

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

Fiscal Year: 01/01 to 12/31
 Type: **GMS**
 General Medical & Surgical
 Control: Corporation

County: Eau Claire
 Analysis Area: West Central (5A)
 Volume Group: 1

| Selected Utilization Statistics | FY 2008 | All GMS Hospitals | | Analysis Area 5A | | Volume Group 1 | | FY 2008 vs. 2007 | |
|---|---------|-------------------|-------|------------------|-------|----------------|-------|------------------|-------|
| | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2007 | Ratio |
| Occupancy Rate (%) | | | | | | | | | |
| Adult Medical-Surgical | 26.6% | 60.5% | 0.44 | 50.0% | 0.53 | 18.2% | 1.46 | 30.3% | 0.88 |
| Obstetrics | 0.0% | 42.5% | N/A | 30.9% | N/A | 21.6% | N/A | 0.0% | N/A |
| Pediatrics | 0.0% | 57.0% | N/A | 71.5% | N/A | 19.9% | N/A | 0.0% | N/A |
| Total Hospital | 26.6% | 58.4% | 0.46 | 48.3% | 0.55 | 21.8% | 1.22 | 30.3% | 0.88 |
| Average Census (Patients) | | | | | | | | | |
| Adult Medical-Surgical | 3.5 | 31.3 | 0.11 | 14.2 | 0.24 | 3.2 | 1.07 | 3.9 | 0.88 |
| Obstetrics | 0.0 | 5.7 | N/A | 2.1 | N/A | 1.1 | N/A | 0.0 | N/A |
| Pediatrics | 0.0 | 2.4 | N/A | 0.2 | N/A | 0.7 | N/A | 0.0 | N/A |
| Total Hospital | 3.5 | 54.6 | 0.06 | 21.8 | 0.16 | 4.5 | 0.77 | 3.9 | 0.88 |
| Average Length of Stay (Days) | | | | | | | | | |
| Adult Medical-Surgical | 2.6 | 3.7 | 0.69 | 3.5 | 0.73 | 3.3 | 0.78 | 2.7 | 0.94 |
| Obstetrics | 0.0 | 2.4 | N/A | 2.4 | N/A | 2.5 | N/A | 0.0 | N/A |
| Pediatrics | 0.0 | 2.2 | N/A | 1.9 | N/A | 1.4 | N/A | 0.0 | N/A |
| Total Hospital | 2.6 | 4.3 | 0.61 | 3.8 | 0.68 | 3.7 | 0.70 | 2.7 | 0.94 |
| Surgical Operations | | | | | | | | | |
| Inpatient | 491 | 1,970 | 0.25 | 577 | 0.85 | 74 | 6.68 | 527 | 0.93 |
| Outpatient | 7,084 | 4,151 | 1.71 | 1,762 | 4.02 | 593 | 11.96 | 7,288 | 0.97 |
| Inpatient as % of All Surgeries | 6.5% | 32.2% | 0.20 | 24.7% | 0.26 | 11.0% | 0.59 | 6.7% | 0.96 |
| Outpatient Visits | | | | | | | | | |
| Non-Emergency Visits | 7,084 | 94,816 | 0.07 | 44,133 | 0.16 | 15,604 | 0.45 | 7,288 | 0.97 |
| Emergency Visits | 0 | 16,124 | N/A | 7,573 | N/A | 2,688 | N/A | 0 | N/A |
| Full-Time Equivalents (FTEs) | | | | | | | | | |
| Administrators | 5.0 | 18.7 | 0.27 | 8.3 | 0.60 | 3.0 | 1.67 | 3.0 | 1.67 |
| Nurses, Licensed | 42.6 | 197.1 | 0.22 | 86.7 | 0.49 | 23.2 | 1.84 | 40.5 | 1.05 |
| Ancillary Nursing Personnel | 0.0 | 37.6 | N/A | 17.0 | N/A | 6.0 | N/A | 0.0 | N/A |
| All Other Personnel | 48.4 | 452.4 | 0.11 | 239.1 | 0.20 | 57.6 | 0.84 | 52.7 | 0.92 |
| Total FTEs | 96.0 | 705.8 | 0.14 | 351.1 | 0.27 | 89.8 | 1.07 | 96.2 | 1.00 |
| FTEs per 100 Patient Census (Adjusted) | | | | | | | | | |
| Administrators | 29.8 | 17.2 | 1.73 | 16.5 | 1.81 | 23.3 | 1.28 | 16.1 | 1.85 |
| Nurses, Licensed | 254.2 | 181.8 | 1.40 | 171.8 | 1.48 | 180.6 | 1.41 | 217.5 | 1.17 |
| Ancillary Nursing Personnel | 0.0 | 34.6 | N/A | 33.8 | N/A | 47.0 | N/A | 0.0 | N/A |
| All Other Personnel | 288.5 | 417.2 | 0.69 | 474.0 | 0.61 | 448.9 | 0.64 | 283.5 | 1.02 |
| Total FTEs | 572.5 | 650.8 | 0.88 | 696.0 | 0.82 | 700.0 | 0.82 | 517.0 | 1.11 |

