

029 Luther Midelfort Eau Claire
 1221 Whipple Street, PO Box 5
 Eau Claire, WI 54702
 715-838-3311

Fiscal Year: 01/01 to 12/31
 Type: **GMS**
 General Medical & Surgical
 Control: **Other Not-For-Profit**

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

Selected Utilization Statistics	FY 2007	All GSM Hospitals		Analysis Area 5A		Volume Group 6		FY 2007 vs. 2006	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2006	Ratio
Occupancy Rate (%)									
Adult Medical-Surgical	75.8%	60.0%	1.26	50.5%	1.50	61.4%	1.23	74.5%	1.02
Obstetrics	31.4%	42.5%	0.74	32.1%	0.98	42.2%	0.74	28.4%	1.10
Pediatrics	0.0%	55.1%	N/A	11.1%	N/A	82.3%	N/A	0.0%	N/A
Total Hospital	65.4%	57.1%	1.14	49.5%	1.32	57.5%	1.14	61.5%	1.06
Average Census (Patients)									
Adult Medical-Surgical	74.2	32.2	2.30	7.0	10.64	49.4	1.50	73.0	1.02
Obstetrics	6.3	5.5	1.13	2.2	2.87	8.6	0.73	5.7	1.10
Pediatrics	0.0	2.3	N/A	0.1	N/A	9.9	N/A	0.0	N/A
Total Hospital	107.2	53.3	2.01	22.0	4.88	103.2	1.04	105.7	1.01
Average Length of Stay (Days)									
Adult Medical-Surgical	3.7	3.7	1.01	3.4	1.08	3.8	0.99	3.7	1.01
Obstetrics	2.7	2.3	1.17	2.3	1.17	2.5	1.09	2.8	0.97
Pediatrics	0.0	2.2	N/A	1.5	N/A	2.1	N/A	0.0	N/A
Total Hospital	4.1	4.2	0.99	3.8	1.09	4.3	0.95	4.1	1.00
Surgical Operations									
Inpatient	3,285	1,939	1.69	592	5.55	3,476	0.95	3,458	0.95
Outpatient	5,464	4,175	1.31	1,691	3.23	7,518	0.73	5,453	1.00
Inpatient as % of All Surgeries	37.5%	31.7%	1.18	25.9%	1.45	31.6%	1.19	38.8%	0.97
Outpatient Visits									
Non-Emergency Visits	128,930	90,979	1.42	44,604	2.89	187,282	0.69	128,692	1.00
Emergency Visits	22,078	15,916	1.39	7,309	3.02	28,547	0.77	15,734	1.40
Full-Time Equivalents (FTEs)									
Administrators	33.0	16.4	2.01	11.4	2.90	30.3	1.09	34.0	0.97
Nurses, Licensed	510.6	187.1	2.73	89.8	5.69	354.1	1.44	434.7	1.17
Ancillary Nursing Personnel	93.9	37.2	2.53	18.9	4.97	68.4	1.37	82.6	1.14
All Other Personnel	948.1	437.1	2.17	218.5	4.34	799.4	1.19	926.7	1.02
Total FTEs	1,585.6	677.8	2.34	338.6	4.68	1,252.3	1.27	1,478.0	1.07
FTEs per 100 Patient Census (Adjusted)									
Administrators	17.6	15.7	1.12	22.5	0.79	15.9	1.11	18.7	0.94
Nurses, Licensed	272.7	179.0	1.52	176.9	1.54	186.0	1.47	238.9	1.14
Ancillary Nursing Personnel	50.1	35.6	1.41	37.2	1.35	35.9	1.40	45.4	1.10
All Other Personnel	506.5	418.1	1.21	430.6	1.18	419.8	1.21	509.3	0.99
Total FTEs	847.0	648.4	1.31	667.3	1.27	657.6	1.29	812.3	1.04

Total Hospital:
 Beds Set Up & Staffed 164
 Discharges 9,434
 Inpatient Days 39,134

