

009 Luther Midelfort Northland
 1222 E Woodland Avenue
 Barron, WI 54812
 715-537-3186

Fiscal Year: 01/01 to 12/31
 Type: **GMS**
 Critical Access Hospital
 Control: Other Not-For-Profit

County: **Barron**
 Analysis Area: **West Central (5A)**
 Volume Group: **3**

Selected Utilization Statistics	FY 2007	All GSM Hospitals		Analysis Area 5A		Volume Group 3		FY 2007 vs. 2006	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	41.5%	60.0%	0.69	50.5%	0.82	51.1%	0.81	22.8%	1.82
Obstetrics	45.3%	42.5%	1.07	32.1%	1.41	25.6%	1.77	41.8%	1.09
Pediatrics	0.0%	55.1%	N/A	11.1%	N/A	15.1%	N/A	6.6%	0.00
Total Hospital	36.4%	57.1%	0.64	49.5%	0.74	46.4%	0.79	23.7%	1.53
Average Census (Patients)									
Adult Medical-Surgical	6.2	32.2	0.19	7.0	0.89	7.7	0.81	5.0	1.24
Obstetrics	0.9	5.5	0.16	2.2	0.41	1.1	0.84	0.8	1.09
Pediatrics	0.0	2.3	0.02	0.1	0.60	0.1	0.67	0.1	0.71
Total Hospital	6.2	53.3	0.12	22.0	0.28	10.0	0.62	5.9	1.04
Average Length of Stay (Days)									
Adult Medical-Surgical	3.4	3.7	0.91	3.4	0.98	3.2	1.05	3.6	0.93
Obstetrics	3.0	2.3	1.27	2.3	1.27	2.3	1.28	3.0	0.99
Pediatrics	1.3	2.2	0.59	1.5	0.88	1.7	0.78	1.6	0.82
Total Hospital	3.3	4.2	0.80	3.8	0.88	3.2	1.03	3.5	0.96
Surgical Operations									
Inpatient	160	1,939	0.08	592	0.27	278	0.57	101	1.58
Outpatient	859	4,175	0.21	1,691	0.51	1,143	0.75	860	1.00
Inpatient as % of All Surgeries	15.7%	31.7%	0.50	25.9%	0.61	19.6%	0.80	10.5%	1.49
Outpatient Visits									
Non-Emergency Visits	80,116	90,979	0.88	44,604	1.80	36,962	2.17	58,747	1.36
Emergency Visits	4,865	15,916	0.31	7,309	0.67	7,769	0.63	4,069	1.20
Full-Time Equivalents (FTEs)									
Administrators	14.0	16.4	0.85	11.4	1.23	5.0	2.79	10.0	1.40
Nurses, Licensed	90.2	187.1	0.48	89.8	1.00	54.1	1.67	64.6	1.40
Ancillary Nursing Personnel	27.6	37.2	0.74	18.9	1.46	12.7	2.17	24.3	1.14
All Other Personnel	224.3	437.1	0.51	218.5	1.03	149.0	1.51	182.8	1.23
Total FTEs	356.1	677.8	0.53	338.6	1.05	220.8	1.61	281.7	1.26
FTEs per 100 Patient Census (Adjusted)									
Administrators	46.3	15.7	2.95	22.5	2.06	15.0	3.08	33.4	1.39
Nurses, Licensed	298.6	179.0	1.67	176.9	1.69	162.1	1.84	215.8	1.38
Ancillary Nursing Personnel	91.4	35.6	2.57	37.2	2.45	38.2	2.39	81.2	1.13
All Other Personnel	742.6	418.1	1.78	430.6	1.72	446.3	1.66	610.7	1.22
Total FTEs	1,178.9	648.4	1.82	667.3	1.77	661.7	1.78	941.1	1.25

Total Hospital:
 Beds Set Up & Staffed 17
 Discharges 675
 Inpatient Days 2,261

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

Medicare-certified Swing Beds:
 Beds Set Up & Staffed 10
 Discharges 261
 Inpatient Days 2,456

Newborn Nursery:
 Bassinets 2
 Total Births 110
 Newborn Days 255

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Inpatient Service Area	Level of Service*	Beds Set Up & Staffed 12/31/2007	Discharges & Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
General Medical-Surgical							
Adult Medical-Surgical, Acute	1	15	677	2,274	41.5%	6.2	3.4
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	7	28	0.0%	0.1	4.0
Acute Long-Term Care	5	0	0	0	0.0%	0.0	0.0
Other Acute	2	0	0	0	0.0%	0.0	0.0
Pediatric, acute	2	0	13	17	0.0%	0.0	1.3
Obstetrics	1	2	111	331	45.3%	0.9	3.0
Psychiatric	5	0	0	0	0.0%	0.0	0.0
Alcoholism/chemical dependency	5	0	0	0	0.0%	0.0	0.0
ICU/CCU							
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	2	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
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	14	0	14.0	Radiological Services Personnel	10	1	10.8
Physicians & Dentists	0	0	0.0	Respiratory Therapists	3	0	3.0
Medical & Dental Residents	0	0	0.0	Occupational Therapists	2	0	2.0
Registered Nurses	75	12	82.9	Occupational Therapy Assistants/Aides	0	0	0.0
Certified Nurse Midwives	0	0	0.0	Physical Therapists	7	0	7.0
Licensed Practical Nurses	6	2	7.4	Physical Therapy Assistants/Aides	4	0	4.0
Ancillary Nursing Personnel	23	8	27.6	Recreational Therapists	0	0	0.0
Physician Assistants	6	0	6.0	Dietitians & Nutritionists	1	0	1.0
Nurse Practitioners	0	0	0.0	Psychologists	0	0	0.0
Medical Records Personnel	30	2	31.0	Social Workers	1	0	1.0
Pharmacy Personnel	4	0	4.0	All Other Health Professionals	34	4	35.9
Clinical Laboratory Personnel	20	1	20.2	All Other Personnel	88	17	96.5
Surgical Personnel	2	0	2.0	Total	330	47	356.1