Total Hospital:
 Beds Set Up & Staffed 13
 Discharges 491
 Inpatient Days 1,267

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 12/31/2008 | Discharges & Transfers** | Patient Days of Care | Occupancy Rate (%) | Average Census (Patients) | Average Length of Stay (Days) |
|---------------------------------------|-------------------|----------------------------------|--------------------------|----------------------|--------------------|---------------------------|-------------------------------|
| General Medical-Surgical | | | | | | | |
| Adult Medical-Surgical, Acute | 1 | 13 | 491 | 1,267 | 26.6% | 3.5 | 2.6 |
| 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 |
| Pediatric, acute | 4 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Obstetrics | 4 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Psychiatric | 4 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Alcoholism/chemical dependency | 4 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| ICU/CCU | | | | | | | |
| 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 |
| 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 | 5 | 0 | 5.0 | Surgical Personnel | 4 | 7 | 9.4 |
| Physicians & Dentists | 0 | 0 | 0.0 | Radiological Services Personnel | 2 | 1 | 2.5 |
| Medical & Dental Residents | 0 | 0 | 0.0 | Respiratory Therapists | 0 | 0 | 0.0 |
| Registered Nurses | 11 | 50 | 42.6 | Occupational Therapists | 0 | 0 | 0.0 |
| Certified Nurse Midwives | 0 | 0 | 0.0 | Occupational Therapy Assistants/Aides | 0 | 0 | 0.0 |
| Licensed Practical Nurses | 0 | 0 | 0.0 | Physical Therapists | 0 | 0 | 0.0 |
| Ancillary Nursing Personnel | 0 | 0 | 0.0 | Physical Therapy Assistants/Aides | 0 | 0 | 0.0 |
| Physician Assistants | 0 | 0 | 0.0 | Recreational Therapists | 0 | 0 | 0.0 |
| Nurse Practitioners | 0 | 0 | 0.0 | Dietitians & Nutritionists | 0 | 0 | 0.0 |
| Certified Registered Nurse Anesthetists | 0 | 0 | 0.0 | Psychologists | 0 | 0 | 0.0 |
| Medical Records Personnel | 2 | 1 | 2.6 | Social Workers | 0 | 0 | 0.0 |
| Pharmacy Personnel | 2 | 2 | 3.3 | All Other Health Professionals | 0 | 0 | 0.0 |
| Clinical Laboratory Personnel | 0 | 0 | 0.0 | All Other Personnel | 22 | 16 | 30.7 |
| | | | | Total | 48 | 77 | 96.0 |