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 13
 Total Births 877
 Newborn Days 3,114

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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	5	98	7,315	27,097	75.8%	74.2	3.7
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	5	0	0	0	0.0%	0.0	0.0
Pediatric, acute	2	0	0	0	0.0%	0.0	0.0
Obstetrics	1	20	835	2,290	31.4%	6.3	2.7
Psychiatric	1	20	825	3,917	53.7%	10.7	4.7
Alcoholism/chemical dependency	2	0	0	0	0.0%	0.0	0.0
ICU/CCU							
Medical-Surgical Intensive Care	1	6	124	1,630	74.4%	4.5	13.1
Cardiac Intensive Unit	2	0	0	0	0.0%	0.0	0.0
Pediatric Intensive Care	4	0	0	0	0.0%	0.0	0.0
Burn Care	4	0	0	0	0.0%	0.0	0.0
Mixed Intensive Care	1	14	297	4,019	78.6%	11.0	13.5
Step-Down (Special Care)	2	0	0	0	0.0%	0.0	0.0
Neonatal Intensive/Intermediate Care	1	6	26	181	8.3%	0.5	7.0
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	33	0	33.0	Radiological Services Personnel	61	23	75.7
Physicians & Dentists	0	0	0.0	Respiratory Therapists	22	3	24.5
Medical & Dental Residents	0	0	0.0	Occupational Therapists	5	0	5.0
Registered Nurses	434	136	508.6	Occupational Therapy Assistants/Aides	5	0	5.0
Certified Nurse Midwives	0	0	0.0	Physical Therapists	6	1	6.8
Licensed Practical Nurses	1	0	1.0	Physical Therapy Assistants/Aides	0	0	0.0
Ancillary Nursing Personnel	69	42	93.9	Recreational Therapists	4	0	4.0
Physician Assistants	0	0	0.0	Dietitians & Nutritionists	47	13	53.7
Nurse Practitioners	1	0	1.0	Psychologists	1	1	1.2
Medical Records Personnel	52	6	55.3	Social Workers	13	4	15.3
Pharmacy Personnel	30	6	32.7	All Other Health Professionals	145	47	171.3
Clinical Laboratory Personnel	62	15	70.3	All Other Personnel	355	55	385.8
Surgical Personnel	41	1	41.6	Total	1,387	353	1,585.6