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Selected Financial Statistics	FY 2007	All GMS Hospitals		Analysis Area		Volume Group		FY 2007 vs. 2006		
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio	
Gross Revenue as % of Total Gross Patient Revenue										
Medicare	\$22,861,430	50.3%	41.3%	1.22	43.9%	1.14	42.6%	1.18	51.0%	0.99
Medical Assistance	\$4,026,811	8.9%	10.5%	0.84	9.3%	0.96	10.3%	0.86	8.8%	1.01
Commercial	\$16,076,323	35.4%	41.4%	0.85	40.7%	0.87	41.4%	0.85	34.9%	1.01
All Other	\$2,480,417	5.5%	6.6%	0.83	6.1%	0.89	5.7%	0.95	5.4%	1.02
Deductions as % of Total Gross Patient Revenue										
Medicare	\$5,063,465	11.1%	25.8%	0.43	24.3%	0.46	18.6%	0.60	10.6%	1.05
Medical Assistance	\$3,181,476	7.0%	7.9%	0.88	6.8%	1.02	6.3%	1.11	6.2%	1.13
Commercial	\$1,425,181	3.1%	11.0%	0.29	6.4%	0.49	7.9%	0.40	2.7%	1.14
Charity Care	\$462,900	1.0%	1.6%	0.64	1.6%	0.63	1.3%	0.81	1.1%	0.96
All Other	\$20,378	0.0%	1.6%	0.03	1.4%	0.03	0.6%	0.08	0.1%	0.70
Total Deductions	\$10,153,400	22.3%	48.1%	0.46	40.6%	0.55	35.0%	0.64	20.7%	1.08
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		1.0%	4.7%	0.21	3.3%	0.29	4.3%	0.23	0.5%	1.95
Net Gains/Losses as % of Net Income		44.6%	25.2%	1.77	23.8%	1.87	26.4%	1.69	31.7%	1.41
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$18,464,370	54.0%	47.6%	1.13	51.8%	1.04	51.9%	1.04	52.0%	1.04
Supplies & Services	\$12,850,863	37.6%	40.1%	0.94	37.4%	1.00	34.6%	1.09	37.6%	1.00
Capital Component	\$1,811,309	5.3%	8.8%	0.60	7.4%	0.71	9.0%	0.59	4.0%	1.33
Bad Debt	\$1,074,678	3.1%	3.6%	0.87	3.3%	0.95	4.5%	0.70	6.4%	0.49
Fiscal Statistics										
Operating Margin (%)		4.0%	7.0%	0.57	9.6%	0.42	6.5%	0.62	8.9%	0.45
Total Hospital Net Income (%)		7.0%	9.2%	0.77	12.2%	0.58	8.7%	0.81	12.5%	0.56
Return on Equity (%)		8.9%	7.4%	1.21	11.0%	0.81	6.8%	1.31	14.5%	0.62
Current Ratio		2.4	3.1	0.76	2.5	0.95	2.8	0.85	2.5	0.97
Days in Net Patient Accounts Receivable		79.7	52.5	1.52	56.4	1.41	60.6	1.31	83.2	0.96
Average Payment Period		36.7	50.4	0.73	46.0	0.80	54.5	0.67	38.6	0.95
Equity Financing (%)		80.9%	60.8%	1.33	71.7%	1.13	55.1%	1.47	82.3%	0.98
Long-Term Debt to Equity Ratio		0.0	0.4	N/A	0.3	N/A	0.6	N/A	0.0	N/A
Times Interest Earned		0.0	7.3	N/A	17.4	N/A	6.1	N/A	0.0	N/A
Total Asset Turnover		1.2	0.8	1.56	0.9	1.40	0.8	1.61	1.1	1.10
Average Age of Plant (Years)		12.2	9.2	1.33	7.8	1.56	8.3	1.46	14.3	0.85
Increase (Decrease) Total Net Patient Revenue		20.4%	7.5%	2.72	10.0%	2.04	11.5%	1.77	82.0%	0.25
Outpatient Gross Revenue (% of Total GPR)		79.5%	49.0%	1.62	56.7%	1.40	70.0%	1.14	80.2%	0.99
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$10,064		\$11,671	0.86	\$8,917	1.13	\$8,250	1.22	\$8,375	1.20
Inpatient Net Revenue per Day	\$1,958		\$2,752	0.71	\$2,214	0.88	\$2,258	0.87	\$1,673	1.17
Outpatient Net Revenue per Visit	\$303		\$516	0.59	\$518	0.58	\$491	0.62	\$354	0.86

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$45,444,981	Cash & Cash Equivalents		Current Liabilities	\$3,370,110
Less Deductions	\$10,153,400	Net Patient Receivables	\$7,705,553	Long-Term Debt	\$0
Net Patient Revenue	\$35,291,581	Other Receivables	\$75,779	Other Liabilities	\$2,183,563
Plus Other Revenue	\$345,126			Subtotal	\$5,553,673
Total Revenue	\$35,636,707	Land, Buildings & Equipment (Net)	\$6,425,622		
Less Expenses	\$34,201,220	Other Assets	\$15,057,996	Unrestricted Fund Balance	\$23,506,449
Non-Operating Gains/Losses	\$1,153,626			Restricted Fund Balance	\$0
Net Income	\$2,589,113	Total Assets	\$29,060,122	Total Liabilities & Fund Balance	\$29,060,122