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| Selected Financial Statistics | FY 2008 | All GMS Hospitals | | Analysis Area | | Volume Group | | FY 2008 vs. 2007 | | |
|--|--------------|-------------------|----------|---------------|---------|--------------|---------|------------------|----------|------|
| | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2007 | Ratio | |
| Gross Revenue as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$16,249,709 | 29.8% | 41.5% | 0.72 | 44.9% | 0.66 | 39.6% | 0.75 | 31.5% | 0.94 |
| Medical Assistance | \$3,570,019 | 6.5% | 10.8% | 0.60 | 9.7% | 0.67 | 11.4% | 0.57 | 6.2% | 1.05 |
| Commercial | \$33,418,379 | 61.2% | 40.7% | 1.50 | 39.7% | 1.54 | 42.3% | 1.44 | 59.0% | 1.04 |
| All Other | \$1,379,220 | 2.5% | 7.0% | 0.36 | 5.8% | 0.44 | 6.7% | 0.38 | 3.2% | 0.79 |
| Deductions as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$6,175,847 | 11.3% | 26.5% | 0.43 | 25.3% | 0.45 | 16.2% | 0.70 | 23.3% | 0.49 |
| Medical Assistance | \$1,344,806 | 2.5% | 8.4% | 0.29 | 7.0% | 0.35 | 6.3% | 0.39 | 4.5% | 0.55 |
| Commercial | \$12,772,109 | 23.4% | 11.4% | 2.04 | 6.3% | 3.69 | 10.0% | 2.34 | 8.8% | 2.66 |
| Charity Care | \$0 | 0.0% | 1.6% | N/A | 1.7% | N/A | 0.8% | N/A | 0.0% | N/A |
| All Other | \$463,476 | 0.8% | 1.9% | 0.45 | 1.6% | 0.53 | 1.4% | 0.62 | 1.5% | 0.55 |
| Total Deductions | \$20,756,238 | 38.0% | 49.8% | 0.76 | 41.9% | 0.91 | 34.7% | 1.10 | 38.1% | 1.00 |
| Other Revenue & Net Gains or Losses | | | | | | | | | | |
| Other Revenue as % of Total Revenue | | 0.2% | 4.5% | 0.05 | 3.0% | 0.08 | 3.3% | 0.07 | 0.1% | 1.59 |
| Net Gains/Losses as % of Net Income | | N/A | N/A | N/A | N/A | N/A | 4.1% | N/A | N/A | N/A |
| Expenses as % of Total Expenses | | | | | | | | | | |
| Salary/Fringe Benefits | \$8,681,033 | 41.5% | 47.4% | 0.88 | 51.1% | 0.81 | 54.4% | 0.76 | 38.0% | 1.09 |
| Supplies & Services | \$10,607,287 | 50.7% | 39.6% | 1.28 | 37.4% | 1.36 | 34.1% | 1.49 | 54.4% | 0.93 |
| Capital Component | \$1,619,026 | 7.7% | 8.8% | 0.88 | 7.9% | 0.98 | 7.4% | 1.05 | 7.6% | 1.02 |
| Bad Debt | \$0 | 0.0% | 4.2% | N/A | 3.6% | N/A | 4.1% | N/A | 0.0% | N/A |
| Fiscal Statistics | | | | | | | | | | |
| Operating Margin (%) | | 38.4% | 5.6% | 6.85 | 7.8% | 4.94 | 5.2% | 7.32 | 40.4% | 0.95 |
| Total Hospital Net Income (%) | | 37.0% | 3.5% | 10.51 | 7.2% | 5.15 | 5.5% | 6.79 | 39.1% | 0.95 |
| Return on Equity (%) | | 98.9% | 2.8% | 35.29 | 5.8% | 16.97 | 8.5% | 11.65 | 96.9% | 1.02 |
| Current Ratio | | 4.5 | 2.9 | 1.56 | 1.4 | 3.27 | 2.0 | 2.26 | 5.9 | 0.77 |
| Days in Net Patient Accounts Receivable | | 51.5 | 50.2 | 1.03 | 54.7 | 0.94 | 58.2 | 0.89 | 55.5 | 0.93 |
| Average Payment Period | | 25.6 | 54.8 | 0.47 | 79.8 | 0.32 | 48.8 | 0.52 | 28.4 | 0.90 |
| Equity Financing (%) | | 88.6% | 58.1% | 1.53 | 64.3% | 1.38 | 50.4% | 1.76 | 88.6% | 1.00 |
| 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 | 3.3 | N/A | 8.6 | N/A | 6.5 | N/A | 0.0 | N/A |
| Total Asset Turnover | | 2.7 | 0.8 | 3.36 | 0.8 | 3.35 | 1.6 | 1.76 | 2.5 | 1.08 |
| Average Age of Plant (Years) | | 3.6 | 9.5 | 0.38 | 7.4 | 0.49 | 11.2 | 0.32 | 3.0 | 1.20 |
| Increase (Decrease) Total Net Patient Revenue | | 2.2% | 6.3% | 0.35 | 8.2% | 0.27 | 9.7% | 0.23 | 6.6% | 0.34 |
| Outpatient Gross Revenue (% of Total GPR) | | 79.4% | 49.7% | 1.60 | 56.7% | 1.40 | 64.9% | 1.22 | 78.8% | 1.01 |
| Net Revenue Statistics | | | | | | | | | | |
| Inpatient Net Revenue per Discharge | \$14,049 | | \$11,228 | 1.25 | \$9,427 | 1.49 | \$9,384 | 1.50 | \$12,597 | 1.12 |
| Inpatient Net Revenue per Day | \$5,444 | | \$2,612 | 2.08 | \$2,348 | 2.32 | \$1,833 | 2.97 | \$4,610 | 1.18 |
| Outpatient Net Revenue per Visit | \$3,806 | | \$497 | 7.66 | \$547 | 6.96 | \$442 | 8.62 | \$3,634 | 1.05 |

| Income Statement | | Assets | | Liabilities & Fund Balances | |
|-----------------------------|--------------|-----------------------------------|--------------|----------------------------------|--------------|
| Gross Patient Revenue (GPR) | \$54,617,327 | Cash & Cash Equivalents | \$563,006 | Current Liabilities | \$1,413,389 |
| Less Deductions | \$20,756,238 | Net Patient Receivables | \$4,765,701 | Long-Term Debt | \$0 |
| Net Patient Revenue | \$33,861,089 | Other Receivables | -\$85,135 | Other Liabilities | \$0 |
| Plus Other Revenue | \$77,682 | | | Subtotal | \$1,413,389 |
| Total Revenue | \$33,938,771 | Land, Buildings & Equipment (Net) | \$4,426,286 | Unrestricted Fund Balance | \$11,022,756 |
| Less Expenses | \$20,907,346 | Other Assets | \$2,766,287 | Restricted Fund Balance | \$0 |
| Non-Operating Gains/Losses | -\$731,824 | | | Total Liabilities & Fund Balance | \$12,436,145 |
| Net Income | \$12,299,601 | Total Assets | \$12,436,145 | | |