0	Respiratory Therapists	0	0	0.0
Medical & Dental Residents	0	0	0.0	Occupational Therapists	0	0	0.0
Registered Nurses	19	28	37.0	Occupational Therapy Assistants/Aides	0	0	0.0
Certified Nurse Midwives	0	0	0.0	Physical Therapists	0	0	0.0
Licensed Practical Nurses	0	0	0.0	Physical Therapy Assistants/Aides	0	0	0.0
Ancillary Nursing Personnel	0	0	0.0	Recreational Therapists	0	0	0.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	0	0	0.0
Nurse Practitioners	0	0	0.0	Psychologists	0	0	0.0
Medical Records Personnel	2	0	2.0	Social Workers	0	0	0.0
Pharmacy Personnel	1	3	1.9	All Other Health Professionals	1	1	1.6
Clinical Laboratory Personnel	0	0	0.0	All Other Personnel	17	6	21.3
Surgical Personnel	9	1	9.8				
				<b>Total</b>	<b>52</b>	<b>40</b>	<b>77.2</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	\$10,439,552	28.8%	41.6%	0.69	43.0%	0.67	41.1%	0.70	31.2%	0.92
Medical Assistance	\$3,837,306	10.6%	10.2%	1.04	8.6%	1.23	11.2%	0.95	5.3%	2.01
Commercial	\$20,498,323	56.6%	41.9%	1.35	42.3%	1.34	41.4%	1.37	59.7%	0.95
All Other	\$1,442,946	4.0%	6.2%	0.64	6.1%	0.65	6.3%	0.63	3.9%	1.03
<b>Deductions as % of Total Gross Patient Revenue</b>										
Medicare	\$7,688,156	21.2%	25.3%	0.84	23.7%	0.90	19.5%	1.09	25.7%	0.83
Medical Assistance	\$2,164,704	6.0%	7.5%	0.80	6.0%	1.00	6.3%	0.95	2.9%	2.08
Commercial	\$3,697,079	10.2%	9.6%	1.06	7.4%	1.38	8.0%	1.28	10.2%	1.00
Charity Care	\$0	0.0%	1.1%	N/A	0.8%	N/A	0.7%	N/A	0.0%	N/A
All Other	\$740,862	2.0%	1.3%	1.57	0.6%	3.41	1.0%	2.05	1.6%	1.32
Total Deductions	\$14,290,801	39.5%	44.8%	0.88	38.5%	1.02	35.7%	1.11	40.3%	0.98
<b>Other Revenue &amp; Net Gains or Losses</b>										
Other Revenue as % of Total Revenue		0.7%	4.5%	0.16	3.1%	0.23	2.5%	0.29	1.0%	0.70
Net Gains/Losses as % of Net Income		-2.4%	15.4%	N/A	21.9%	N/A	4.9%	N/A	0.0%	N/A
<b>Expenses as % of Total Expenses</b>										
Salary/Fringe Benefits	\$5,494,730	40.2%	48.4%	0.83	52.1%	0.77	52.3%	0.77	34.3%	1.17
Supplies & Services	\$6,106,392	44.6%	39.5%	1.13	36.7%	1.22	34.9%	1.28	45.6%	0.98
Capital Component	\$2,076,721	15.2%	8.8%	1.73	7.9%	1.92	8.6%	1.77	20.0%	0.76
Bad Debt	\$0	0.0%	3.4%	N/A	3.3%	N/A	4.2%	N/A	0.0%	N/A
<b>Fiscal Statistics</b>										
Operating Margin (%)		38.1%	6.5%	5.86	9.3%	4.09	11.3%	3.37	23.1%	1.65
Total Hospital Net Income (%)		37.5%	7.6%	4.93	11.7%	3.21	11.8%	3.18	23.1%	1.63
Return on Equity (%)		103.1%	11.5%	8.96	15.8%	6.52	26.2%	3.93	92.8%	1.11
Current Ratio		6.2	2.6	2.39	2.9	2.14	2.8	2.22	2.0	3.11
Days in Net Patient Accounts Receivable		54.0	52.8	1.02	58.8	0.92	61.9	0.87	52.6	1.03
Average Payment Period		34.3	53.7	0.64	46.1	0.74	48.2	0.71	44.5	0.77
Equity Financing (%)		87.5%	57.5%	1.52	66.5%	1.32	51.5%	1.70	38.2%	2.29
Long-Term Debt to Equity Ratio		0.0	0.5	N/A	0.3	N/A	0.6	N/A	1.3	0.00
Times Interest Earned		22.2	6.2	3.59	10.9	2.04	8.7	2.56	7.2	3.07
Total Asset Turnover		2.4	0.9	2.69	0.9	2.69	1.1	2.20	1.5	1.58
Average Age of Plant (Years)		0.1	9.1	0.01	8.0	0.01	9.5	0.01	2.3	0.04
Increase (Decrease) Total Net Patient Revenue		23.6%	9.1%	2.59	12.3%	1.92	10.5%	2.24	22.3%	1.06
Outpatient Gross Revenue (% of Total GPR)		84.4%	45.3%	1.86	54.5%	1.55	66.6%	1.27	88.6%	0.95
<b>Net Revenue Statistics</b>										
Inpatient Net Revenue per Discharge		\$7,644	\$9,256	0.83	\$6,715	1.14	\$5,444	1.40	\$4,284	1.78
Inpatient Net Revenue per Day		\$2,718	\$2,088	1.30	\$1,735	1.57	\$1,545	1.76	\$1,623	1.67
Outpatient Net Revenue per Visit		\$2,612	\$404	6.46	\$465	5.62	\$364	7.18	\$3,523	0.74

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$36,218,127	Cash & Cash Equivalents	\$2,848,756	Current Liabilities	\$1,141,768
Less Deductions	\$14,290,801	Net Patient Receivables	\$3,235,872	Long-Term Debt	\$0
Net Patient Revenue	\$21,927,326	Other Receivables	-\$72,042	Other Liabilities	\$0
Plus Other Revenue	\$158,572			Subtotal	\$1,141,768
Total Revenue	\$22,085,898	Land, Buildings & Equipment (Net)	\$2,007,380	Unrestricted Fund Balance	\$7,964,017
Less Expenses	\$13,677,843	Other Assets	\$1,085,819	Restricted Fund Balance	\$0
Non-Operating Gains/Losses	-\$200,000			Total Liabilities & Fund Balance	\$9,105,785
Net Income	\$8,208,055	Total Assets	\$9,105,785		