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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	\$191,374,109	52.7%	41.3%	1.27	43.9%	1.20	37.5%	1.40	53.6%	0.98
Medical Assistance	\$16,127,550	4.4%	10.5%	0.42	9.3%	0.48	13.5%	0.33	4.2%	1.07
Commercial	\$126,285,200	34.8%	41.4%	0.84	40.7%	0.85	42.9%	0.81	35.2%	0.99
All Other	\$29,614,016	8.1%	6.6%	1.23	6.1%	1.33	6.1%	1.34	7.1%	1.15
Deductions as % of Total Gross Patient Revenue										
Medicare	\$128,891,791	35.5%	25.8%	1.37	24.3%	1.46	23.9%	1.48	36.0%	0.98
Medical Assistance	\$14,148,256	3.9%	7.9%	0.49	6.8%	0.57	10.2%	0.38	3.3%	1.17
Commercial	\$8,084,310	2.2%	11.0%	0.20	6.4%	0.35	11.2%	0.20	2.7%	0.84
Charity Care	\$8,120,622	2.2%	1.6%	1.41	1.6%	1.39	1.4%	1.57	2.0%	1.14
All Other	\$10,567,414	2.9%	1.6%	1.79	1.4%	2.12	1.3%	2.31	2.9%	1.00
Total Deductions	\$169,812,393	46.7%	48.1%	0.97	40.6%	1.15	48.3%	0.97	46.9%	1.00
Other Revenue & Net Gains or Losses										
Other Revenue as % of Total Revenue		6.8%	4.7%	1.46	3.3%	2.04	7.9%	0.86	6.3%	1.08
Net Gains/Losses as % of Net Income		15.6%	25.2%	0.62	23.8%	0.66	21.3%	0.74	13.9%	1.13
Expenses as % of Total Expenses										
Salary/Fringe Benefits	\$93,152,964	52.4%	47.6%	1.10	51.8%	1.01	46.3%	1.13	52.4%	1.00
Supplies & Services	\$67,391,381	37.9%	40.1%	0.95	37.4%	1.01	41.8%	0.91	37.0%	1.02
Capital Component	\$12,774,763	7.2%	8.8%	0.82	7.4%	0.97	8.7%	0.82	7.3%	0.99
Bad Debt	\$4,468,572	2.5%	3.6%	0.70	3.3%	0.76	3.2%	0.79	3.3%	0.77
Fiscal Statistics										
Operating Margin (%)		14.4%	7.0%	2.06	9.6%	1.50	8.1%	1.78	14.2%	1.02
Total Hospital Net Income (%)		16.7%	9.2%	1.82	12.2%	1.36	10.1%	1.65	16.1%	1.04
Return on Equity (%)		15.9%	7.4%	2.16	11.0%	1.45	7.8%	2.03	16.1%	0.99
Current Ratio		3.0	3.1	0.94	2.5	1.17	3.3	0.88	2.9	1.02
Days in Net Patient Accounts Receivable		56.0	52.5	1.07	56.4	0.99	54.8	1.02	52.4	1.07
Average Payment Period		44.5	50.4	0.88	46.0	0.97	48.1	0.92	52.4	0.85
Equity Financing (%)		90.6%	60.8%	1.49	71.7%	1.26	60.9%	1.49	86.3%	1.05
Long-Term Debt to Equity Ratio		0.0	0.4	N/A	0.3	N/A	0.4	N/A	0.0	N/A
Times Interest Earned	93,835.4		7.3	12,825.3	17.4	5,399.7	7.4	12,647.2	0.0	N/A
Total Asset Turnover		0.9	0.8	1.18	0.9	1.07	0.8	1.22	1.0	0.95
Average Age of Plant (Years)		8.4	9.2	0.91	7.8	1.08	9.0	0.93	8.5	0.99
Increase (Decrease) Total Net Patient Revenue		7.9%	7.5%	1.06	10.0%	0.79	6.8%	1.16	5.5%	1.45
Outpatient Gross Revenue (% of Total GPR)		42.7%	49.0%	0.87	56.7%	0.75	45.8%	0.93	41.9%	1.02
Net Revenue Statistics										
Inpatient Net Revenue per Discharge	\$11,521		\$11,671	0.99	\$8,917	1.29	\$12,402	0.93	\$10,749	1.07
Inpatient Net Revenue per Day	\$2,777		\$2,752	1.01	\$2,214	1.25	\$2,855	0.97	\$2,601	1.07
Outpatient Net Revenue per Visit	\$562		\$516	1.09	\$518	1.09	\$433	1.30	\$547	1.03

Income Statement		Assets		Liabilities & Fund Balances	
Gross Patient Revenue (GPR)	\$363,400,875	Cash & Cash Equivalents	\$47,302	Current Liabilities	\$20,326,621
Less Deductions	\$169,812,393	Net Patient Receivables	\$29,683,775	Long-Term Debt	\$0
Net Patient Revenue	\$193,588,482	Other Receivables	\$3,103,000	Other Liabilities	\$638,271
Plus Other Revenue	\$14,198,778			Subtotal	\$20,964,892
Total Revenue	\$207,787,260	Land, Buildings & Equipment (Net)	\$129,620,246	Unrestricted Fund Balance	\$202,037,580
Less Expenses	\$177,787,680	Other Assets	\$60,548,149	Restricted Fund Balance	\$15,780,937
Non-Operating Gains/Losses	\$5,563,658			Total Liabilities & Fund Balance	\$223,002,472
Net Income	\$35,563,238	Total Assets	\$223,002,472		